



The Kansas Union Farmer

ORGANIZATION

EDUCATION

COOPERATION



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Senator Schall Answers Marketing Act Foes

TELL LAWMAKERS TO BE GUIDED BY RESPONSIBLE FARM GROUPS

Talbott Appeals to Kansas Farmers to be Loyal to the Marketing Act—Demand Must be Strengthened and Not "Butchered"

Washington, D. C.—Having spent three months in Washington, keeping in close touch with farm legislative matters, I feel I would like to acquaint my Kansas friends with a few facts as I have found them. The commodity gamblers of this country are making a desperate attempt to destroy the Marketing Act.

Through newspapers, trade magazines, books and periodicals, many of which are subsidized by the private commodity dealers, the public mind has been filled with misinformation and poisoned against the cooperative movement.

Private dealers, who will profit by the destruction of the Marketing Act, and those not in sympathy with the cooperative movement have been pouring the poison into their representatives in Congress.

What you must do is to let the members of the Congress know what you want.

The first move of the enemy was to ask for an investigation of the Federal Farm Board and the cooperatives. When the cooperatives welcomed the investigation, provided that it included the private exchanges and private dealers also, then these private dealers ducked. They don't want an investigation if the spotlight is going to be thrown on THEM.

Now they have another program—a sniping program. Here it is:

Many amendments to make the Marketing Act ineffective have been introduced by certain members of Congress who were misled by this false propaganda.

Some of the amendments which must be stopped if the farmer is to get a fair deal are the following:

Impounding wheat, as provided in the Gore amendment, means that millions of dollars in profits will be guaranteed by this government to the private grain traders who are the owners of elevators in which this grain is stored. It also means that the private trader with his elevator filled will not go into the market and bid for grain.

Urges a Protest

I urge you to protest against all such measures. The year 1932 so far as wheat is concerned is just the opposite of the year 1931. In 1931 there was at this time of the year (approximately May 1st) promise of a heavy wheat crop. It turned out to be a record crop. There is no such promise this year, but just the reverse. The southwest crop is already injured by drought and winds to such an extent that recovery is impossible.

The soft wheat crop in the Ohio valley and the Allegheny regions promises to be only normal or less. In the northwest we have to reckon with scanty subsoil moisture and the spring hatching of the eggs of last year's scourge of grasshoppers.

With such a wheat crop outlook, to impound the stabilization wheat, so that the Farmers National Grain Corporation could not dispose of any of the surplus stock for domestic needs would not only be foolish but criminal.

The disposal of the stabilization wheat should be left subject to direction of the Farmers National Grain Corporation which is directed by thirty-two regional cooperative marketing associations representing every wheat growing state in the Union. We also have a wheat Advisory Committee composed of farmers and cooperative marketing officials.

I submit to your common sense, that these practical farmers and cooperative marketing officials know more about wheat marketing and the wheat situation than members of Congress who have no practical knowledge of the grain business.

It is entirely possible that we may need not only every bushel of wheat produced in the United States this year, but also the surplus stocks from the 1931 crop held by the Stabilization Corporation.

What to do with this wheat, how and when to sell it, is a matter which should be decided by the farmers and their marketing officials who are in a position to dispose of it in such a way and at such times that the market will not be depressed.

The restrictions which some of these amendments seek to place on the cooperative organizations would prevent them from meeting the competition of the private agricultural trades. Such proposed laws would make it utterly impossible for the cooperatives to procure the charter and quality of service needed to assure the success of cooperative marketing.

Limiting the Farm Board's appropriations will cripple their activities in aiding the cooperatives to organize more farmers into the movement.

To pass these amendments is a betrayal of agriculture and will put the farmer and producer in a worse position than before the passage of the Agricultural Marketing Act.

What you farmers must do is to stop this sniping program and see that no amendments are passed which will make the Marketing Act ineffective.

Should Add Fee and Debenture

The equalization fee and the debenture clause should be made a part of the Agricultural Marketing Act.

Congress should rehabilitate the revolving fund of the

(Continued on page four)



C. C. TALBOTT
Pres. N. D. Farmers Union

A Message to Kansas Farmers

Neither the farmers nor the business men of Kansas should be misled by the insidious propaganda that has for the past several months been broadcast over the state, seeking by innuendo and direct assault to lay the blame of low prices on the back of the Agricultural Marketing Act, The Farm Board, The Farmers National Grain Corporation, The National Live Stock Marketing Association or any of the other subsidiaries or cooperatives.

It must be remembered that this venture was entered upon at a most inopportune time for the best results or a fair test of the plan; that no plan of marketing could have succeeded in holding the price of farm commodities to a profitable level under the business conditions of the past two years.

The Agricultural Marketing Act as it was written, was not the child of farm organizations. It did not fully meet our ideas or ideals. We are, however, defending it against vicious attacks of those who, seeking to destroy it, are attempting to hamstring it by whispering campaigns of malicious charges against its officers and employees and by innuendo leaving the impression that in some mysterious way the low prices of farm products and the high prices of supplies and even excessive taxes may be laid at the door of the Farm Board and the Marketing Act.

We are urging that the farmers, business and professional men of Kansas, whose future welfare depends so largely upon the farmers' prosperity, give careful, unbiased and unprejudiced thought to this matter before reaching illogical conclusions based on clever propaganda coming from a source that in itself should at least create a suspicion as to its sincerity.

RALPH SNYDER,
Pres., Kansas Farm Bureau.

C. A. WARD,
Pres., Kansas Farmers Union.

C. C. COGSWELL,
Master of the State Grange
of Kansas.

KANSAS FARMERS UNION AUDITING ASSOCIATION SALINA, KANSAS

Your Auditing Association has been writing Fidelity Bonds covering cooperative employees (other than oil companies) for the past nine years at a cheaper rate than can be procured elsewhere, and has thereby saved our state and county organizations thousands of dollars during that time.

Why pay more for your bonds than necessary?

They also write Workmen's Compensation and Public Liability Insurance and will be glad to quote rates to any of our organizations desiring this form of insurance.

Now is the time to insure against possible mishaps.

The greatest insurance of all is through audits of your records, and this service, by Bonded Public Accountants, is at your command through your Auditing Associations. See their standardized systems of accounting for Cooperative Corporations.

Attend to these matters NOW—Don't wait till the horse is stolen before locking the barn.

J. M. CRETZMEYER DIES

J. M. Cretzmeyer died at his home at Alton, Kansas, on Thursday, April 21. Funeral services and burial occurred on Saturday afternoon at 2 o'clock.

In Mr. Cretzmeyer's death, the community lost a valuable leader. His death is a distinct loss to the Farmers Union, for Mr. Cretzmeyer was active in its affairs. He has been president of the Osborn Farmers Union Business Association, and president of the Alton cooperative elevator. He was also the secretary of the Alton Local Farmers Union, No. 1375.

The Kansas Union Farmer extends its sympathy, as well as that of all its readers, to the sorrowing relatives.

WARD DECIDES NOT TO ENTER THE RACE FOR U. S. SENATOR

Determines to Remain as Head of Kansas Farmers Union Instead of Getting Into Kansas Political Contest

HAD GOOD CHANCE

Cal A. Ward, president of the Kansas Farmers Union, will not be a candidate for the United States Senate. Mr. Ward made this definite announcement through the press of Kansas early last week.

Mr. Ward has been urged by large numbers of friends from all sections of Kansas to enter the race. He has been promised active and sincere support from farmers, and from business men and men of nearly every occupation represented in the state. With the amount of support which he had to start with, it looked as though he had perhaps more than a fifty-fifty chance to be nominated and elected. It was pointed out to him time after time that Kansas needs a man of his sympathies, with the agricultural class, and with his ability and leadership, to represent the state in Washington.

Many of the same friends who urged him to run for the Senate nomination and election, had formerly sought to have Mr. Ward enter the race for nomination and election to the governorship of Kansas. He weighed the matter carefully, and did not enter the race.

Mr. Ward has carefully considered the matter of offering himself as a candidate for the United States Senate. He has endeavored to decide the matter, with all best interests in mind. He has kept in mind the fact that he was selected by the membership of the Kansas Farmers Union to serve them as president of the organization. He is mindful of the

fact that as president he is carrying a heavy load. This is a crucial time for organized agriculture, and to have to change leaders—as was pointed out to him—might prove a setback to the organization.

Mr. Ward is not a wealthy man. He could ill afford the cost of a campaign such as he would have had to make. His campaign would have been a vigorous one, and, as his doctors reminded him, his health might have been impaired.

After weighing the problem, giving due consideration to every angle of the situation, Mr. Ward made his final decision.

Thus the Farmers Union is fortunate in retaining Mr. Ward as its leader, although most of the members undoubtedly would have been proud to have had him in the United States Senate. He will continue to perform in his customary forceful manner, and will lead the Farmers Union on toward its goal of service to Kansas Agriculture.

Mr. Ward is at present confined to his home because of illness, but no doubt will soon be back at his desk or out over the state working for the advancement of the organization.—Floyd H. Lynn.

F. U. FIRM AGAIN GETS TOP

J. T. Rhone, stockman of Dawson county, Neb., had two loads of good quality heifers on the market here yesterday which topped in that division of the cattle market at \$6. In the shipment were 49 head of heifers averaging 730 lbs. The sale was made through the Farmers Union Commission Co.—Drovers Telegram, April 24.

YOUR COOPERATION NEEDED

Agriculture cannot be completely organized without YOU. Your membership is needed. For new members an initiation fee of \$2 is required, in addition to the \$2.75 annual dues. All members receive this paper. See your local secretary or write to the Kansas Farmers Union Secretary, Salina, Kansas.

MAKES SMASHING ATTACK ON ENEMIES OF CO-OPS

Delivers Address on Floor of Senate and Shows Up Hypocrisy of the "Snipers" Who Are Working In Behalf of Private Grain, Cotton and Produce Trade, and Are Trying to "Hamstring" the Marketing Act

Mr. President, I desire to make a speech today of some length, because tomorrow 32 farm cooperatives are holding in this city their convention. It seems to me it would be a friendly act to summarize the arguments that appear to me in behalf of the Farm Board and the cooperatives, as well as to air some of the malicious and unjust charges being circulated by organized propaganda against them, to both of which their attention should be called.

Mr. President, the farmers are not able to meet their bills; they do not receive enough from the sale of their products to pay interest and taxes; they are unable to buy the manufacturers' products and output, and the factories of this country are closed because the buying power of the American farmer and producer has vanished.

When the farmer borrowed his money and mortgaged his farm in 1920, wheat was selling at \$3 a bushel, and it would take only 1,000 bushels of wheat to pay off a \$3,000 mortgage. Similar conditions confronted the cotton grower, the farmer who sold livestock, and the producer who sold his dairy products. When they were able to sell their products and livestock and their cotton for anywhere from four to six times as much as they receive for these same products now. Today, with wheat selling at 50 cents a bushel, with cotton prices demoralized, with dairy products and livestock selling for a song, it will take six times the amount of the farmer's products to liquidate his debt.

The Deflated Farmers

One of the chief causes of the destruction of the credit of the American farmer and producer was brought about by the Federal Reserve Bank and its operations in deflating the American farmer. The Federal Reserve Bank is the financial agency of this Government, but in the enactment of the Federal reserve law and in its practice and operation no provision has been made for the proper financing of the farmer and producer.

The American farmer and producer constitutes approximately 35 per cent of the buying power of this Nation, and that buying power has ceased to operate. Such a condition can not and must not endure. You can burn down your cities, but if the farm is left intact they will spring up over night; but if the farm is not paying, the cities will rot and grass grow in the streets, a thing which has happened.

When the manufacturers, the banking interests, or the insurance interests have asked for legislation in their behalf, it has been freely and willingly granted by Congress, but when we pass a law to reestablish agriculture, which is the basic industry of this Nation and upon which the prosperity of American labor depends, we find that those who have the privilege of making millions from the toil and the effort of the American farmer seek to poison the minds of the public and the members of Congress against this law.

During all this time the traders in the farmers' commodities have been in control of the marketing system, they have fought every effort to give to the farmer and producer the cost of production or the right to own and control his own marketing system. The manufacturers, the industrial and financial magnates have gone along paying little heed to the demands or conditions of the agricultural interests of this Nation.

For years everything seemed rosy—mills and factories were running, labor was well employed, and no one was willing to listen to the cry of the American farmer and producer. Today our mills and factories are closed and millions of men and women are tramping the streets. When 60,000,000 people have lost their buying power, when there are between six and ten million men and women walking the streets of our country looking for work, it is time that the financial giants and the industrial leaders of our country give some attention to the problems of the farmer.

The only people who are not in a position to fix the price of their labor—the compensation for what they raise—are the American farmers. Unless the agricultural marketing act is upheld and strengthened, the farmer will be powerless to bargain collectively for the sale of his products. No marketing system should have the right arbitrarily to fix the price that the farmer and producer should receive for their products. Why should we expect to eat the food or wear the clothes obtained from the products of the farmer for less than cost?

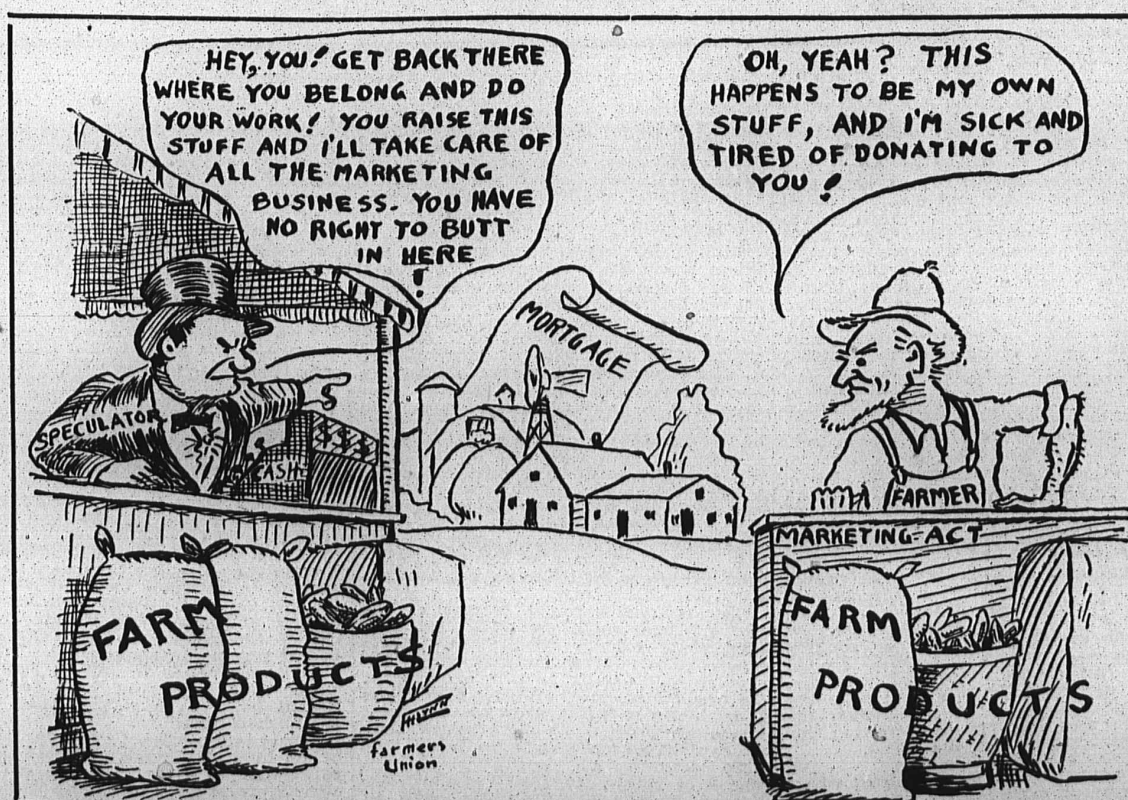
Fulfill Our Pledges

In 1928 both major political parties admitted the need of legislative remedy. The Republican platform contained this pledge:

We promise every assistance in the reorganization of the marketing system on sounder and more economical lines, and, where

(Continued on page two)

WHAT'S WRONG WITH DOING OUR OWN MARKETING?



Outsiders have speculated in farmers' products long enough

MAKES SMASHING ATTACK ON THE ENEMIES OF CO-OPS.

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Attitude of Enemies Prove Value of Marketing Act. The farmers have not forgotten that the traders in wheat, cotton, livestock, and dairy products grudgingly gave their assent to the passage of the agricultural marketing act because they thought thereby to defeat the equalization fee and figured they could control the Farm Board and hang onto the monopoly which they had of handling the farmers' products.

When President Hoover's appointees began to function, to the utter consternation of the traders, they made an honest effort to help the farmer and really to assist in the development and growth of the cooperative movement. This was not at all what the gamblers expected, and immediately a flood of malicious, subtle, false, and destructive propaganda is turned loose upon Congress and the public.

Section 5 of the agricultural marketing act specifically provides certain powers and duties of the Farm Board which are of the highest importance to every farmer and producer:

Sec. 5. The board is authorized and directed (1) to promote education in the principles and practices of cooperative marketing of agricultural commodities and food products thereof.

(2) To encourage the organization, improvement in methods, and development of effective cooperative associations.

Only by this method can the farmers and producers become independent of the gamblers in the farmer's commodities, and he has a right to expect that protection.

Chairman Stone, of the Federal Farm Board, correctly stated the purpose of the agricultural marketing act when he said:

A marketing system operating to their interest (i. e., the interest of the farmer and producer) and adjustment of production to the probable consumer demand are perhaps the most basic needs of American farmers.

Mr. Stone further said:

The agricultural marketing act offers aid to farmers, through organized effort, to make the necessary adjustments. It commits the Government definitely to the support of cooperative marketing. The Farm Board's main job is to assist in the development of the national cooperative movement.

One of the first conclusions reached by the board was that the sales activities of cooperatives handling a particular commodity, such as grain or livestock, should be centralized in a single agency if the interests of the grower were to be served best in merchandising his product. . . .

Local cooperative associations, whose members are the people on the farm, constitute the foundation of all the central marketing organizations, which mean the latter are built from the farmer up. In every instance the plan of organization was developed by a majority of the cooperatives handling the commodity and without dictation from the Farm Board. These central associations are farmer owned and controlled, great care being taken to see that they are set up on a sound financial basis, and that they have competent management. Their services are open to all farmers on an equitable basis.

Stabilization of Prices

In an effort to protect the farmer against a falling market and against a world-wide depression, which have existed during the time these efforts have been carried on by the Farm Board, the price of grain was stabilized. Everyone knows that this action of the Farm Board resulted in upholding to some extent the credit structure necessary to give the farmer a fairer price. As a result of this program hundreds of millions of dollars were saved to the farmers of this country and this money, in these times of world depression, was spent by the farmer with the local merchant and deposited in the local banks, resulting in a distinct, actual benefit, not only to the farmer but to the merchants, to the laboring men, and to the bankers in these communities.

Whatever loss the Government may have sustained as a result of these stabilization operations has inured to the benefit of the farmer, who is certainly entitled to this little recognition, since his Government, under the Democrats in 1920, through the Federal Reserve Banks, started their deflation policy of the farmer. Any loss as a result of the stabilization of grain prices is worth all that it has cost. The money which the farmers received under such a program is all that has enabled those still left on the farms to stay there.

Millions Lost in Helping Railroads
During war-time control this Government lost hundreds of millions of dollars in order to protect the railroad interests of this Nation and to stabilize the prices which they would receive for their services. The farmer renders just as great and important a service as do the railroads or the financial interests of this country. He is entitled to every bit as much consideration in solving his difficulties and in enabling him to get back on his feet as any other interest in the land.

The business of handling and marketing the farmers' crops, of meeting the unfair and dishonest competition of the commodity gamblers, of watching the price and protecting the seller every hour of the day is just as intricate and as involved and important as any other business.

One Central Nation-Wide Cooperative Organization
In an effort to utilize the services of the cooperative organizations of this country the Farm Board realized that it would be essential to deal with one central organization which would give all of the cooperatives the opportunity to enter into such a national set-up on a fair and equitable basis.

As Mr. Stone stated before the Senate Agricultural Committee in the recent hearing:
Mr. Stone. The object of the Farmers' National Grain Corporation is to bid a price on grain bought from its members based on the terminal market that is nearest to it, less a sufficient amount to take care of the handling charge of the grain, with a reasonable commission on the transaction. In other words, the Farmers' National Grain Corporation largely operates the same as does a grain merchant on any of the markets, only its objective is entirely different from the objective of the grain merchant. The objective of the grain merchant is to buy grain as cheap as he can and sell it as high as he can to make as much money as he can.

Senator Wheeler. Isn't that the same plan that we have here?
Mr. Stone. No. The objective of the Farmers' National Grain Corporation is to bid a price for the members' grain as high as they can to enable them to get their money back and make a reasonable commission in the transaction. Whatever it makes goes to its stockholders. That, in my opinion, has had a very beneficial influence on the price of grain, even though the price level has been low.

Farmers National Grain Corporation Successful
This act has been in force a little over two years, and yet the grain cooperative organizations operating under the provision of the agricultural marketing act handled a total of 196,000,000 bushels of grain in 1931, as compared with 67,000,000 bushels handled by all grain cooperatives operating on terminal markets in 1927-28. This grain was handled at a cost of less than a cent a bushel for handling the grain with the 12 to 15 cents the farmers have been paying for years to the private grain traders for the same service and you must conclude that the farmer is unqualifiedly for the retention of this act. Similar gains and similar growths have been made in all the cooperatives, and similar benefits have accrued to the farmers in the handling of other products. The organizations representing the farmer are unanimous for the retention of this act.

Mr. Louis J. Taber, president of the National Grange of

the United States, representing one of the largest farm organizations of the Nation, unhesitatingly approves the farm marketing act. This great organization, the National Grange, recently adopted, among others, the following resolutions:

Resolved, That—

2. The nation-wide cooperative marketing machinery which has been expanded and developed during the two years under the agricultural marketing act as never before in any equal period of American experience, must be further extended and strengthened.

4. The Federal Farm Board, handicapped by a measure inadequate to meet the needs of a difficult situation, has nevertheless contributed greatly toward developing and strengthening the co-operative movement.

Showing the reaction of the American farmer, Mr. E. A. O'Neal, the president of the American Farm Bureau Federation, said:

I want to say for the act that I think, as a farmer—that it is the only interest I have personally, and for my farmers—that the act itself has been very, very helpful to the cooperative organization of the Nation. . . . They have been very much discouraged with the way the surplus was handled, but I say this, that I think frankly the stabilization activities in wheat and cotton by the Farm Board were honest endeavors to do a job for the farmer.

I think the farmer ought to be in charge of his own marketing system, Senator Gore, and anything you can do to help him do it I am in favor of. You have done it for every other group. Why not do it for the farmer?

Mr. John Simpson, president of the Farmers Union of America, representing hundreds of thousands of farmers, also expressed the need when he said:

We believe it is a fair proposition to put to Congress to say that every consumer should be willing to pay the farmer the cost of production for what they use of the American farmers' products.

Another line that is needed for farmers is finance if the farmers are to survive. Fundamental with this also is the fact that agriculture must be vital to the Nation. This Nation can not afford to see agriculture destroyed. It is a vital part of the Nation. That is the reason why you are seeking a way to make agriculture secure. If agriculture is to survive, the farms must be refinanced at much lower rates of interest. The Farmers Union is back of Senator Frazier's bill that, as I understand, when it will be reintroduced, will provide for 1½ per cent interest rate and 1½ per cent on the principal—3 per cent a year. We are back of that bill, because this Government is financing Italy at 1.1 per cent and then gave them a moratorium. We feel that farmers ought to have a rate of 1½ per cent.

There are two major things that we would like to see done. First, refinance the farm mortgages of the country on the basis as outlined in the Frazier bill, and to find some way of building on the marketing act a program of guaranteeing cost of production. . . .

Mr. Ralph Snyder, chairman of the National Committee of Farm Organizations, representing 31 state Farm Bureaus, Farmers Unions and cooperative organizations, in the recent hearing before the Agricultural Committee of the Senate called their attention to the resolution adopted by these organizations in the following language:

Our faith in the efficacy of the agricultural marketing act remains unshaken. We hereby serve notice on its enemies who are working overtime to accomplish its defeat that this act and its proper and effective administration will receive our unqualified support. We favor any such constructive amendment to it that may strengthen the measure and express our willingness to work to that end with any and all friendly groups.

Let us not forget that Mr. Taber, president of the National Grange, Mr. O'Neal, president of the Farm Bureau Federation, Mr. Simpson, president of the Farmers Union of America, and Mr. Snyder, representing 16 nation-wide cooperative organizations, are speaking for practically 3,000,000 farmers and producers in the United States, or more than one-half of the farmers of the Nation. The basic principles of this act are sound and workable and the mistakes which have been made, if any, can be overcome and rectified.

Mistakes May Be Remedied

If, in the set-up of the national livestock organization, the Farmers' National Grain Corporation, or the American Cooperative Cotton Association, there have been some mistakes made in the administrative features, this by no means furnishes a justifiable basis for destroying the marketing act or passing amendments that will cripple and hamper its operation. The farmers of America can not be organized in a day or a week. The distribution of agricultural products has been built up by the handlers in grain for their own purposes.

It is because of the fear that the efforts that are being made to give the farmers an honest and a fair marketing system may succeed that we find unjustified attacks being made against the Farm Board and the agricultural marketing act. Every opportunity is used by the private grain trade to broadcast unfounded and dishonest charges against the cooperatives. Many of the newspapers of this country are willing allies in this campaign of deception. The cooperatives are semipublic institutions and at all of their meetings they disclose the detailed information of the affairs of their associations and these are given to the public, and rightly so. The mistakes and vicious practices of the private grain trade are seldom known. The privately owned grain institutions keep all of their affairs to themselves, including their intrigues and their manipulations of the market.

Organized Propaganda

The agricultural marketing act has been under constant attack. These attacks have all originated from the privately owned grain, cotton and produce exchanges and have been given publicity by means of pamphlets—and in the columns of daily newspapers in grain trade centers.

Hundreds of thousands of dollars have been expended by private dealers in farm commodities in broadcasting propaganda against the Marketing Act.

Wheat and Politics

One J. W. Brinton has written a book entitled, "Wheat and Politics." The members of Congress are undoubtedly familiar with this book—which was published at Minneapolis, Minn., because I am informed that every member of Congress has been supplied with a copy.

Until Mr. Brinton was refused a position with the Farmers' Union Terminal Association he wrote article after article favorable to the Farmers' National Grain Corporation, the Farm Board, and the marketing act.

It would be interesting to know what contact the author of this book has made with the private dealers in grain and cotton and what assistance they rendered in its circulation and distribution.

Mr. Brinton applied to the Farmers' National Grain Corporation and to the Farmers' Union Terminal Association for a position as a lecturer and speaker as late as July, 1931.

Brinton Sends An Agent to Kansas

Brinton sent his agent, Mr. Hutchinson, to Kansas City, Mo., to sell to the private grain trade and to the members of the grain exchange of that city his book entitled "Wheat and Politics." Mr. Hutchinson, in making a report of his activities in Kansas City, on October 26, 1931, wrote a very enlightening letter to Brinton, in which he says:

While working in Kansas City I promised them that I would not have any correspondence with the office. (Meaning Brinton's office at Minneapolis.)

Mr. President, the following quotation explains why the grain trade were so careful to exact such a promise:

I never run across anything just like this to sell. Every member of the board would give all his old boots and shoes to see this get to the public, but there were three things that stood in the way:

First was the storage of Government grain, in the terminal elevators. They are afraid if anything was done that the grain would be ordered out, and the only people

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SOME STRAY THOUGHTS OF A TRAVELER

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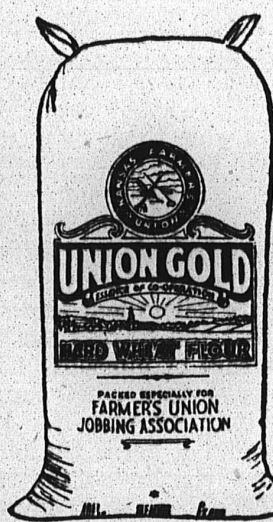
The people who should think this out and adopt a policy which is sound and permanent are the farmers themselves. If the farmers who produce wheat would decide what they want and then say as one man, here is the solution and here is what we want done, Congress would give you what you ask.

Your lawmakers at Washington are politicians, not economists, and if you would provide them with a solution of your problem, they would be only too happy to give you what you want and go back to their golf games or other favorite amusements.

BE SURE ABOUT YOUR CHICK MASH!

Use UNION GOLD OR UNION STANDARD

The Farmers Union label never goes on an inferior product! That is your protection. You must be SURE about your chick mash. Farmers Union brands—Union Gold or Union Standard—afford you that protection so necessary in producing high quality chicks with strong, sturdy bone and muscle which form the foundation of laying stock or profitable broilers. Ask your Farmers Union store manager.



FARMERS UNION JOBBING ASSOCIATION

L. D. 64, 1140 Board of Trade, Kansas City, Mo.
Members of K. C. Board of Trade, K. C. Hay
Dealer's Ass'n., St. Joseph Board of Trade,
Salina Board of Trade
Branches at Salina, Kansas, and St. Joseph, Mo.



Union Gold and Union Standard Flour are family, all-purpose brands. Hundreds of Kansas farm women have found successful baking in these high grade flours. Open YOUR oven door with confidence. Ask your Farmer's Union Store or Elevator.

No More Shaving!



No Razors!
No Cuts!

No Soap! No Waiting at Barbers! And What a Skin—Smooth And Cool!

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Think of it—the quickest and slickest, closest and smoothest "shave" you ever had—without using a razor! A face so smooth you never knew you had such soft skin! And instead of shaving every day you need apply this delightful new discovery only every other day. Some use it less often! It "breaks" the whiskers off slightly below the skin while a razor cuts them off above the surface. You just cannot believe it till you try it for yourself.

Not a harsh chemical that eats off the hair. But a gentle compound that makes the beard so brittle it "breaks" off. Men with very tender skins now actually enjoy their morning glorification (which, by the way, may now be performed at night, because the beard barely grows overnight). In contrast with razor-shaving, SHAVIX greatly slows up the growth of the beard and makes it much lighter, thinner and softer.

Approved in daily shaving tests over long periods under supervision of a physician. It is the only genuine product approved by Ph. D. H. S. of a leading U. S. University and endorsed by well known Laboratories and authorities of U. S. and abroad. Perfectly harmless. BEWARE OF IMITATIONS. Silver medal award.



WOMEN
TOO
ARE
DELIGHTED

with this new and gentle depilatory which may be used on face or limbs with great speed and complete freedom from pain or stench. "Shavix" leaves your skin and complexion soft and smooth like a baby's. It performs the swiftest removal you have ever known. Just think of it, men use it without a razor to take off their tough, stiff whiskers. The latest fashion demands your legs, arms and armpits smooth and white. Hair on these parts of your body are considered ugly and superfluous. A \$1 package is 4 times larger than most others.

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Please send a large box of "SHAVIX" and a special fibre brush free. I enclose \$1 (or will pay \$1.50 on delivery). "SHAVIX" is fully guaranteed.

Name

Address

MAKES SMASHING ATTACK ON THE ENEMIES OF CO-OPS.

(continued from page 3)

making any money there are those that have grain for storage; and the president of the board, Mr. Theis, was the heaviest interested, and he blocked the game. Mr. President, the only restraining influence is clearly shown here to be the money they were receiving from the Government for the storage of grain.

Mr. Hutchinson continues:

Second was the liability. Mr. Theis insisted that if the Farm Board did not sue you for libel that they stood convicted of every count on the calendar, and they felt that anyone helping to distribute the book was equally guilty with yourself.

Third, they felt that from your past record that the only reason for writing this book was because you did not get a place with the Farm Board and was merely squawking, and that as you had retained all the evidence that you have in the book and was now making it public that if you were able to secure any evidence of their making purchases that you might use the same in after years.

In other words, Mr. President, they were willing to deal with him, but they did not want to get caught. They were glad to have the falsehood circulated, but feared responsibility. We have here, Mr. President, from the mouth of Brinton's own agent, a picture of the real character of the author of Wheat and Politics.

Again, from the Hutchinson letter more enlightenment:

In this connection I would suggest that you write to Mr. C. E. Thompson, 933 Board of Trade building, Kansas City. I explained things to him quite thoroughly; he is a bright fellow; is acquainted with the members of the trade and I believe can do some business.

I worked the Live Stock Exchange, met with the board of directors, and worked it hard, and I believe that something will come of it.

Further on he writes:

At Salina I found quite a little interest, but the three objections mentioned above cropped out; I however, arranged with the Ted Branson Grain Co. to take over the sale, with the backing of the Board of Trade.

Mr. President, hundreds, if not thousands, of these books have been purchased by members of the grain trade and sent to managers of elevator companies and to leading farmers and grain dealers all over the country. There is more "chaff and poison" in this book than there is "wheat and politics."

This book not only attacks the farm marketing act but seeks to destroy the cooperative movement through falsehoods concerning its leaders.

Mr. C. E. Huff, now the head of the Farmers' National Grain Corporation, to whom he pays his compliments, was for years the president of the Farmers Union of America. For over 25 years he was a leader in the cooperative movement in Kansas, where he still has his own farm. His experience was gained as a practical farmer. In 1927 he was the president of the Kansas Farmers Union, having a membership of approximately 40,000. His work as president of the Farmers' National Grain Corporation has met with the approval of the Farm Board and of the cooperative organizations of the country, who realize that he has handled the business of the farmers honestly and efficiently.

Another "satan" in his romance, Wheat and Politics, is M. W. Thatcher, general manager of the Farmers' Union Terminal Association.

He makes the false charge that Mr. Thatcher was at one time indicted in connection with an auditing report of a closed bank in North Dakota. He never was indicted, as the following letter from the present Governor Shafter, of North Dakota, dated January 16, 1932, will verify:

In this grand-jury session both Lofthus and Thatcher appeared at their own request and testified. The grand jury returned an indictment against Lofthus but none against Thatcher.

I appeared in the hearings above referred to, including the grand-jury session, as an assistant attorney general of North Dakota. There was no immunity granted to Mr. Thatcher or to any other witness who testified before the grand jury. The state did not ask the grand jury for an indictment against Mr. Thatcher on the perjury charge. This was not because of any intention on the part of the prosecutor to grant him immunity, but because we did not consider that the evidence was sufficient to support an indictment.

The efforts made by Brinton to injure the cooperative movement by destruction of Mr. Thatcher are as futile as were those of the grain traders in the recent hearing before the Governor of Minnesota.

Every Senator knows the unworthy devices used to destroy the faith of the people in a public servant, as I know the dishonest methods used against me.

For the success of the cooperative movement, the opponents know that the cooperatives need such men as Mr. Huff and Mr. Thatcher and other leaders in the cooperative movement. If they can destroy the faith of the people in such men, they accomplish their purpose to destroy the cooperative movement.

Excessive Salaries

One of the criticisms leveled at the Farm Board is that they and the cooperative organizations who borrow money from them are paid exorbitant salaries.

In my opinion, the salaries paid to some of the officials of the National Grain Corporation are too large and should be reduced, but in comparison with the salaries paid to executives and managers of competing private grain firms they are not excessive. Many of the technical men employed in the grain trade receive salaries of from \$25,000 to \$40,000 a year. The National Grain Corporation, in order to compete, is compelled to procure the best type of grain men obtainable. The individual farmer is not familiar with the technical demands necessary successfully to market his crop. He must have experienced men, and in order to secure them is forced to pay them salaries accordingly.

It would be unfair to handicap a cooperative handling grain and say that they cannot pay salaries substantially in line with what their competitors pay. If we are to do this, then we should limit the salaries which can be paid by the private grain trade to their employees. This we cannot do.

A bill now before the Senate which provides that the Farm Board cannot loan money to any cooperative that pays a salary in excess of \$15,000 to any of its employees except by reason of existing contracts and agreements or of agreements which may be made before this amendment becomes a law.

The Farm Board in making loans to the national cooperative organizations must have the right to investigate and know their ability to pay. It is illogical to say to a privately-owned commodity organization whether cooperative or otherwise, that they cannot receive a loan from this Government unless they pay salaries which will compel them to obtain inferior men. The cooperative organizations are anxious to reduce their salaries, but they cannot, in their infancy, do so and succeed. If they did, it would mean failure. That is why the private-grain trade is back of such an amendment and the cooperatives are not.

Another amendment is proposed to take away stabilization. This would hamstring the Farm Board. Take away

from the Farm Board the power to finance the cooperatives and we again place them at the mercy of the private trader. Deny to the producer finance and credit, and we destroy the marketing act. The passage of such an amendment means that the political party responsible for its passage is going to say to the farmers that the promises contained in their platforms are not worth the paper on which they are written.

Let us not be misled by insidious propaganda. If the marketing act is to be amended, let it be amended by its friends, not its enemies. If these amendments are successful, every gambler who has "sold short" in an effort to discredit this administration will rejoice. Every interest which wants to destroy the marketing act will be pleased. Every gambler of commodity of the farmer will laugh up his sleeve.

Surely, my Democratic colleagues will not stand for this. Surely, the Republican Party will not destroy its own child. The farmer is well aware that all salaries, whether paid to the farm cooperative or the private-grain trade, come out of his pocket, and that the huge profits of the grain trade were extracted from his commodities, making such salaries possible.

The cooperative organizations cannot compete against years of experience and valuable contacts unless they can hire men who know the business, who have had these same years of experience and already have these same powerful contacts.

The private farm commodity gamblers would be glad to have Congress say to a cooperative, "You are forbidden to hire men with contact, experience, genius to compete with us."

When in this world depression it is popular to talk of the cost of government these commodity gamblers have cunningly utilized the slogan of the hour, "Reduction of salaries—curbing of expenses," to put over upon Congress and the farmers their destruction of the agricultural marketing act. It is such genius of knowing how to handle opportunity that demands and gets large salaries.

Why should the cooperative organizations of this country not have the best brains, the best experience, the best connivers that money can buy? Will you tell me why the grain gamblers should want this Congress to give them a law which will enable them to monopolize all of the brains and ability which would make unsuccessful the cooperative movement?

This is a race between commodity gamblers and the farmers. It is a race to see whether or not the farmer shall own and control his marketing system; it is a race toward economic freedom for the farmer; it is a race toward a square deal for the toilers and tillers of the soil. In that kind of a race all that the farmer needs is an even start, and then he will take care of himself. Give him the same kind of mount, equipped with equal lung power, with equal strength, muscles that are built for the race or intrigue; above all else, give him a horse that has been trained for the race and a jockey who knows the other fellow's game.

These connivers know that the repeal of the act is impossible and they are trying by amendments to accomplish the same end. If the principle proposed in the amendment prohibiting the Farm Board from loaning money to a cooperative that pays a salary in excess of \$15,000 a year is a good principle, let us make its application general.

Agriculture More Important

Not only are salaries in excess of \$25,000 paid to general managers and expert operators in the grain and commodity exchanges, but it is well known that there is practically no president of a railroad of any size in the country, or a vice president or general manager, who does not draw an annual salary of not less than \$25,000, and some of them draw salaries as high as \$80,000.

I am informed that the Reconstruction Finance Corporation has made a loan of over \$20,000,000 to the Wabash Railroad, whose president, according to reports, receives a salary of \$60,000 a year. This railroad last year did a business of \$60,000,000. The Farmers' National Grain Corporation during the same year handled a business of over \$200,000,000, and the president of the Farmers' National Grain Corporation receives a salary of \$15,000 a year.

If salaries were to be governed by volume of business, the salary to be accorded the president of the Farmers' National Grain Corporation, to be consistent with the salary given to the president of the Wabash Railroad Co., would be three times such an amount, or \$180,000, when as a fact he receives one-twelfth of this amount, although he is the head of an organization that handled more than three times as much business as the Wabash Railroad.

Why did we not hear an outcry that the Wabash Railroad president was receiving too large a salary? What the farmers are wondering about is why the Farm Board and the cooperative organizations are singled out.

The president and vice presidents and chairmen of boards of directors of hundreds of national banks in this country, pay their officers salaries ranging all the way from \$25,000 to \$100,000 a year.

The president of the New York Life Insurance Co. in 1928 drew a salary of \$126,000. The vice president drew a salary of \$53,500.

The president of the Metropolitan Life Insurance Co. in 1928 drew a salary of \$200,000, or almost equal to the total salary paid the President of the United States and his entire Cabinet. One of the vice presidents drew a salary of \$175,000; another \$135,000; another, \$125,000; and two other vice presidents' salaries ranging from \$25,000 to \$45,000.

Are we doing anything, can we do anything, to stop the Reconstruction Finance Corporation from loaning money to the banks, railroads, or insurance companies who pay salaries in excess of \$15,000 to their officers? Why should the Democratic Party, who promised in their platform "we pledge the party to foster and develop cooperative marketing associations through appropriate Government aid," now single out the cooperatives and say that they cannot borrow money from the United States without limiting all the salaries they pay the men they hire, while at the same time giving free license to the Reconstruction Finance Corporation to loan money to the railroads, banks, and insurance companies regardless of the salaries they pay?

Why should the Republican Party, who in their platform in 1928 said, "We promise every assistance in the reorganization of the marketing system on sounder and more economical lines and, where diversification is needed, Government financial assistance during the period of transition," in fulfillment of which promise they passed the agricultural marketing act, now say to the farmers that the promise made in 1928 is not good?

Why should either the Republican or the Democratic Party stab the farmers in the back, and by indirect means deprive them of every opportunity to make a success of the cooperative movement? To adopt such amendments is to say to the American farmer and producer that the Republican as well as the Democratic Party have no regard for their promises.

We passed the agricultural marketing act as an effort to fulfill the promise made in the Republican platform. Our Democratic colleagues assisted in its passage in order to show their willingness to fulfill the promises made in the Democratic platform.

The farmers of this country are taking a leaf from the textbook of the power companies, the railroads, and the big financial institutions, and are recently becoming less conscious of party. They are wondering if we are willing to

continued to give to the farmer the same kind of deal that we have unhesitatingly accorded to the banker and the business man of this country.

To desert the American farmer now would be worse than treason. To take a backward step in this fight for progressive legislation would be rank cowardice. The rights of the farmers, who comprise the basic industry of this Nation, must be safeguarded. We must see to it that the marketing act is not rendered ineffective.

The only program that will reconstruct the commerce of this Nation is that which will give to those who produce the raw materials the cost of production. Will the Government deny one-third of the population of this country the cost of production? The people of this Nation must have food, and are going to have food. It is for the home life of this Nation that I am pleading; for we all realize that no civilization has ever endured unless the tillers of the soil have been protected.

We have arranged for over \$3,000,000,000 of credit for 60 per cent of the Nation. If agriculture were to have its proportion or 40 per cent, it would be entitled to an appropriation of \$2,000,000,000.

I am for America and for American industry and American standards. We shall never have American standards unless we also protect the 40 per cent which represents agriculture. The fight that the producers of this Nation are making for economic justice is a gigantic fight. The opposition to such equality is carried on by powerful, private, selfish interests, and there has been no let-up in the efforts of these interests to destroy the faith of the people in the cooperative movement.

If the United States is to endure, the people of this country must have a free and honest market.

TELL LAWMAKERS TO BE GUIDED BY RESPONSIBLE FARM GROUPS

(Continued from page one)

Farm Board and supply the board with sufficient funds for administrative purposes.

This will enable the Farm Board to carry out the purposes of the Marketing Act, will assist the farmers in strengthening their position and building up their cooperative organizations, and give to all the producers of this country the benefits of a free and open market.

Provision should be made for financing the sale, on long term credit, in markets not now available to American wheat or cotton, of the surplus stock now held by the Stabilization Corporation.

When this is done the American farmer and producer may expect a fair price for his products.

Your opponents are on the job at Washington.

Letters count—telegrams register—write or wire your senators and congressmen to support this program.

C. C. TALBOTT.

FARMERS UNION LIVE STOCK SALES

Below is published a list of representative sales of live stock handled during the week of April 18 to April 22 by the Farmers Union Live Stock Commission, Co., of Kansas City:

R. M. Collier and Son, Wabunsee Co., Kansas, 20 steers, 1153	7.00
F. Modern, Riley Co., Kansas, 8 yearling steers, 957	7.00
A. G. Schneider, Rooks Co., Kansas, 19 steers, 1264	6.75
J. T. Schneider, Coffey Co., Kansas, 49 heifers, 730	6.75
Hugh Wiggington, Thomas Co., Kansas, 20 steers, 1043	6.25
C. M. Schiller, Phillips Co., Kansas, 12 steers, 1186	6.25
Fred Wunsch, Ft. Morgan, Colorado, 24 steers, 958	6.25
A. G. Schneider, Rooks Co., Kansas, 21 steers, 1144	6.25
H. H. Kuster, Ault, Colorado, 66 steers, 1181	6.25
H. J. Jones, Norton, Co., Kansas, 20 steers, 1161	6.00
Mrs. Mary Pain-Roy, Cloud Co., Kansas, 13 steers, 890	6.00
J. T. Rhone, Dawson Co., Nebraska, 49 heifers, 730	6.00
F. Modern, Riley Co., Kansas, 11 heifers, 85	6.00
Joseph Hemme, Jefferson Co., Kansas, 22 steers, 1200	6.00
Andrew Munson, Riley Co., Kansas, 10 steers, 1140	6.00
Eliot Hanson, Pottawatomie Co., Kansas, 14 steers, 904	6.00
Lawrence Oman, Riley Co., Kansas, 22 steers, 873	5.50
J. E. Fraser, Cloud Co., Kansas, 14 steers and heifers, 735	5.50
Andrew Munson, Riley Co., Kansas, 14 steers and heifers, 731	5.50
Herman Ringel, Wabunsee Co., Kansas, 13 steers and heifers, 751	5.50
Eliot Hanson, Pottawatomie Co., Kansas, 12 steers and heifers, 740	5.25
J. A. Hackett, Clay Co., Kansas, 14 steers and heifers, 617	5.25
C. M. Schiller, Phillips Co., Kansas, 12 steers and heifers, 699	5.25
B. N. Cooper, Osage Co., Kansas, 12 steers and heifers, 699	5.50
Harry O. Kettler, Miami Co., Kansas, 12 heifers, 868	5.50
A. S. Woolery, Anderson Co., Kansas, 15 steers, 1137	5.25
Carl A. Ziegenhirt, Riley Co., Kansas, 17 steers and heifers, 875	5.25
A. S. Woolery, Anderson Co., Kansas, 15 steers, 870	5.00
Joe W. Kuhn, Ellis Co., Kansas, 33 stock steers, 450	4.70
Lloyd Zentner, Anderson Co., Kansas, 32 hogs, 203	3.50
N. C. Dixon, Neosho Co., Kansas, 26 hogs, 197	3.50
Hill City S. A. Graham Co., Kansas, 21 hogs, 170	3.75
John E. Bell, Dickinson Co., Kansas, 31 hogs, 145	3.75
B. C. Wahrman, Lafayette Co., Missouri, 50 hogs, 211	3.70
Clarence Day, Miami Co., Kansas, 19 hogs, 204	3.70

17 steers and heifers, 875	5.25
A. S. Woolery, Anderson Co., Kansas, 15 steers, 870	5.00
Joe W. Kuhn, Ellis Co., Kansas, 33 stock steers, 450	4.70
Lloyd Zentner, Anderson Co., Kansas, 32 hogs, 203	3.50
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B. C. Wahrman, Lafayette Co., Missouri, 50 hogs, 211	3.70
Clarence Day, Miami Co., Kansas, 19 hogs, 204	3.70

We Have Moved—

In line with our policy of best serving the cooperative producers in Kansas, we have moved the original Plant No. 1 from Kansas City to Colony, Kansas. The new plant is modern, and is convenient to the producers. The same is true of Plant No. 2 at Wakeeney.

Farmers Union Cooperative Creamery Association

Colony, Kansas

Wakeeney, Kansas

IT'S YOUR OWN LIVE STOCK—

You have fed those cattle, hogs or sheep yourself. You've put work and expense on them. No one has contributed anything to you to help you get them ready for market. Therefore, YOUR OWN FIRM should handle your live stock on the market. All surplus earnings come back to you, provided you are a stockholder. One dollar makes you a stockholder.

MARKET AT COST through YOUR OWN FIRM

Farmers Union Live Stock Commission Co.

G. W. Hobbs, Mgr.

Kansas City, Mo.

Stock Yards

The Farmers Union Mutual Insurance Companies of Kansas

SALINA, KANSAS

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

WATCH THIS AD FOR THE NAMES OF YOUR HOME AGENTS

This is a partial list of our agents by counties

Another list will be published next week.

WASHINGTON

T. J. Hogan, Greenleaf.
P. J. Kriensick, Hanover.
Anton Peterson, Greenleaf.
J. T. Poland, Barnes

CLAY

James Livengood, Longford.
J. H. Meenen, Clifton.
W. G. Ross, Clifton.
John R. Thurlow, Wakefield.
A. J. Anderson, Green.
Everett Alquist, Clay Center.
John Shingby, Clay Center.

DICKINSON

E. C. Coates, Herington.
M. E. Greenwood, Carlton.
Henry Hoffman, Elmo.
Harry H. Larsen, Navarre.
Herman Brehm, Hope.
Carl Lindahl, Enterprise.

MARION

V. J. Bosh, Marion.
E. E. Lister, Burns.
T. W. Spachek, Pilsen.
C. J. Novak, Lost Springs.
Wm. Helise, Lincolnville.
Carl Frobenius, Lincolnville.

MARSHALL

A. L. Anderson, Axell.
C. H. Breuninger, Beattie.
J. G. Graham, Summerfield.
H. M. Travelute, Bremen.
H. A. Waters, Blue Rapids.
RILEY
Floyd Conday, Stockdale.
M. E. Fritz, Randolph.
M. Joy Hammett, Manhattan.
E. E. Huse, Manhattan.
A. C. Sharp, Wakefield.
W. N. Carlson, Randolph.
Mrs. Hilda Carlson, Randolph.

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