



THE KANSAS UNION FARMER

Organization

Education

Co-operation



VOLUME XXII

SALINA, KANSAS, THURSDAY, OCTOBER 31, 1929

NUMBER 12

WHAT DID YOU COME TO THE CONVENTION FOR?

THE FARMERS UNION CO-OPERATIVE CREAMERY

Perhaps to some of those who have read and heard from time to time of the development and growth of the Farmers Union Cooperative Creamery and Produce Association, a repetition of its history from the beginning four years ago to the present time may seem an old story, but to those who fostered the Association and gave heartily of their time and effort to promote a successful business organization, its history is a record of achievement over tremendous obstacles of which the retelling is always interesting.

Originating some years ago as only a hope which might come to pass, a group of loyal Farmers Union workers supported by an equally loyal group of producers set about to bring into being an organization which would be of service to the farmers of Kansas in marketing their eggs, poultry and dairy products. By taking this hope to the producers of Kansas, sufficient interest was aroused so that by the winter of 1924 and 1925, an organization program was launched and the Farmers Union Cooperative Produce Association was incorporated under the laws of Kansas in February, 1925.

Having thus brought the Association into a legal existence, the next essential step was to bring enough producers into membership to guarantee sufficient volume of produce to make the establishment of a Creamery economically possible. The organization effort in the early part of 1925 was successful as it brought into the Association some 1900 members who were eager to have their produce marketed the cooperative way.

Actual churning in the new plant began on September 21, 1925. At that time 1910 members had signed the marketing contract and 24 stations had been established to receive

their produce. The paid up capital stock was \$7900.00.

With the beginning of operations, the battle with the many business problems which continued to rise as barriers in the path of smooth travel began of which the problem of inadequate finance seemed to be the most obstructive. One can readily see that with a paid up capital stock of only \$7900, other methods of financing must be employed. Perhaps the fact that the Creamery made a profit from the beginning enabled it to endure as these profits were turned back into the treasury and used as working capital. By increasing the capital stock to approximately \$41,000 and by building up working reserves and by the loyalty of the members in permitting a part of the dividends to remain in the Association, the problem of inadequate finance has been partially solved and the Creamery and Produce Association today is built on a more sound financial foundation.

For the first two years all efforts were concentrated on soundly establishing the Creamery Department. As soon as some attention could be diverted from this department, it was directed to the establishment of the Egg Department which was the result of the normal development of the Association. In January, 1927, this department began receiving eggs from its members. This department brought before the organization new problems which had to be handled and after operating for past two years it is now on a paying basis and the result of the year's business should show a substantial profit.

With the handicap of inadequate finance partly overcome and with both cream and egg departments well established, some thought can be directed toward the development and

Did You Come Just to Visit and Have a Good Time or Did You Come With the Determination in Your Hearts to Make This the Greatest Convention the Kansas Farmers Union Has Ever Held. The Delegates to This Meeting Can Make This Convention a Landmark in the March of the F. U. of Kansas

The Farmers Union members in your community have chosen you to represent them because they believed that you were one hundred per cent Farmers Union. I am sure you will never disappoint them in this belief. Every delegate should make a pledge to this convention, that he will go home and do everything in his power to build up the Farmers Union in his community.

The golden opportunity of making every farmer in Kansas a member of the Farmers Union, is here, will we take advantage of it? The time is ripe for a change from the competitive system of marketing farm products, to a cooperative system. The government itself has laid down as its policy, the encouragement of cooperative marketing, and has appropriated great sums of money to aid in carrying out this policy. It is the only thing which can save agriculture from destruction. It is the only thing which can save the farm home, and the farm community. It is the only thing which stands between the American farmer and the European system of landlords and tenants.

"The time is ripe, and rotten ripe, for change; Then let it come; I have no fear of what is called for by the instinct of mankind. Nor fear I that God's world will fall apart. Because we tear a parchment more or less. Truth is eternal, but her effluence With endless change is fitted to the hour Her mirror is turned forward to reflect The promise of the future, not the past." —Lowell.

expansion of the business. Many changes have taken place in the poultry and dairy industry in the past four years which it seems will necessitate some change in the organization structure in order to meet the situation as it now exists. Plans are now being considered for an expansion program and it is hoped that the association will shortly be able to present a program which will be of great interest to both members and prospective member producers.

The most important change in the dairy industry in the sight of the producer is the fact that during the past four years the margins existing between the price paid the producer for butterfat and the Chicago Standard butter market have narrowed from 5.3c per pound to 2.6c per pound. This means that today the producer is receiving 3.3c per pound more for his butterfat in relation to the standard butter market than he did four years ago. Of course the narrowing of margins means less profit to the Creamery which means less dividends at the end of the year but the production should not lose sight of the fact that he is getting his dividends when he delivers his cream instead of waiting until the end of the year.

The Creamery during its short existence has produced over ten million pounds of butterfat and packed over seven and one-half million dozens of eggs for the producers of Kansas. The earnings on this volume up to September 30, 1929 is \$219,002.26, all of which has been paid to the producers with exception of that portion which was retained as a working fund. However, all amounts so retained have been prorated and set up as a credit to the individual members on the basis of their respective deliveries.

The dividends for the year 1928 have not been paid because of the necessity of employing these funds in the business during the flush production season. The work of figuring and writing dividend checks is under way at the present time and the actual distribution will begin not later than November 10.

A large number of companies operate service stations also. The service stations now in operation compare favorably with the stations of their competitors in location and appearance. Their cost varies considerably, depending upon the value of the ground and type of station. The total cost will usually run from \$3,000.00 to \$10,000.00 per station.

The capital necessary to operate a cooperative oil company will therefore vary considerably. Roughly speaking, where only a bulk station is operated, the company should have at least \$5,000.00. If a service station is leased, the amount of capital required is only slightly more.

Several more or less closely related reasons may be advanced to explain the rapid growth of the cooperative movement in this field. (1) Practically every farmer, as well as townspeople, are consumers of petroleum products. (2) A small amount of capital is required. (3) They are simple and easy to operate. (4) There is a wide margin between the wholesale and retail prices. (5) Substantial savings have been made by the companies in operation.

In this age of modern machinery practically every farmer, as well as town resident, is a consumer of these products, and the amount consumed is rapidly increasing. The total amount of gasoline consumed in the United States in 1928 was 12% more than in 1927 and for the first six months of 1929 the consumption showed an increase of 15% over the same period in 1928. Since practically every resident of a community is a consumer and a prospective member, the amount of capital required per member is small. In many cases townspeople

KANSAS FARMERS KNOW

that to market their live stock cooperatively through THEIR OWN FIRM is the only way they can get the best of service and at the same time take advantage of the profits made by the marketing agency at the terminal market.

That the farmers know this is shown by the fact that their own business is constantly growing, showing increased profits and earnings, and that the dividends going back to the farmers are amounting to thousands of dollars.

Marketing through his own firm, in other words, is the only way the farmer can make money at both ends of the deal—get his own rake off.

Co-operation is sound in theory and practice. That's why this firm has grown. And the fact that it has grown to such proportions—one of the most efficient help available to the farmer—enables it in turn to employ the most efficient help available to the farmer—the customers' highest type of service.

Patronize YOUR OWN FIRM! FARMERS' LIVE STOCK COMMISSION CO. Stock Yards, Kansas City, Mo.

"Make me a child again, just for tonight,"
Once said a Scotchman — and
Scotchmen are tight,
"I'm leaving tonight on a boat trip to Ayr,
Make me a child and I'll travel half-free."

PROMOTED CREAMERIES

October 21, 1929.

At this time out-of-state concerns are promoting what they hope will develop into co-operative creameries in several towns in Kansas. Any community considering the feasibility of engaging professional promoters might well stop and reflect: first, on the prospect of supporting the project, and second on the ability of its citizens to themselves establish the enterprise. The history of promoted concerns is by no means the brightest page in our annals.

The present very general interest in co-operative marketing as applied to agriculture, coupled with the development of dairying in Kansas, is presenting a very favorable background for creamery promotion. There are many strictly co-operative creameries in the states of Minnesota, Wisconsin and Iowa, which have been highly successful and this fact has been helpful in the present promotion campaign.

A well managed co-operative creamery is an asset to any community, and where sufficient butterfat is available to warrant a creamery, dairy leadership is generally developed so that a creamery can be organized without outside help.

The two most common causes of creamery failures are lack of material and poor management. Not all cream that is produced in a given area is available for a local creamery, as competing concerns will make a bid for the cream and pay the price necessary to get it. Sufficient volume of butter must be made to reduce the operating costs and cost of transportation. These and many other factors should be considered before any organization steps whatever are taken.

If your community is interested in a co-operative creamery get your dairymen together and make a survey of dairy conditions. Visit successful co-operative concerns and study their management. If, after considering the matter carefully it seems wise to establish a creamery, perhaps the co-

"SURFACE NOT SCRATCHED" SAYS SECRETARY WITHAM

HAY AND MERCHANDISE DEPARTMENT
Jan. 1, 1929 to Sept. 30, 1929
Coal, 128 cars, comm. \$1200.00
Four and Feed 7632.29
Cottonseed Products, 26 cars 157.00
Salt and Fruit 197.32
Bins and Tanks 126.60
Seeds, Peppard 298.95
Tankage 2065.59
Oyster Shell 17 cars and Quantity Disc. 391.00
Misc. 14.40
Hay, 195 cars 2033.80
Total 14,110.95

First 9 Months 1929
Consigned 4085.321
Pur. & Sale K. C. 155.429
Pur. & Sale Salina 996.028
Total 5,236.778
1928
Consigned 4822.058
Pur. & Sale K. C. 347.800
Pur. & Sale Salina 745.562
Total 5,915.420

The farmers have built all of the Terminal facilities that are located in this great grain market. They represent millions and millions of dollars, and the profits on your wheat have built these Terminals, yet you haven't a title, nor one penny's interest in any of them. Now let us get down to business and build one of our own. You can do it with the profits from your organization and it will not cost you one cent. You can't accomplish this by shopping around shipping your grain to anybody that comes along and asks you for a car. It can't be done that way. You've got to make up your mind to go all the way.

Some of our great men are coming out very openly and saying that if the farmers get any relief through the Farm Board they must join some farm organization. We think of course the Farmers Union is the organization to join, but if you haven't a Farmers Union organization close to you, and are not successful in getting one organized you some other farm organization and get behind this great co-operative movement and that will bring relief. If you have a Farmers Union stock in this organization it is your duty to see the reason why. We know we have as complete an organization as can be found here on this market and are equipped to handle any and all business serious.

Young for co-operation, H. E. Witham, secretary.

WE POINT WITH PRIDE TO ABOVE STATEMENT

We are not particularly proud of ourselves, but we are proud of you making possible this kind of a statement. While our business has almost trebled in the past eighteen months, yet we have not scratched the surface. Now let us have just a little heart to heart talk.

FARMERS UNION LIVE STOCK COMMISSION CO.

Elsewhere in this issue of the Kansas Union Farmer will be found the advertisement of the Farmers Union Live Stock Commission Co. of Kansas City, Mo. The advertisement calls attention to the growth and development of the firm, in a general way. Mention is made of the fact that co-operation has had much to do with the growth of the firm.

In fact, it could be said that the success of the Farmers Union live stock marketing agency at Kansas City is a live example of what co-operation can do. The success of this firm is in every sense an object lesson to those who might scoff at the possibility of co-operation among farmers. Co-operation is, in fact, the watch word with this firm.

Co-operation as it figures in the development of the Farmers Union Live Stock Commission company extends from one end of the marketing scheme to the other. The farmers co-operate among themselves in shipping to their own firm, and in organizing and supporting shipping associations in the various communities. The employees of the firm at the Kansas City terminal market co-operate with each other in handling the customer's live stock. The salesmen co-

operate with each other and with the customers in making each animal in each shipment bring every cent it is worth on the market. The yard men co-operate with each other and with the salesmen in taking the best of care of the stock while it is in their care, and in the matter of getting the cattle, hogs or sheep to the scales promptly and with good fills. The office force co-operates with the salesmen and yardmen by getting the weights and prices figured as promptly as possible, and with the customers by getting the returns out in the mail as quickly as it is possible to do with accuracy.

Co-operation is carried out in the matter of relating to stockholder customers, the profits which are on hand at the end of the year. As the farmers and live stock men co-operate completely, the returns become great. This is proof positive of the value of co-operation.

The management of the firm recognizes the fact that the business would not succeed without the co-operation and support of the farmers and stockmen over the state of Kansas and surrounding states. With this fact in mind, the association shippers, and to individuals for their loyal support of this, their own firm.

George W. Hobbs, Manager.

The Farmers Union Mutual Life Insurance Company

The Farmers Union Mutual Life Insurance Co. was launched as the legal reserve, level premium, participating company, October 17, 1922. It is now seven years old, has made a steady, persistent growth, and is recognized today in the insurance world as one of the best companies in existence.

Strictly co-operative, its entire resources belonging to every member, the foundation for a great company has been laid. The officers of the company realize that there are two cardinal principles, Satisfaction and Service, which must be strictly observed. From all parts of the nine states in which the company does business, have come highly complimentary letters, describing the satisfaction and promptness of innumerable claim settlements.

The officers are Farmers Union members who are or have been farmers and outstanding leaders in the Farmers Union movement in the middle west. They have been chosen by the policy holders because of their high quality of character and business ability.

The Farmers Union Mutual Life Insurance Company is a purely mutual company, which has no capital stock, and is owned and controlled solely by its policy holders. Any savings or earnings made by the organization is at once the property of the policy holders, and is subject to their disposal, as they may elect; it is ordinarily returned to them in the form of a dividend on their policies.

Savings in death losses is one of the principal items in Life Insurance premiums that go into the surplus, from which dividends are paid to policy holders. The present dividend schedule which is the result of three increases within six years, together with the earned surplus of over \$70,000, is the conclusive evidence of our ability to furnish low net-cost life insurance to farmers.

Every Farmers Union member should carry life insurance in this, His Own Company; it offers all standard forms of policies at actual cost. Its policies are just as safe as any insurance policies could be, and the company renders the best possible service to its members. Its funds are used to finance the needs of its members.

The Farmers Union Mutual Life Insurance Company is uniting the members of the Farmers Union in a close community of interests, and only through united cooperative effort, can farmers ever secure the cost of production and achieve the position of economic independence to which they are entitled.

My understanding of the Federal Farm Board's interpretation of a co-operative company is, that the company (continued on page 2)

AUDITING ASSOCIATION A STATE WIDE INSTITUTION

When a few co-operative business managers met in Salina on June 13, 1917 to form an auditing association through which the managers and directors of the business organizations over the state could set up a standardized system of co-operative accounting, they little thought they were laying the foundation of one of the largest auditing and accounting businesses in the state of Kansas.

Starting out with one auditor at that time, the demand for such a service has grown to such an extent that the Auditing Association now employs, during the entire year, a large staff of auditors than many of the larger accounting firms.

From the modest beginning of auditing country stores and elevators, it

developed into a state-wide business, embracing all branches of Public Accounting, the lists among its clientele counties, cities, schools, colleges, automobile and mercantile houses.

The Auditing Association does not confine its activities to members only, but by extending its business, has been able to furnish its members with service at a much lower cost, and has been able to retain the services of a staff of capable bonded auditors.

of the successful co-operative institutions now operating use the services of the Association and any who have failed to co-operate in this direction should write for rates to the manager, T. B. Dunn, Salina, Kansas. Phone 570.

The National Co-Operative Oil Movement Development

The cooperative buying of gasoline, kerosene and oils is one of the most recent developments in cooperative organizations among farmers. The first cooperative oil company was organized in July, 1921, in southern Minnesota. It was so successful that other companies soon sprang up in surrounding counties. The first companies were uniformly successful, so much so the movement has spread over a number of states, particularly Minnesota, Nebraska, Missouri, Kansas, Colorado, Iowa, Illinois, and the Dakotas.

The movement is too young and spreading too rapidly for us to obtain accurate information as to the actual number of companies in operation, but it is conservatively estimated that at least four hundred co-operative oil companies are now in operation, and others are being organized very rapidly. In some states they are being fostered by the Farmers Union, the Farmers Equity Union, or the Farm Bureau, while in other states they are being organized independently of any general farm organization.

Most of the companies operating west of the Mississippi river are organized under cooperative capital stock laws, while a majority of those farther east are organized under co-operative non-stock laws. The general practice is to distribute the savings after all operating costs, including depreciation, have been deducted, as follows: (1) Interest on capital stock. (2) Reserve for permanent surplus. (3) Patronage dividends to members.

The interest, or capital stock dividends, is usually 8 percent on the par value of the paid in capital. Then percent of the remainder is then set aside annually as a reserve or permanent surplus, until it reaches an amount equal to at least one-half of the paid in capital stock. The remainder is paid on the form of patronage dividends to the members. The capital stock is used to purchase equipment and merchandise.

The plant and equipment consists of two or three twelve or fifteen thousand gallon storage tanks on

side-track property or on a railroad lease, a pump for unloading tank cars, a warehouse for the storage of lubricating oils and grease, drums, and office space; a tank truck, pipes, fittings, etc. The equipment for a complete bulk station, consisting of one twelve thousand and one fifteen thousand gallon storage tank, and other necessary equipment, will cost about \$15,000.00.

A large number of companies operate service stations also. The service stations now in operation compare favorably with the stations of their competitors in location and appearance. Their cost varies considerably, depending upon the value of the ground and type of station. The total cost will usually run from \$3,000.00 to \$10,000.00 per station.

The capital necessary to operate a cooperative oil company will therefore vary considerably. Roughly speaking, where only a bulk station is operated, the company should have at least \$5,000.00. If a service station is leased, the amount of capital required is only slightly more.

Several more or less closely related reasons may be advanced to explain the rapid growth of the cooperative movement in this field. (1) Practically every farmer, as well as townspeople, are consumers of petroleum products. (2) A small amount of capital is required. (3) They are simple and easy to operate. (4) There is a wide margin between the wholesale and retail prices. (5) Substantial savings have been made by the companies in operation.

In this age of modern machinery practically every farmer, as well as town resident, is a consumer of these products, and the amount consumed is rapidly increasing. The total amount of gasoline consumed in the United States in 1928 was 12% more than in 1927 and for the first six months of 1929 the consumption showed an increase of 15% over the same period in 1928. Since practically every resident of a community is a consumer and a prospective member, the amount of capital required per member is small. In many cases townspeople

KANSAS FARMERS UNION ROYALTY CAMPAIGN ON

All adjustments necessary to make the Kansas Farmers' Union Royalty Company comply with the corporation a "Blue Sky Laws of Kansas, are being made as rapidly as possible. The hearing on our application for permit to go ahead and do business will take place on October 30. Advertising matter has been held up on that account.

A very gratifying response to preliminary work already done has been received. In addition to safety, the plan holds such unusual possibilities for the landowner that there is no reason to expect anything but a continued hearty response.

And why not? The landowner, or owner of royalty rights, simply exchanges one-half of his royalty rights for the privilege of securing an aliquot share in the royalty rights of every other person "pooling" his interest. Each has just as extensive royalty interest as before, except that one-half of it has been pooled with others. In other words, he exchanges one-half of a more or less remote possibility of royalty income for a reasonable certainty. Formerly he had one remote chance of income from royalty. After exchanging half of his royalty right for a share in the Royalty company, he has as many chances for royalty income as there

have been shares of stock issued by the Royalty Company. Each share of stock will be given in exchange for one-half of a royalty interest in 160 acres of land. Stock cannot be had in any other way. Every precaution has been taken to protect the interests of the shareholders.

In return for one-fourth undivided interest in what is decided to be the Kansas Farmers' Union Royalty company, the Flag Oil corporation pays all expenses of organization and maintenance of the Royalty company. The Flag Oil corporation is spending large sums of money to organize, complete, and maintain it and other Royalty companies. The only possible way they can get their money back is from their one-fourth of the income of the Royalty company, which income will be placed in a Trustee bank of recognized standing, and paid out only on order of the directors of the Kansas Farmers' Union Royalty Company.

As soon as permit to sell stock is received, and as soon as our literature is off the press, we will be ready to begin business in earnest. We will not be able to accept all royalty offered, as we have only 2229 shares to exchange for such royalty interests and these will be as far as possible taken in the checkerboard fashion over the best potential oil-producing area

of Kansas. Applications for shares will be mailed to anyone desiring to secure a share in the Royalty company. THE KANSAS FARMERS' UNION ROYALTY COMPANY C. E. Creitz, State Mgr.

SAMPLE PROPAGANDA

Here is a delicious sample of the flimsy stuff out of which the grain gamblers make propaganda for breaking down the piece of wheat. It is taken from the market report in a recent issue of the Minneapolis Daily Tribune. Listen to it:

"News from Argentina resulted in a quick spill in the wheat market at the opening. Cables from that country indicating a POSSIBILITY of rain was a sharp influence." etc.

Think of it, unmitigated rot like that being used to break down prices of a great staple food crop like wheat! And wheat farmers are asked to ship wheat to line commission houses that make up grain exchanges that make such "news" a pretext for hammering down prices.—Teagardens Recorder.

There are approximately 500,000 individual farm lighting plants in the United States and about 400,000 additional farms served from power lines.

THE KANSAS UNION FARMER

Published Every Thursday at Salina, Kansas, by THE KANSAS BRANCH OF THE FARMERS EDUCATIONAL & CO-OPERATIVE UNION
119 South Seventh Street

Entered as Second-Class Matter August 24, 1912 at Salina, Kansas. Under Act of March 3, 1879.

Acceptance for Mailing at Special Rate of Postage Provided for in Section 1103. Act of October 3, 1917. Authorized July 30, 1918.

C. E. HUFF, Editor and Manager
Subscription Price, Per Year, \$1.00

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.

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, OCTOBER 31, 1929



WORK ON SALES COOPERATION PROGRESSES.

A significant meeting has just been concluded in Chicago, called by the Farm Board to form a central agency for the handling of livestock. Some 60 persons were present, representing organized livestock marketing in every part of the country.

Unlike grain, in which a great number of co-operatives are operating, livestock selling is confined to a few groups. The Producers and the Farmers Union account for about 80 per cent of the total, and the M. F. A. (Missouri) and the Central Cooperative of South St. Paul handle most of the remainder.

Tentative plans for the Farmers National Live Stock Assn. were adopted and a committee of nine chosen to incorporate it when Articles and By Laws are complete. On the committee of nine the Farmers Union has H. G. Kenney, of Neb., and C. C. Talbot, of North Dakota, and Frank Young of East St. Louis is classified with us because of the relationship there with the Farmers Union. On the sub-committee which is to do the actual work of preparing the set-up (four members) we have Kenney and Talbot.

There is every ground for believing that the new corporation when completed will be worthy of our hearty support, and that in operating it will eventually revolutionize the whole process of livestock marketing, and with tremendous gain to producers of stock.

Before this issue reaches its customers the new grain corporation will have become a reality, and the press will have carried the story as momentous news. As this is written no press release has been made. Few will ever know what a task it has been to work out the details of this, the first of the central cooperatives. But in the work which was done a pattern has been clearly established for later commodity corporations. We have had quite a part in determining the principles and details of the new organization.

It is the studied judgment of the writer that all of our terminal sales agencies for grain may safely and properly become stockholders at once, and that our organization as a whole, throughout the country, should support this corporation. Let me say again that I do not consider that the program contemplated by the Farm Board for marketing is of itself a solution of the farm problem. More must be done, and it becomes constantly more hopeful that the Board, as the pressure of that problem increases before them, will use to the full the provisions of the Farm Bill in dealing with surpluses. We need a domestic price level substantially above the world level, to offset the higher price level which the farmer must pay.

But the new marketing machinery is capable of doing for agriculture more than was ten years ago ever dreamed of as a possibility. It will help tremendously. It should be utilized to the full.

CHAIRMAN LEGGE WARNS BUSINESS MEN

Alex Legge, chairman of the Federal Farm Board, spoke a few nights ago at Chicago, at a dinner given at the Palmer House. I had an invitation to attend and to sit in the seat of the mighty. But I forgot it in the pressure of work. A whole farm family lives a week on the amount paid for a plate at this dinner, yet to have heard this speech would have been worth it.

There were other speakers. One gentleman discussed 100 story buildings. Another talked about air transportation. Mr. Legge brought them all to solid earth and face to face with hard facts. There is a tendency for business to resist the growth of cooperation. It is natural. But it may not be intelligent. He suggested that we were advancing somewhat in our conception of "rights" and concerning radicalism. He declared that 25 years ago Ramsay McDonald would have been deported as a dangerous radical, but that he slept at the White House, the honored guest of the President, on his recent trip. Mr. Legge insists that business and the public may very wisely lend aid to the farmer in his attempt to save himself by organization and through control of his products. The Chicago Journal quotes him as follows:

Alexander Legge, chairman of the federal farm board, last night warned 950 industrialists who had just finished a \$10 plate dinner that unless his organization was able to relieve agricultural distress the farmers would be goaded to more radical measures.

His address, made in the Palmer House before the sixth conference of major industries, sponsored by the University of Chicago, the Institute of American Meat Packers, and

nineteen other associations of business men, took the form of answers to questions which had been propounded to the farm board.

It was phrased in homely terms. The board, Mr. Legge said, had been receiving commiseration over the "panning that we got from the senators down in Washington."

A Warning to Business Men. "There was nothing to that," he continued. "You can't blame the farmers for backing radical blocs. Those blocs represent distress at home. If we remove the distress we remove the radicalism. If we don't, we'll see radicalism in the future that is going to be worse than that we've had in the past."

After asking himself the question: "What is the farm problem?" Mr. Legge said: "Agriculture has been lost in the shuffle. Nobody has ever done much for the farmer. One of our statisticians has discovered that of all the recorded gifts and donations, seventeen billion dollars in a few years, and about \$2,800,000,000 last year, only about a million was directed to aid the rural population. To get any benefit even from benefactions the farmer has to move to town."

The Buck Is Passed to Farmer "There is nothing in the federal farm board act that gives the farmer anything that labor, industry and finance don't have already. Our system has been to pass the costs of high labor on to the man who pays for the job. If it's a building the rent goes up and the man who pays the rent shifts it to somebody else. But finally it's all put on the man who can't pass it any further—that's the farmer. "He is handicapped because he is independent and individualistic. Mass production on the huge farm is repugnant to the man who wants his own homestead. We're trying to leave him a producer on a small scale, but with a massed sales agency so he'll have better bargaining power in competition with other industry. He will eventually learn that to produce a bushel of grain and sell it at \$1.50 a bushel is better business than raising five bushels and selling it at \$1 a bushel.

"Flow of goods to the market should be based on what the market has consumed in the past. Organizations that work this way make money. The producer should be able to sell what he wants to and to keep his surplus at home.

Efficiency in Distribution "But there is efficiency to be considered. The consumer may have to pay more for some of his products. In St. Paul milk costs the consumer 12 cents a quart; in Chicago it costs 14 cents a quart. Yet the Minnesota farmer gets 30 cents a hundred more for his milk than the Illinois farmer. Obsolete methods of distribution have been done away with at St. Paul.

"Six million cotton growers get less than \$300 a year in cash. That sort of thing must pass. I don't know whether we'll succeed in what we are trying to do, but if we don't you'll see progress made in some worse form. The American farmer is not going to be a peasant or a serf. Don't criticize him for his farm blocs. Give him your support now or face more radical measures in the future."

Randal Kans, Oct. 20, 1929.
Mr. A. M. Kinney, Salina, Kans.
Please find inclosed credentials. I will see you at Parsons. I haven't been able to do any organization work to date. Have been painting and repairing my house and found it a bigger job than I had figured on but will get busy at the earliest convenience. Sure glad to see the good reports in the Union Farmer of the good increase in membership.
Very sincerely yours,
W. J. Carlton.

Neighborhood Notes

TEMLIN LOCAL 1891

Meeting was held October 4. Meeting opened with singing song numbers 55, 56, 37 and 38 from the Union Song Book.

There was no special business so the regular procedure was followed. At the close of the business session, Mrs. Frank Thoes as leader of the committee for the evening announced the program as follows:

Song—"A Precious Little Thing Called Love," by Mildred Thoes, Wilma Kietzman, Elmer Kretzman, George Thoes and Irving Jones. This group also sang an encore "I get the Blues When it Rains."

Recitation, "When Sis' Beau Comes" by Ruth Kretzman.

Julius Bredow favored the audience with several violin selections, accompanied by Mrs. Otto Fink at the piano.

Again the group of young people sang a closing number.

The program was splendid and enjoyed very much by all present.

The committee served a fine lunch consisting of sandwiches, cake and coffee.

Mrs. G. H. Johnson was named leader of the committee for the November meeting.

Mrs. Walter Zimmerman, reporter.

SCOTT COUNTY IN THE MEMBERSHIP CAMPAIGN

Mr. J. B. Morris, local secretary at Scott City, sends in a list of thirty-six new members.

Mr. Morris says he has been in the hospital for a good while and behind with his work, but will try to do better. I am not sure but it might be a good thing for some of our local secretaries to make a trip to the hospital, if it will produce such results as this. Mr. Morris is to be congratulated on his splendid work for the Farmers Union.

A. M. K.

Religion does not presuppose a definite belief in God or spirits. It is man's never-ceasing attempt to discover a road to spiritual serenity across the perplexities and dangers of daily life.—Edward Sapir.

REFLECTIONS

LOST HIS SHIRT

John A. Simpson, in Oklahoma Union Farmer

The other day, in a little town in this state, I went into a mercantile establishment and while talking to the proprietor saw an old farmer enter, evidently considerably excited. He advanced to a clerk and in an almost hurried voice asked if the clerk had found a shirt. It seems the old farmer had done some trading in a store the day before and left the shirt and the old farmer went away happy.

It just occurred to me that this provided a good subject for discussion in this front page double column article. The old farmer lost his shirt and was trying to find it. I expect that is what is the trouble with the majority of the farmers, they have at least just about lost their shirts. I expect that really the thing the Farmers' Union is trying to do is to save shirts for farmers. The other fellow has taken about everything the farmer has, except his shirt. The struggle now is to keep him from getting that. When a farmer in Oklahoma joins the Farmers' Union he has the privilege of purchasing his insurance where he can save himself several shirts. He joins forces with his fellow farmer in a way that enables him before Legislature and Departments of State Government to save to himself a good many shirts.

If some farmer who is not a member of the Union reads this article and realizes that he has lost his shirt or is about to lose it, we recommend to you to join the Local nearest you and let

the Farmers' Union find your lost shirt. The Farmers' Union knows more about finding lost shirts for farmers than any other organization in the state. Get in with us and become a shirt finder, not a shirt loser.

CONGRESSMAN GETS 'EM TOLD

The most outspoken denunciation of organized wealth by an elected representative in a responsible position in recent years was made by State Representative H. N. McCaskin of Illinois before a large labor gathering at Davenport, Iowa. Extracts from the verbatim report of his speech follow:

"When you find the billionaires and millionaires and their foul, filthy, stool-nigeons lined up on one side of politics, or in church, or any other place, you get on the other side. Do not allow them to keep you divided over questions of religion or party issues or any other question. And, in the last analysis, organize yourselves for the big final showdown that is sure to come as day follows night. The sooner you get the dividing line clear in your mind the better.

Trusts Control Organized Wealth "While you workmen are being exploited and condemned for organizing into unions the newspapers of our paper trusts and these trusts a coward and controlled by Organized Wealth. That is why the press of today is called the kept press. When 97 per cent of the wealth of a nation falls into the hands of 3 per cent of the people then there is no government. There is nothing left for the people to admire or fight for or be loyal to.

"The billionaire tax dodgers are low-er down thieves than the footpad. He takes a chance but the big thieves in dodging taxes steal from even the insane people in your insane hospitals by failing to pay taxes for the upkeep of these institutions. They steal from the little school children. But there is one thing lower yet. Why these thieves even steal so much in taxes that most of the poor-houses are places infested with vermin and disease, because there is not enough tax money to conduct them properly. And in that way the filthy, leprous billion-aires tax dodgers stoop to rob the poor in the poor-houses." — Federation News.

HERE IS A PROSPEROUS FARMER A prominent headline tells of a new farm home in eastern Kansas which is to cost 30,000. It is of English type, of stone and brick, with every modern convenience. Not so bad for a farm house. The last paragraph, however, rather spoils the fair story. It says the owner "is district manager for the United States Tobacco Co. His headquarters are in Topeka. He has his farm land rented." The tenants live in somewhat humbler homes. They only farm.

PROMOTED CREAMERIES (Continued from page 1) pany must be owned and controlled by the producers; and if the business men of a town own a considerable amount of stock in a concern, it is not a co-operative as recognized either by the Federal Farm Board, or by the Kansas state law.

A. M. K.

Program of National Convention

Twenty-Fifth Annual Convention of the Farmers' Educational and Co-Operative Union of America

November 19, 20, 21, 1929, Omaha, Nebraska. Convention Opens Tuesday, November 19, 1929. Headquarters, Castle Hotel.

PROGRAM

Tuesday, November 19, 1929	
10:00 A. M.	Meeting called to order by President C. E. Huff. Invocation. Addresses of Welcome—Mayor Dalmann for city of Omaha. Governor Weaver for State of Nebraska. President H. G. Kenney for Nebraska Farmers Union. Response—Walter G. Maddock, Bismarck, North Dakota. Adjournment.
1:30 P. M.	Appointment of Committees. Report of Committee on Order of Business. Address and Report—President C. E. Huff, Salina, Kansas.
2:00 P. M.	Farmers Union in My State—Report of Representative from each state.
3:00 P. M.	Report of Organization Committee of Northwest—L. A. Chambers. Pacific Coast—J. J. O'Shea. Adjournment.
7:30 P. M.	Agencies of Publicity. Functions of an organization periodical. Value of a National Department in our Press—A. W. Ricker and T. E. Howard. Radio and Its Possibilities—Col. L. W. Ainsworth. The Co-operative Gin Movement—John A. Simpson, Oklahoma. Wednesday, November 20, 1929
9:00 A. M.	Music.
9:10 A. M.	Farmers Union Insurance. The Safety and Economy of Farmers Union Insurance—A. C. Millington, Nebraska.
9:30 A. M.	Insurance Builds and Holds Membership—Z. H. Lawter, Oklahoma.
9:50 A. M.	Crop Insurance—C. A. Broom, Kansas.
10:10 A. M.	Automobile Insurance—Mrs. Reno, Iowa.
10:30 A. M.	Life Insurance—Oil Program—C. C. Talbot, North Dakota.
10:50 A. M.	Farmers Union Co-Operative Buying. The Wholesale Co-operative—C. McCarthy, Nebraska. The Retail Co-operative—General Discussion.
1:30 P. M.	Co-operative Marketing. Probable Effect of Co-operative Marketing Act on the Co-operative—Mr. Kuhr of U. S. Department, Washington. Adjournment.
2:00 P. M.	Grain Marketing. Federating County Elevators—H. G. Kenney, Omaha.
2:30 P. M.	Terminal Marketing—H. E. Thoman, Chicago.
3:00 P. M.	Storage, Farm and Terminal, and Finance—M. W. Thatcher, St. Paul.
3:30 P. M.	Our Relation to National Grain Corporation—General Discussion.
4:00 P. M.	Produce and Cream. History and Present Development of Creameries—James C. Norgaard, Nebraska.
4:30 P. M.	Co-operative Marketing of Dairy and Produce Products—A. W. Seamans, Kansas City.
5:00 P. M.	General Discussion. Plans for the Future. Adjournment.
7:15 P. M.	Meeting in I. O. O. F. Hall.
7:30 P. M.	Music.
7:50 P. M.	Address—Functions of a General Farm Organization—James J. O'Shea.
8:00 P. M.	Address—Alexander Legge, Chairman Federal Farm Board. Thursday, November 21, 1929
9:00 A. M.	Music.
9:20 A. M.	Live Stock. Our Achievement in Live Stock Marketing—Albert Fickler, Chicago.
9:55 A. M.	Five Minutes General Discussion. Meeting the Menace of Direct Buying—Chas. D. Egley, St. Paul.
10:30 A. M.	Five Minutes General Discussion. Relating Our Live Stock Program Effectively—Geo. W. Hobbs, Kansas City.
10:55 A. M.	Five Minutes General Discussion.
11:05 A. M.	Our Credit Associations and Feeder Loans—C. F. Emmert, St. Joe.
11:30 A. M.	Committee Reports. Thursday, November 21, 1929
1:30 P. M.	Reports of Committees.
3:30 P. M.	Reports of Officers. Vice President—Joe Atkins, South Dakota. Secretary-Treasurer—James J. O'Shea, Montana. Legislative Representative—Chas. S. Barrett. Executive Board—C. E. Brasted, Chairman. Choice of next year's Convention City. Unfinished Business.
4:15 P. M.	Election and Installation of Officers. Adjournment.

COMMITTEE CHAIRMEN

Legislation and By-Laws—T. E. Howard, Denver, Colorado.	Credentials and Mileage Expense—A. M. Kinney, Salina, Kansas.
Producers Co-operatives—Walter G. Maddock, Bismarck, North Dakota.	Consumers Co-operatives—H. G. Kenney, Omaha, Nebraska.
Insurance—C. N. Rogers, Indianapolis, Iowa.	Resolutions—John A. Simpson, Oklahoma City, Oklahoma.
Ladies Auxiliary—Mrs. Betty Kappauf, Eugene, Oregon.	Junior Department—Mrs. Fred Robinson, Calender, Iowa.

Interesting Musical Numbers Will Be Provided at Opening Sessions and at Other Intervals

THE DRY GOODS BOX

THE DOCTRINE OF EXEMPTIONS FROM TAXATION

This doctrine is very comforting to those receiving the exemptions. Without exception the recipients of these special favors are sure it is right, positive it is for the benefit of the community and piously hold that the exemptions are a part of the Lord's providential interposition in the affairs of men. 'Twas ever thus. Some of the properties for which exemptions are claimed, and sometimes secured are: Money, loans, accounts, insurance policies, idle land, stocks, bonds, vacant buildings, improvements on land, new capital for investment in the state for the first five years.

The State protects all property without exception. The State encourages all business without exception. The State is founded on the principle of equal rights for all and special privileges for none. The laws of the State call for obedience from all, whether rich or poor, and without regard to race, religion, color, or caste. How can it be that the recipients of the

property of some citizens should be exempted from paying taxes to support the government that protects their property and strives for their prosperity?

Every business has overhead expenses that can not be avoided. No business would call in its laborers and announce that it would not or could not pay for labor, and that that pay for labor had been suspended or exempted. That business would no business claims exemption from payment of rent or interest or freight or any other overhead expense—save one—that overhead expense of taxes due the government that guards its very existence and welfare. With spacious arguments some patriots declare they are too good to contribute to the maintenance of their government. If any man thinks that the government furnishes no service, let him remove to central Africa, where there is no government to harass him with taxes, and let him operate his business from that vantage point.

"But why penalize my business by taxes—why not encourage it by tax exemption?" argues the defender of

special privileges. Well, why penalize any business by requiring it to pay for labor. Why not make labor free and encourage the precious business? We can not encourage any business by tax exemption without discouraging every other business by piling on its back the tax burdens exempted to the favored business. "But loans should be exempted from taxation to lower interest rates and help the poor debtor," and tears come to the pleading eyes of the money lender. Why then should not clothing be tax exempt, so that clothes may be cheaper for all of us poor mortals? Why not exempt the groceryman from taxation, so that groceries may be cheaper? The answer is (1st) that experience has demonstrated that neither the money lender nor the clothing merchant nor the groceryman nor any one else will sell their wares any cheaper than competition compels them to sell, regardless of tax exemption, and (2nd) there are a lot of excuses but not one real reason, for taxes are a part of the overhead expense of every business.

JOHN FROST.

Organization

HELPING THE HIRED MAN PUT IT ACROSS

We want to pay a tribute here to the farmer's hired man, especially the man whom he hires to conduct his co-operative marketing. The writer has had several years' experience dealing with directors and managers and the help about our various local, centralized marketing and creamery units. In almost every case I have found these workmen putting in their very best efforts for the farmer. They are working early and late. At one Equity Union marketing conference which the writer was attending and which adjourned after the midnight hour, one man expressed a discouraging note, raising the question whether or not the farmer was as diligent in pushing the business as the officers, directors and help hired to run it.

We believe there are thousands of appreciative local members throughout our organization who do appreciate the splendid efforts being put forth by the men whom they hire to run and operate their businesses. These hired men work early and late. They are on the job when the very rank and carry on the fight not only to increase both membership and capital but meet every onslaught of the enemy.

If each individual member would become an active field man for his organization and, like the Boy Scouts, pledge himself to do at least one good

act or turn each day for his co-operative movement, what a wonderful effect it would have upon the growth of the movement and what a great encouragement it would also be to those who have been hired to carry on this work. This idea appeals to grain elevators, centralized grain marketing agencies, creameries, live stock shipping agencies, poultry and egg concerns, or any other activities operating in the Farmers' Equity movement.

Let each local member become a field man and do at least one good turn every day for his organization. He will not miss the time and he will not notice the effort that it takes. He will not only be helping his organization but it will also give him a deep feeling of satisfaction in that he has been able to help his fellow-men.

Comment:—

The above article from the Equity Union is a very timely one; the average manager of the local co-operative business institutions is often a better co-operator than the members of his company; he is a hard worker, working overtime for weeks at a time to make his business a success; he is criticized by the very ones who sell their grain to the old line dealer.

I have had a very close acquaintance with the Farmers Union managers of Kansas, and I want to tell you there is no finer bunch of men in Kansas than they. In our managers' meetings, they have demonstrated their ability to discuss intelligently any and all questions affecting their business. They compare very favor-

ably with any class of men in any business.

Often they are not appreciated, often they are not adequately paid for their services, but they are loyal to their business, and working hard to make it succeed. I take my hat off (when I can find it) to the Farmers Union managers of Kansas.

A. M. KINNEY.

Blue Mounds, Kans., Oct. 21, 1929. A. M. Kinney;

Enclosed find delegate credentials to the state meeting from Buckeye local.

We have a membership drive on here in Buckeye local and I wonder if we could get you to mail out about sixty copies right after the state convention. We would send you in a list of names we also would like for you to have put in a few articles of interest to the non-members; telling the advantages of belonging to the Farmers Union. After they receive the copy of the paper we will follow up with a letter and a personal call. Before some cash prizes for individual sides some cash prizes for individual sides up into two groups the losing side treats to an oyster supper. What do you think of a plan like this? What would be the cost to us for sending out these copies from the office. Would like to hear from you.

Respectfully,
Roy Emmons, Secretary.

P. S.: Please send me the list of members of our local as you have them on your books. Thanks.

:- Ladies Auxiliary :- NOTICE

ALL LADIES AUXILIARY DUES SHOULD BE SENT DIRECT TO THE STATE SECRETARY, MRS. MAY INGLE, MICHIGAN VALLEY, KANSAS.

THE AUXILIARY DUES ARE \$1—YOU KEEP 80c IN YOUR LOCAL SEND 70c TO THE STATE SECRETARY. THEN 20c OF THIS IS

Junior Co-operators

MEMBERSHIP ROLL OF JUNIOR CO-OPERATORS

ALMA
Maebelle Fink
Achula M. Felter
Erma C. Hoch

ALTON
Cleora Bates
AMOT
Marlene Snodgrass
Marthelle Snodgrass

ARKANSAS CITY
Carl Brown
Josephine Pante
Emma Jane Coffield
Hellen Holcomb
Helen E. Sutton
Veda Sutton
Mary Isabelle Churchbaugh
Mildred Trubelick
BAXTER SPRINGS
Bettie Irene Love
Nadine Guggisburg
Erma Rogers
Melba Pecunia
Mary Heiniger
Margaret Zimmerman
Louise Zimmerman
Julia Powell
Joanne Williams
Wayne Selbert
Lela Selbert
Lorine Bolles
Loretta Simcox
Irene Fortin
Bernadine Svoboda
Irene Wentworth
Letha E. Watson
Paul Dalton Watson
Dane Odo Dexter
Blair Watkinson
Addie Hardin
Clinton Donald
Howard Donald
Lucille Croftan
Fern Rogers
Marjorie Alice Rogers
Naomi Kitchen
Florence Barrett
Ruth Beaman
Grace Beaman
Wilma Brichacek
Blanche Aksent
Lucille Wilson
Arlene Robinson
Della Bond
Helen Centlivre
Fete Centlivre
Keith Centlivre
Georgia Grace Coffman
Lucille Zornes
Evelyn Zornes

ATLANTA
Elsie M. Long
Floyd Lee
Wilbur Lee
Rufus Miller
Jean Miller
Evelyn Mathis
Helen Rome
Beatrice Rome
Lidonia Rome
Helen Sidmeyer
Ivash Jones
Zenith Power
Mildred Nelson
Richard Schielebusch
Max Schielebusch
Mildred Rogers
Naomi Jean Rogers
Helen Hillman
Erma Rogers
OAKLEY
Eather Sims
Clifford Sim
Duane Bruchel
Eligtha Hoffman
Eldha Beuerlein
PLEASANTON
Isabel Johnson
Julia Richmeyer
Mathilda Reider
QUINTER
Melvin Inloes
Cecil Phelps
Helen Bartz
Beata Rome
Lidonia Rome
Helen Richmond
KANSOM
Phyllis Turman
ROSSVILLE
Georgana Olejnik
ST. PETER
Molla Reider
SCOTT CITY
Junior Rudolph
Kathleen Rudolph
Paul Huff
Ralph Wedd
Erma E. Hoff
Margaret McGowan
TIMKIN
Dorothy Kralinger
Nadine E. Naidenthal
UTICA
Marie Newton
Versa Funk
GLADYS M. COLLINS
GLADYS M. VASSAR
ELIZABETH BROWN
WAKENET
Hilda Helen Fabritius
Helwig Fabritius
WESTPHALIA
Ned Corley
WAMEGO
Eather Mathies
Adeline Miller
Lorena Tatlow
Autumn Andes

HOW TO BECOME A MEMBER OF THIS DEPARTMENT.

Any child between the ages of six and sixteen whose father is a member in good standing the Farmers' Union who writes a letter for publication can be a member of a department, and is entitled to a pin. In order to receive a book, the child must signify his intentions to study the lessons, and send them in. We cannot send out books to those who do not intend to send in their lessons.

The address to which all Juniors should send their letters is:
AUNT PATIENCE,
In care of the KANSAS UNION FARMER, Salina, Kansas.

JUNIOR CO-OPERATORS

Dear Juniors:
How I do like to see the letters come in. Now new Juniors just sit tight, and some day soon you will receive a package that will contain your pin and book. I have been getting ready for the Farmers Union Convention at Parsons and have not had time to mail them out.

At the convention we will make more plans for the Junior work and have your page filled with good things for a whole year. That is a promise. I am sure your Junior instructor will have a lesson ready for you soon, for a whole year. I will see maybe in the next issue. I will see her at the convention and we will talk over many things that you might like to learn about.

We have had so many fine letters, that I would like to say a few personal words to each one if I could, but I will not attempt it tonight. If I do I will see many of you at the convention. If I do I will send greetings by your parents.

Sincerely yours,
Aunt Patience.

Menlo, Kans., Oct. 21, 1929.

Dear Aunt Patience:
I have been reading the Farmers Union paper till I think I will join the club if you will send me a pin and a book. I know I will like it. I am 10 years old and in the fifth grade. My teacher's name is Miss Conard. I have a dog and one cat for pets. My dog's name is Teddy. I have not named my cat yet.

My father belongs to the Farmers Union. I like it and when I read of it I know I will like it too. Well goodbye.

With love,
Ethelene Grover.

P. S.: I forgot something. I am 10 years old and in the fifth grade. I live 7 1/2 miles from our school, District 46, at Menlo, Kansas.

Baldwin, Kans., Oct. 19, 1929.
Dear Aunt Patience:
How are you? I have been sick. I received my pin and book some time ago and I sure think they are pretty. I thank you very much for sending them.

Well I must close.
Mary Isabelle Churchbags,
Baldwin City, Kansas, Box 52.
R. R. 4.



6637 6266

6637. Ladies' Apron Frock. Cut in 4 Sizes: Small, 44-46; Medium, 46-48; Large, 48-50; Extra Large, 50-52 inches bust measure. A Medium size requires 3 1/2 yards of material 36 inches wide. For collar and cuffs of contrasting material 1/2 yard is required, cut crosswise. The width of the Frock at the lower edge with fullness extended is 2 1/2 yards. Price 15c.

6266. Girls' Dress. Cut in 5 Sizes: 1, 2, 3, 4 and 5 years. A 4 year size requires 2 yards of 36 inch material. To finish with bias binding as illustrated will require 1 1/2 yard. Price 15c.

FASHION BOOK NOTICE

Send 12c in silver or stamps for our UP-TO-DATE FALL and WINTER 1929-1930 BOOK OF FASHIONS, showing color plates, and containing 300 designs of Ladies', Misses' and Children's Patterns, a CONCISE AND COMPREHENSIVE ARTICLE IN DRESSMAKING, ALSO SOME POINTS FOR THE NEEDLE (Illustrating 30 of the various, simple stitches) all valuable hints to the home dressmaker.

I have had my attention in reading the Junior co-operators for quite a while and it seems to be very interesting. My father belongs to the Farmers Union. In regard to this I want to be a member of Aunt Patience. I willingly will send in the lessons if you kindly send me a pin and the lessons along with this will be satisfactory to you, I remain,
Yours very sincerely
Besta Rome
Care Joe Rome.

Marland, Kans., Oct. 18, 1929.

Dear Aunt Patience:
I have read about your club and I would like to join it. My father belongs to the Kansas Farmers Union and I been writing a letter for the third time to get my pin and lesson books. So I'll hope you will have confidence in my opinions.
Yours Sincerely,
Norina Rome
Care of Joe Rome.

Scott City, Kans., Oct. 21, 1929.

Dear Aunt Patience:
We had the pleasure of meeting Mr. Maxwell of the Kansas Farmers Union—his wife and children today. We are so glad they are located in our little city.

We made a guess as to who Aunt Patience really is. Three cheers for her and we want her picture published in the Union real soon.

I think the big new department in last week's paper was the Farmers Union Co-operative Royalty Co. of Kansas.

We are ready for the new lesson but find our school lessons keep us very busy.

Yours sincerely,
Kathleen and Junior E. Rudolph.

Waterville, Kan., Oct. 21

Dear Aunt Patience:
I would like to join your club. I get your paper and read the Junior Co-operative page.

My father is an insurance agent. I would like to have a pin and book.

Yours truly,
Glenn Travelute

Quinter, Kans., Oct. 19, 1929.

Dear Aunt Patience:
I would like to join your club and be one of your members. Please send me my book and pin. I am in the fifth grade. I live in town two blocks from school. My teacher's name is Rita Ascraft. I am 11 years old. All the pets that we have is a cat. My father belongs to the Farmers Union.

Yours truly,
Lois Francy.

Quinter, Kans., Oct. 19, 1929.

Dear Aunt Patience:
I would like to join the club. Will you please send me the pin and book? I know this will me more than

Marland, Kans., Oct. 18, 1929

Dear Aunt Patience:

KANSAS UNION FARMER WEEKLY EXCHANGE
If members of the Union have anything to sell or exchange, they should advertise it in this department. Rate: 3 cents a word per line. 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

FOR SALE

FOR SALE—75 acres corn fodder, 40 tons alfalfa hay. If you want to feed on the place have good feed lot, abundance of good water and plenty of straw. Win. Karstadt, Bennington, Kansas.

FOR SALE—1 1/2 years old Coon and Opossum bitch on trial. R. L. McCuan, Brownsville, Tennessee.

FOR SALE CHEAP—One two hole John Deere Corn Sheller, about 20 feet of drag, and one eight-horse power gasoline engine. All in A-1 shape. See or write, Erie Farmers Union, Erie, Kansas.

AUCTION SALE
We will sell public auction on Tuesday, November 5, 1929 at Onorok, Kan., the following property, to-wit:
2 lots occupied by 2-story store building 25x60 ft. equipped with a good furnace, many drawers and a good kitchen. This building covered with corrugated iron 5 years ago; 1 irregular lot occupied by 2 buildings as follows:
1. Cream Station 10x16 ft.
2. Garage Room 10x16 ft.
Machinery Shed 34x34 ft.
Fixtures and equipment as follows:
1. 4-d. Shaver counter.
1. floor show case.
1. notion case.
1. thread case.

Also several other items:
1. sections removable drawers.
1. large refrigerator.
1. meat block.
1. roll top desk.
1. Burroughs adding machine.
1. fireproof safe.
1. Babcock tester.
1. letter duplicator.
1. 3-section shoe bench.

Also several other items:
1. sections removable drawers.
1. large refrigerator.
1. meat block.
1. roll top desk.
1. Burroughs adding machine.
1. fireproof safe.
1. Babcock tester.
1. letter duplicator.
1. 3-section shoe bench.

Also several other items:
1. sections removable drawers.
1. large refrigerator.
1. meat block.
1. roll top desk.
1. Burroughs adding machine.
1. fireproof safe.
1. Babcock tester.
1. letter duplicator.
1. 3-section shoe bench.

MISCELLANEOUS

Dutton's Pile Salve \$1.00—W. H. Dutton, Box 1208, Little Rock, Arkansas.

EPILEPSY curable? Detroit lady finds complete relief for husband. Specimens home and abroad failed. Nothing to sell. All letters answered. Mrs. Geo. D. West, 24, 6900 Lafayette Ave., West Detroit, Mich.

REGISTERED HOLSTEIN BULLS
High bred, fine type with straight top line. Ready for service—Accredited herd. Tuberculosis tested. Choice \$150. Strong Holstein-Duroc Farms, Route 1, Washington, Kansas.

WANTED

WE WANT a few strictly high grade (not high pressure) men who can present a home and abroad proposition to farmers and business men. Nothing to sell. To right man we will pay a full information and reference. Farmers Union Co-operative Royalty company, Room 202 Farmers Union Bldg., Salina, Kansas.

anything else. I am going to the town school and live two blocks from school. I am 13 years and in the seventh grade. My teacher's name is Mrs. Johnson. One pet I have is a cat. My father belongs to the Farmers Union so I would like to be a member.

Yours truly,
Mildred Francy.

Morland, Kans., Oct. 18, 1929.

Dear Aunt Patience:
I read the letters several times. They seem to be so interesting. My father is a member of the Farmers Union, so I would like to be one, too.

I'll be waiting for book and pin.

Yours truly,
Anna Romme, Morland, Kans.

Care P. M. Romme.

Clebourne, Kans., Oct. 23, 1929.

Dear Aunt Patience:
How are you? I am fine. I am in the fourth grade in school and I like to go to school. I am ten years old and my birthday is the fifteenth of November. I like my teacher fine. Prince and Spirit. There are four other boys in my class. Please send me a book and pin.

Yours truly,
Ralph Sand, Clebourne, Kans.

Hope, Kans., Oct. 23, 1929.

Dear Aunt Patience:
I would like very much to join the club.

My father is a member of the Farmers Union.

I live on a farm. I am eight years old.

If you will send me a book I will send the lesson to you.

Yours truly,
Gladys Luckenbough.

Baldwin, Kans., Oct. 21, 1929.

Dear Aunt Patience:
I would like to join your Junior club. Please send me your pin and book. I go to High Prairie school.

FARMERS' UNION DIRECTORY

NATIONAL OFFICERS
C. E. Huff, Pres., Salina, Kansas
Joe Atkins, Vice-Pres., Salina, Kansas
J. C. Feis, Conductor, South Dakota
Jas. O'Shea, Sec., Roberts, Montana

BOARD OF DIRECTORS
C. E. Huff, Chm., Salina, Kansas
L. A. Chambers, El Reno, Okla.
Chas. Rogers, Indianola, Iowa
T. B. Howard, Denver, Colo.
C. C. Talbot, Jamestown, N. Dak.

KANSAS OFFICERS
C. E. Huff, President, Salina, Kansas
V. F. Lamberton, Vice-Pres. Fairview, Kan.
A. M. Kinney, Sec.-Treas., Salina, Kansas
J. C. Feis, Conductor, Salina, Kansas
M. V. Gatas, Doorkeeper, Logan, Kans.

DIRECTORS
Rex Lear, Starford, Kansas
J. C. Gregory, Emporia, Kansas
H. Whitaker, Emporia, Kansas
Carl B. Clark, McPherson, Kansas
R. D. Samuelson, Cleburne, Kans.

Farmers Union Jobbing Association
1147 Board of Trade Bldg., Kansas City, Missouri
246 F. U. Insurance Bldg., Salina, Kans.

Farmers Union Live Stock Commission
405-5-10 Live Stock Exch. Bldg., Kansas City, Mo.
Live Stock Exchange Bldg., Wichita, Kan.
Farmers' Union Mutual Insurance Co., Salina, Kansas

Farmers' Union Auditing Association
Thomas B. Dunn, Salina
Kansas Union Farmer
Salina, Kansas.

For pets I have a dog named Nappy. I raised ten chickens this year.

Sincerely yours,
Virginia Williams, Baldwin, Kans.

Rt. No. 5.

Baldwin, Kans., Oct. 21, 1929.

Dear Aunt Patience:

I would like to join your Junior club. Please send me your pin and book. I am 11 years old and in the seventh grade. There are twenty-seven pupils in our school and our teacher's name is Miss Stevens. My daddy is a member of the Farmers Union.

Your friend,
Lorene Williams, Baldwin, Kans.

Rt. No. 5.

Dear Aunt Patience:

I always read about your club and I was very interested in it. I thought I would join the club too. I am going to school and I am in the eighth grade. I am 12 years old and I like to go to school. I have one sister and she is

going to high school. My father belongs to the Farmers Union.
I go to the Spring Hill school at Hays, Kansas. I would like to have a pretty pin, too, and one of your pretty books, too.

Yours truly,
Miss Germaine Meier, Rt. 2, Box 33

CAMPAIGN LETTER

Oct. 21, 1929.

A. M. Kinney,
Salina, Kansas.
My Dear Mr. Kinney:
The Executive Board of the Nemaha County Farmers Union met recently and among the things discussed was the membership drive. As secretary I was instructed to write you, find out if it would be possible to secure the services of Mr. Swanson and if so what compensation does he ask from the county. We thought it a good plan if he would come and address meetings in various parts of the county and finish his campaign with an address at the annual meeting which we want to hold in the forepart of December, perhaps the seventh. Should it be impossible for Mr. Swanson to come to this county that time would you kindly suggest someone who could come and deliver an address for us at our County meeting.

Yours,
Fred W. Leham,
Bern, Kansas.

FARMERS ELEVATORS MAKE TREMENDOUS SAVING

"The U. S. Department of Agriculture states that in 1927 the farmers elevators handled 550,000,000 bushels of grain and \$160,000,000 worth of side lines. If only two cents a bushel has been saved on the grain and 10 per cent on the side lines this would effect a saving of \$27,000,000 in the aggregate a year.

"In the past ten years this would amount to \$270,000,000. But the competitive dealers have been compelled to handle the business on a similar basis and granting that they have handled as much business as the

farmers elevators, the saving to the farmers would be affected by a like amount or a total of \$540,000,000," says the Farmers Elevator Guide.

"There is but little doubt but that the influence of the farmers elevators was the same for the previous 15 years of their existence. If so, then the amount would be doubled and the savings in 25 years of the greatest activities of the companies would amount to \$1,080,000,000. Many feel that that it is much more, and so do we, but a billion dollars is a nice sum as a savings account anyway. There is no substitute for a farmers elevator."

For COLDS, COUGHS Sore throat, muscular rheumatic aches & pains

AT ALL DRUGGISTS



BETTER THAN A MUSTARD PASTER

PILES

Rectal Disorders
Who suffer longer
My Ambulant
method, so mild
no loss of time
except coming to
my office, no
hospital bills. If
your case is accepted
I GUARANTEE
A CURE.

Write for Free Booklet
DR. J. M. GAUME
Rectal Specialist
134 North Eighth
Salina, Kansas

Price List of Local Supplies

Application cards	20 for 5c	Farmers' Union Song Leaflets, per dozen	10c
Credentia blank	10 for 5c	Business Manuals, now used instead of Ritual, each	5c
Dimit blanks	15 for 10c	Farmers' Union Song Books 20c	
Constitutions	5c	Farmers' Union Watch Fobs 50c	
Local Sec'y's Receipt Books 25c		Ladies Auxiliary Pins	50c
Secretary's Minute Books	25c		
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.

FARMERS UNION MUTUAL LIFE INSURANCE COMPANY

A National Institution

FARMER OWNED FARMER CONTROLLED

The Reserves and Surpluses Are Invested in Farm Loans to Policy Holders

LEGAL RESERVE—LEVEL PREMIUM PARTICIPATING

For Information Write Today to

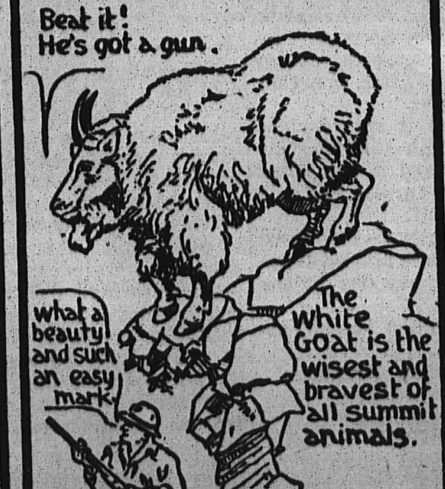
Rex Lear

Kansas State Manager, Farmers Union Bldg.

Salina, Kansas

Farmers Insurance at Farmers Cost

DAD AND I



By Stafford

PAGE FOUR

HONOR ROLL

Below is the honor roll up to date. There are 202 locals that have every member paid up for the year.

We have 75 counties in the state that have farmers union locals and 61 of these have honor roll locals. You can see by looking over the list the counties that have the greatest number. There are a few that would not need to work very hard to get all their members paid.

The honor roll is made up of locals that have all the members paid for this year that paid last year. Counting out the ones who drop out, or die or move away.

Page 1286

Dew Drop 454

Bushong 1075

Allen 1075

Admiral 1255

Smoky Valley 830

Smoky Hill 830

South Diamond 1567

Indianapolis 1677

Union Valley 1725

Spring Valley 1725

Jingo 1737

Rock Creek 1737

Blanchville 786

Dow 858

St. Bridget 858

Barrett 858

Summit 1238

Summerfield 1541

Carroll 302

Plum Creek 460

Bunker Hill 460

Hillsdale 460

Plum Creek 460

Ashtabula 460

District No. 3 460

Fairview 460

LA Fontaine 2017

East Creek 1466

Prarie Grove 899

Eureka 811

Korber 811

East Star 811

Kelly 811

Sunny Knoll 811

Champion Hill 705

Amole 918

Pleasant Valley 1025

Zion 1025

Union 1412

Mayflower 287

Pleasant Vale 775

Victor 775

Grove 108

Mcville 971

Sand Creek 462

North Star 610

Gretna 876

Crestal 1232

Pottawatomie 1232

Bluff Creek 1232

Pleasant View 1232

REPUBLIC COUNTY 2114

Moore 1563

Chase 1563

Pleasant Hill 1387

Riley County 1199

Pleasant Hill 1202

Baldwin Creek 1380

Center Hill 1207

Fairview 1207

Lee 1198

Walshburg 1198

ROOKS COUNTY 438

West Corns 438

Independence 773

Illinois 773

Sand Creek 804

Pleasant Hill 804

Star 804

Lone Star 804

Shawnee 804

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

Pauline 1815

NEIGHBORHOOD NOTES

LINN COUNTY FARMERS UNION MEETING

The third quarterly meeting of the Linn County Farmers Union was held at Goodrich October 19th with a large crowd in attendance. The meeting was called to order by President Gerstner at 11 a. m. and the business meeting went into session at once. This was one of the most interesting business meetings we have ever attended as Secretary W. R. Carver had gone to considerable trouble to collect facts and figures to show just what we were doing as an organization. We could not help thinking while Mr. Carver was presenting his facts and figures what an eye opener they would be to the doubting Thomases who will have nothing to do with farm organizations because they don't get anywhere and can't accomplish anything. Such a reminder of the Bible's quotation "I have eyes but see not, and ears but hear not. After Mr. Carver's talk a short discussion was held followed by a short talk by E. L. Bullard but by this time the aroma of boiling coffee, fried chicken and their accompaniments were too much to withstand and a grand march was started to the dining room where a typical Kansas picnic dinner scene was presented with table after table loaded with all the good eats imaginable. We don't think the tables just exactly groaned under an inspira-

tion and going home with a feeling way down deep in their hearts that they are better farmers, better neighbors and better citizens for having been there.

J. H. Laird, by request.

FRANKLIN COUNTY NOTES

The locals of the Franklin County Farmers Union held an interesting meeting last night at Hawkins school. The special feature was an address by a state worker, Mr. W. G. Swanson of Vilets, Kan. The other program numbers were: Violin solo, Mr. O. D. Farris; readings, Mr. Albert Carpenter and Mr. Andrew Brady; piano solo, Miss Burgess. The locals represented in the fifty persons present were: Salton Hall, Rock Creek, Spring Creek, Pomona, Centropolis and Williamsburg. Refreshments of sandwiches, doughnuts and coffee were served at the close of the evening.—Ottawa Herald.

ELLIS COUNTY MEETING

The Ellis County Farmers Union held their regular quarterly meeting at the Court House at Hays, Saturday, Oct. 26th. The meeting was well attended and the discussions were lively and interesting. The resolution recently adopted at the meeting at Manhattan were read and unanimously approved. President Anthony Kuhn was elected delegate to the State Convention to be held at Parsons.

The Agricultural Question

The question that has stood paramount to all other questions of late years is the "Agricultural question" of what to do to that class of people on an equal footing with the finished products. The last in manufacturing raw materials into finished products. The last mentioned class as well as all other classes, save the farmers, are effectively that through the power gained thereby they have become masters of their respective pursuits in life. Through the power of organization and cooperation they have been able to get laws passed that fully protect them and they can at once through their organized power, persuade the lawmaking bodies to remedy their grief.

This, the manufacturing industry is prosperous as never before and Capital is piling up rapidly. Millions of wealth and power are on a constant fast increase. The grasp for wealth and power has become a resistless malady of the brass collar swivel chair generation. Industrial stocks are being used for poker chips, likewise what the farmer produces out of the soil by hard labor, like wheat, corn, cotton, also cattle, hogs, sheep, etc. is at the mercy of a class of people who never plant nor toil but everlastingly reap the proceeds of the harvest.

How long this condition is to continue depends upon how soon the farmers are able to understand this and feel willing to take active steps toward organizing efficiently and thus create a power that can speak to the other organized powers and to the law making assemblies, of their demands and be heard.

Personally, I have for years pondered over the Farmers plight realizing that the government has not done for him what they have done for people engaged in other industries and I have always been of the opinion that this is due to the fact that the farmers are not organized or cooperating sufficiently and yet the farmers are aware of what powerful and glorious effect organization and cooperation is and has been to other industries.

President Hoover said and for that matter many of our best Statesmen see in this the only real remedy and hope time and time again said that "The farmer should learn how to master his own trouble through organization and cooperation and that the government can only give aid through cooperative association."

How essential it is for the people of the various states to learn how to cooperate in order to make it a branch of their educational work.

To Mr. Farmer I wish to say that, it only costs in Annual dues \$2.75 to be a member in The Farmers Educational and Cooperative Union with headquarters for the State of Kansas in Salina. This is an old reliable, honest to God, farmers organization that has fought the battles of the farmer in Congress, in our State House and in every way possible.

This farm organization has done much good for its members during its history and can do much more if the farmers are willing to become members and lend it their support.

It doesn't cost you, in fact, a penny to be a member because your dues also pay for the weekly paper "The Kansas Union Farmer". This is a splendid paper that keeps you posted and in touch with facts appertaining to the agricultural situation legislative and otherwise.

Yours truly, S. I. NELSON.

(Salina Journal, Oct. 28, 1929)

The National Co-Operative Oil Movement

(Continued from page 1)

have assisted in financing local companies and in some cases they have taken the lead in the organization of a company.

Compared with most other types of successful cooperative enterprises, little special skill or training is required to operate a bulk station or retail oil station. The problem of management has not been a particular hindrance to the organization of these associations. It is not absolutely necessary that the manager shall have had previous experience in the oil business. It of course is an asset to him to have had some business experience. The most important requirement, however, is that he be a thorough-going cooperator.

The retail oil trade is handled by a very large number of retail stations. Many of them have a small volume and operate on a wide margin. A large per cent of these retail stations are owned and operated by large independent companies that are often suspected of price policies which allow wide margins. The smaller independent companies usually follow the prices established by their principal competitors, and the fact that margins are frequently wide suggests a real opportunity for savings among cooperative oil associations. There is no question but what the retail oil business has been overbuilt. A drive along any important highway will convince one that too many service stations are in operation.

There are so many retail service stations and the average volume is so small the margin of profit must be wide. The cooperative oil station with a large volume and the usual margin is in position to save its members a considerable per cent on their petroleum products.

From the very beginning cooperative oil companies have been uniform-

ly successful. We do not know of a single failure. One of the most successful local cooperatives of any kind in the United States, is the Consumers Cooperative Oil Company at Greeley, Colorado. This company started operating in 1922 with 300 members and \$4,000.00 capital. They have increased the number of members to over 1,400 and their capital to \$14,000.00. They have built up a surplus of \$100,817.29, and have paid patronage dividends amounting to \$285,967.46. The dividends for 1928 amounted to 29 percent. This is an outstanding example, and the record made by it cannot be duplicated in many communities for the reason that the volume available is not sufficient to make it. We find, however, that in any community where there is an average volume, a cooperative oil company can render a very vital service to its members.

Because the movement is new, it is difficult to secure complete and accurate data on the operations of any very large number of companies. The Wisconsin Bureau of Markets, however, has compiled some information on a group of nineteen companies operating in Wisconsin and Minnesota. The following is taken from their analysis:

Gross Profit % of Sales \$1,427,344
Sales, all companies, \$1,427,344
Gross profit % of Sales, 26.1; individual companies, lowest profit, 18.8%; highest profit 29.1%.

Expense % of Sales, all companies, 14.4; individual companies, lowest profit, 16.0%; highest profit, 12.9%; Net Profit % of Sales, 11.7; individual companies, 1.7%; highest profit, 16.2%.

Net profit, \$167,210.

For a slightly different group of nineteen companies, they found the following results:

Sales \$1,696,688.00
Net Profit 197,588.00
Total Assets 588,867.00
Net Profit % of Sales 11.6% of sales
Sales are 2.88 times the assets
Net profit is 33.6% of assets

ORGANIZATION LETTER

Kincaid, Kans., Oct. 18, 1929.

Mr. A. M. Kinney,

State Secretary, Farmers Union;

Please send me four dozen Union song books to be used in our county.

Hope you can get them here before Friday night, Oct. 25th, as we need them then.

Have written to every Local Secretary in the county. I think, and hope to make progress toward new members for our Union soon. We had a nice meeting at our Bellview Local Thursday night, October 17th. After the business meeting, there was a program given which was arranged by the program committee, Mr. Haugh, Lucile Gretten and Mary Jane Anderson. Several visitors were present from other locals.

Program

Music.....Mrs. Lola Mann

Paper, Bellview Search Light

Music, Mr. Herynk, violin; Mrs. Mann piano.

Reading.....Mrs. Shields

Music.....Julia Powell

Reading.....Addie Hardin

Song.....Mr. Showalter, Jr.

Song.....Mrs. Guffey

Reading.....Mrs. Haughey

Address by S. S. Irwin

After the program it was decided to let the men furnish the program at the next meeting and it was voted to have L. C. Gretten furnish the eats and serve them himself.

After the meeting was dismissed every one visited a while and all planned to spend at least one day at the state convention.

Our delegate is William Haugh, alternate, K. C. Donald.

Bellview Reporter.

THE LIVE STOCK MARKETING PLAN

In "Labor," the official organ of A. F. of L., we see that Mr. Legg sent a letter to Mr. McNary stating that under extraordinary circumstances the

board is prepared to buy up and take off the market a part of the surplus of any farm commodity, carrying the product until some future date, in the hope that there would be a more favorable opportunity of disposing of it." This feature of surplus control is what the speculator has been using all these years. And has succeeded beyond his fondest hopes, and also it is just what is lacking in the farmer's control of the surplus. There can be no control of surplus until it has accumulated. A curtailment of average acreage would be quite as liable to produce a surplus, as a larger acreage; for seasons have a peculiar habit of surprising the most sanguine. The present season is a splendid illustration of the fallacy of such effort. Speculators have been able to corner the early rush was over when they were able to reap a good profit on their holdings. It certainly would seem that this is the only way in which any surplus could be kept off the market. Now, if the national board will proceed to purchase, build or lease ample storage capacity to receive such surplus as it accumulates, will soon settle the surplus question. In short, has not the national board launched a campaign of supplying storage room, in favorably located places, so that the various contiguous sections of country might be supplied? This in addition to that supplied by producers on their own farms, would seem to bridge over and settle this vexing question. Producers, anticipating a favorable market condition in the future, proceed to enlarge their area of seeding, with the result very similar to that of the past two seasons producing a meager and inferior crop. While a less area frequently produces an unusual yield thus again surprising the grower if we could just shape conditions to the

with that generally accepted principle of taxation, and insists that the single land tax is the best method of taxation. Well, the single land tax is about what we have now, and it is not a bit popular with the land owners. The only difference is that Brother Sikes would make the land tax unamortized, taxing land only, and exempting all houses, buildings, and other improvements, all livestock, all implements, in fact he would exempt all other property whether tangible or intangible.

What a queer notion that is. The government protects and encourages every business, every industry. But Brother Sikes has figured it out that only the land owner should be taxed. He alone should bear all the burden of supporting the government. The land owner would absorb some of their joy, and forget his tax burden.

Yes, this theory of Henry George and Brother Sikes has at last been tested out, after a fashion, in Pittsburg. It works this way. Since the land only is taxed, and the improvements are exempt from taxes, every body will want to build a house or make some improvements, so as to have some property that can't be taxed. Their joy will be supreme when they can beat their government out of taxes. Stolen waters, you know, are the sweetest. That will come very prosperous and happy. The land owner would absorb some of their joy, and forget his tax burden.

But, Brother Sikes, this single land tax building boom would soon be over. People can not go on forever building improvements. There are a lot of houses now that are not paid for. There is no very pressing demand for more houses than are now being built. Brother Sikes is so disgusted with tax dodgers that he has worked out a plan by which no taxpayer can dodge his taxes. Only the land owner is to pay taxes. He can't send his money out of the state on the afternoon of February 28th. He can't make a one day exchange with the banker and trade his farm for a tax free government bond over Mar. 1st, and trade back the next day. And when the assessor arrives the land owner is stuck—he just can't hide his farm no where, at all. So Brother Sikes has developed a tax system that is tax dodge proof.

Wait a minute. Let's see. But how about the merchant with his goods? How about the professional man with his income? How about the intangible folks with their gift edge investments? How about the corporations with their millions? How about the manufacturers with their t-riff walls (walls, you know, are not taxed under the single tax)? How about the cattle on a thousand hills? How about a lot of other property that the bashful single tax is too shy to look at. There never was a tax scheme that allowed more tax dodging.

No, Brother Sikes is just joshing us. This single tax is just too ridiculous to come into court and keep a straight face. The good government that protects all property and encourages all business has a right to demand that all property and all business contribute to its support. Ability to pay is recognized as the right principle of taxation. Net income is rapidly being accepted as the correct yardstick to measure ability to pay taxes.

John Frost.

There is no road too long to the man who advances deliberately and without undue haste; no honors too distant to the man who prepares himself for them with patience.—La Bruyere.

At Lemmon, South Dakota, the Equity Exchange recently decided to put in a bulk station. They have become a member of the Union Oil Company and are distributing Union Certified products in that territory. They purchased their equipment through the Union Oil Company.

Our net earnings during 1929, up to October 1, amounted to \$21,422.03. The net earnings per car load for the first nine months of 1929 are \$4.97. This offers a most interesting comparison with the business of this firm for the entire year of 1928. For last year the net earnings for the twelve months amounted to \$21,834.55. That is just \$412.52 more for the whole year of 1928 than for the first nine months in 1929. While the net earnings per car load this year so far are just three cents less than \$5, the net earnings per car load for the year 1928 were \$3.86.

On the basis noted above, this firm paid back to stockholder customers at the close of 1928, a patronage dividend based on 22 per cent of the net earnings collected. Thus it can be seen readily that a substantial dividend is to be paid back for 1929.

As one of our stockholder customers recently remarked: "It's no wonder our firm is growing. Co-operative marketing is proving to be the biggest item of farm relief ever brought before the farmers."—Co-Operator.

HEART OF AMERICA LOCAL HELD PICNIC LAST WEEK

Unique among Kansas locals of the Farmers Union is the Heart of America Local No. 2164, with a membership composed of men and women employed by the different Farmers Union institutions at this terminal market of Kansas City. Membership in this organization does not include just a few of the Farmers Union folks employed in Kansas City, but includes the larger part of the whole personnel, from managers on down.

This unusual local held a picnic near the home of Jack Stevens at Lake Tapawingo on Highway 40, east of Kansas City, at the event of Monday, October 14. About seventy-five people were present, and all enjoyed a social good time together. One feature of the evening was the Weiner roast.

The weiners were roasted over a fire built in a Dutch oven near the water's edge. H. E. Witham, manager of the Farmers Union Jobbing Association, proved his culinary ability by superintending the roasting. Good fresh eggs from the produce department of the Farmers Union Creamery were a part of the grub, and mention of the delicious Union Gold butter that came direct from the Creamery. Plenty of coffee and sweet cider kept the crowd from getting thirsty.

After every one had eaten, Gus Augustine, of the Creamery, called the meeting to order. He was acting in the place of A. W. Seamans, president of the Local, who was unable to attend, having been called away at the last moment because of the death of his grandfather. Mr. Augustine stated that the purpose of the meeting and picnic was to promote better acquaintance between the employees of the Creamery, the Jobbing Association and the Live Stock Commission Company. The matter of membership was brought up, and committees were appointed from each of the three houses to offer an opportunity for each member of the force to join the local. Roy Crawford, of the Jobbing Association, was elected as secretary of the Local, succeeding Jack Stevens, who resigned. Mr. Crawford, who held the office of treasurer, is now secretary and treasurer.—Co-Operator.

There is no road too long to the man who advances deliberately and without undue haste; no honors too distant to the man who prepares himself for them with patience.—La Bruyere.

At Lemmon, South Dakota, the Equity Exchange recently decided to put in a bulk station. They have become a member of the Union Oil Company and are distributing Union Certified products in that territory. They purchased their equipment through the Union Oil Company.

Our net earnings during 1929, up to October 1, amounted to \$21,422.03. The net earnings per car load for the first nine months of 1929 are \$4.97. This offers a most interesting comparison with the business of this firm for the entire year of 1928. For last year the net earnings for the twelve months amounted to \$21,834.55. That is just \$412.52 more for the whole year of 1928 than for the first nine months in 1929. While the net earnings per car load this year so far are just three cents less than \$5, the net earnings per car load for the year 1928 were \$3.86.

On the basis noted above, this firm paid back to stockholder customers at the close of 1928, a patronage dividend based on 22 per cent of the net earnings collected. Thus it can be seen readily that a substantial dividend is to be paid back for 1929.

As one of our stockholder customers recently remarked: "It's no wonder our firm is growing. Co-operative marketing is proving to be the biggest item of farm relief ever brought before the farmers."—Co-Operator.

Our net earnings during 1929, up to October 1, amounted to \$21,422.03. The net earnings per car load for the first nine months of 1929 are \$4.97. This offers a most interesting comparison with the business of this firm for the entire year of 1928. For last year the net earnings for the twelve months amounted to \$21,834.55. That is just \$412.52 more for the whole year of 1928 than for the first nine months in 1929. While the net earnings per car load this year so far are just three cents less than \$5, the net earnings per car load for the year 1928 were \$3.86.

On the basis noted above, this firm paid back to stockholder customers at the close of 1928, a patronage dividend based on 22 per cent of the net earnings collected. Thus it can be seen readily that a substantial dividend is to be paid back for 1929.

As one of our stockholder customers recently remarked: "It's no wonder our firm is growing. Co-operative marketing is proving to be the biggest item of farm relief ever brought before the farmers."—Co-Operator.

Our net earnings during 1929, up to October 1, amounted to \$21,422.03. The net earnings per car load for the first nine months of 1929 are \$4.97. This offers a most interesting comparison with the business of this firm for the entire year of 1928. For last year the net earnings for the twelve months amounted to \$21,834.55. That is just \$412.52 more for the whole year of 1928 than for the first nine months in 1929. While the net earnings per car load this year so far are just three cents less than \$5, the net earnings per car load for the year 1928 were \$3.86.

On the basis noted above, this firm paid back to stockholder customers at the close of 1928, a patronage dividend based on 22 per cent of the net earnings collected. Thus it can be seen readily that a substantial dividend is to be paid back for 1929.

A Sure Profit Pipeline via . . .

Co-operation and Diversification

Simple! Airtight!

*Proof Against Outside or Inside Manipulation
Practically No Operating Expense*

Co-operate!

IF you can pool your buying power through your Farmers' Union and get better goods for less money!

IF you can pool your patronage in co-operative elevators and stores and pay "patronage dividends" to yourself!

WHY NOT Pool Your Possibilities for Oil Wealth and Exchange a Gambler's Chance for Prosperity Insurance

Diversify!

The One-crop Farmer is the Insecure Farmer!
The One-shot Oil Prospect is the Insecure Oil Speculation!

The Kansas Farmers' Union Royalty Company affords you the opportunity to apply the magic words "Co-operation" and "Diversification" to the protection of your mineral rights and the assurance that so long as oil is found in Kansas you will share it upon the same plan that made the Osage Indians of Oklahoma the richest people, per capita, in the world, the same plan now paying dividends to Oklahoma and Texas landowners.

You exchange a part of your royalty for an undivided interest in this pool which will spread over 500,000 acres of scattered Kansas prospective oil territory, in 2,229 picked, diversified tracts of land.

We challenge comparison with any possible investment with greater assurance of success and a fraction of the same assurance of large profits.

2,229 Chances To Strike Oil Instead of One!

DECIDE NOW!

Fill out the coupon below and obtain full information about the greatest and safest oil royalty spread ever offered to the Kansas landowner!

The Kansas Farmers' Union Royalty Company

Farmers' Union Insurance Building

SALINA

KANSAS

OFFICERS AND DIRECTORS
C. E. BRASTED, President, Salina
C. E. HUFF, Vice-President, Salina
W. J. SPENCER, Saint John

C. A. BROOM, Secretary, Salina
THOMAS B. DUNN, Treasurer, Salina

G. E. CREITZ, State Manager, Salina

OUR GOAL—A 500,000 ACRE SPREAD—ALL OVER THE MAP
Similar Pools Now Forming in Oklahoma, Texas and New Mexico

EXPERT ADVICE!

"THE ideal situation for land owners is to pool their royalty interests. If this could be done the operators, through lease pooling, and the farmers alike would benefit in the long run. The expense of drilling and developing oil fields would be shared by several companies instead of one."

—IRVING PERRINE, leading Mid-Continent geologist, in speech before Oklahoma City Chamber of Commerce, printed in the Oklahoma News of March 5, 1929.

The Kansas Farmers' Union Royalty Co.
Farmers' Union Insurance Building,
Salina, Kansas.

Gentlemen:

Please send me full details of your co-operative royalty pooling plan.

Name _____

Address _____

(Print name and address clearly.)

Your Insurance Problems

TO ALL DELEGATES ATTENDING THE CONVENTION WE INVITE YOU TO LOOK INTO THE POSSIBILITY OF SAVING A PART OF YOUR INSURANCE PREMIUM BY PLACING YOUR INSURANCE WITH YOUR OWN ORGANIZATION WE HANDLE THE FOLLOWING LINES: FIRE, LIGHTNING, WINDSTORM, TORNADO, HAIL, AND AUTOMOBILE AND OTHER CASUALTY LINES.

The Farmers Union Mutual Insurance Co. of Kansas
Salina, Kansas

Farmers Union Auditing Association

Bonded Accountants

AUDITS
SYSTEMS

INCOME TAX
BONDS

Specialists in Co-operative
Accounting

WE WILL WRITE YOUR BOND

Thos. B. Dunn, Manager
Telephone 570 Salina, Kansas

Good Results From GOOD FEEDS

Will Put Your Business
On a Sound Basis

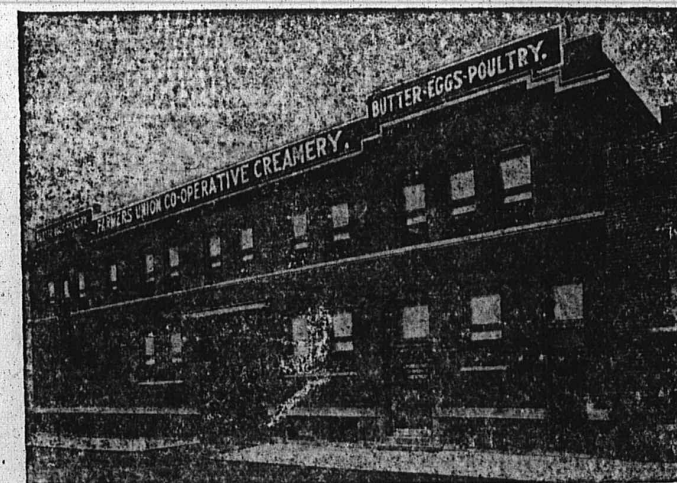
There is a lot of satisfaction in selling Flour and Feeds that you know will mean repeat business for you. Our list of Farmers Union Elevators and Stores who appreciate the value of reliable merchandise is growing every day. Ask us for prices on Gold Medal "FARM TESTED" feeds. We can also furnish at all times Union Gold and Gold Medal Flour, K. F. U. and Success Brand Tankage, Meat Scraps, Concentrates, Cottonseed Products, Linseed Oil Meal, Oyster Shell, Coal, Potatoes, Apples, Cabbage, Stock Tanks, Grain Bins, Etc.

We Solicit Your Grain and Hay Consignments

The Farmers Union Jobbing Association

Salina, Kansas

Kansas City, Mo.



Young! Determined! Ever Growing!

Once again we step forth at the State Convention with a record of achievement and prosperity—the result of Cooperation and Loyalty to a worthy cause.

We're on the way now!

All we need in order to become "bigger and better" is your good will and support. Send us your cream and eggs, speak a good word here and there and make your own Creamery a

PERMANENT SUCCESS!

Farmers Union Cooperative Creamery Association

Kansas City, Missouri