



## THE PARABLE OF THE HOG SELLER

**Now It Came to Pass That When He Found Out What He Had Done, and How Seriously Was He Injured, That He Quit Selling Direct and Shipped His Hogs to Market**

bulled down the price of my 'neighbors' hogs on the open market. Yea, verily, I am proud to say that I have

wakened up. My dream was pleasant for a time, but the cost of my 'slumber' was terrific. I have promised myself never again to sell to the packers direct, and I have commenced to feel better, in the hope that within a reasonable time we can get the price of hogs back in line with the

And forthwith he called together his wife and his family, and all his neighbors, and said unto them:

“Verily, no longer will we sell our hogs direct to the packer.” And so saying they all with one accord began to ship to the open market.

—Drovers Telegram

## CHAPTER TWO

And it came to pass upon a succeeding day that a manager of one of the plants called his servants together and said unto them, "Verily, it beginneth to appear that a cog hath slipped somewhere in our smooth working machine. Go to now and investigate and return unto me and report."

So the servants went out, both two by two and the two by four servants, and did inquire diligently what had gone wrong. And when they had asked everyone else they came to the gate of the farmer, and lo, the gate-thief was broken down and the barn was both empty and unpainted. But forthwith the farmer saw them while they were a great way off and he recognized them as the "friends" who had played him into a sorry state with the soft argument that the plan was wholly for his benefit. And he set his dogs upon them and scattered them from Dan to Beersheba.

And it came to pass that when the had finally reassembled at the house of their master, they spoke with accord and said, "It is beyond doubt O Lord, it is beyond doubt that the fault lieth with John Farmer, who hath produced the hogs, and who has become fully onto your plan. A he hath pledged for himself and his family and his neighbors, and has sworn with a great oath which heard as they expected a great harvest that more will they shift their swine to our private yards, but will see them to the open market. For he has fully realized what our plan has come to him."

And when their master had heard this he was much grieved, for his people was acquiring many shekels and was dining sumptuously every day. But he said unto them, 'Go now and sell there secure for us as cheaply as you can such hogs as our needs require; and be in haste, for behold the American people are eating meat daily.' And it was so that the meanness of the hogs had arrived in great numbers at the open yards, where the Government did supervise all of its transactions, and where a friendly negotiator or seller sat in front of the bargaining table in the interest of his client.

And very large number of the hogs were found in the pens of Farmers Union, which was all to good for everyone concerned. A beheld, the servants of the packers came and drew near to the manager of the Union, and he said to him, "Go to the hog salesman, Mr. Gagnon, whose yard name was Snapper, and they too saw them coming. And there was no strife between the servants of the packers and the servants of the Farmers Union, but there was indeed some bargaining. And the packers were very glad to see some of those who had the hogs. And upon the servants of the packers was compelled to add many shekels to

price paid for their hogs that day, the market did advance. And news of it went abroad through the land, and it was said everywhere, "It hath not been for a long time in this wise, and an advance in prices is something new in Israel." And there was much rejoicing, nowhere was it greater than in the home of John Farmer. For it came to pass that when he received the check for his last shipment he, John Farmer, was so overjoyed and did kiss his wife and commend his children, and did purchase for them all some of the things

And he kept his word, as did his neighbor, and behold the packers came no more into that land to buy dirt, and the market did decidedly improve. And there was great happiness. The packers said "It was a good price while it worked, anyway."

**"BUT"**

(With apologies to Kipling)

If you can smile when 'hose around  
you,  
Are wearin'- sneers and whisperin'  
tales about you;  
If you can smile and keep the other  
fellow waitin',  
And keep on smilin' at his impatient  
ring;  
If you can kid yourself and in the  
kiddin',  
Tell yourself you've done the decent  
thing;  
If you can risk another fellow's money  
On the game of oil and lose and smile

And say no word to anybody,  
    "look around  
For some one else's pile—  
If you can fill each flying full gr  
    minute  
With sixty seconds' worth of sp  
    and rum,"  
You may enjoy the feel of being  
    it  
                    But,  
You're just a worthless good  
    nothing bum.

Fannie Rus

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The dues of the Farmers' U  
for the year 1928 are \$2.25.  
Local Secretary sends \$1.45 to  
State Secretary.







## 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 \$0.60 IN YOUR LOCAL. SEND 70c TO THE STATE SECRETARY. THEN 20c OF THIS IS

SENT BACK TO YOUR COUNTY ORGANIZATION IF YOU HAVE ONE. IF YOU DO NOT HAVE ONE THE STATE WILL KEEP IT IN THE TREASURY UNTIL YOU DO ORGANIZE. THEN YOU ARE ENTITLED TO ALL THE COUNTY DUES FROM DATE OF ORGANIZATION.

**LADIES' AUXILIARY**

I am receiving letters from many different places, from ladies asking for information about the Ladies' Auxiliary.

It is gratifying to know that there is this growing interest. Have had in the past couple of weeks a letter from Mrs. Will Simpson of Moran, saying that they had organized an Auxiliary, and were planning to have a meeting in the near future.

A letter from Mrs. Vanhove in Clay county sends some new members, and she gives a very interesting report of the meetings that they have been having. She spoke of the study of Parliamentary law that they have been making, saying that they found it very interesting and worth while. She said that they had gone over to Green and she was sure that there would be a Ladies Auxiliary started there soon. I think this is the only way that we can get started. If you have one or two locals started in your county, do not stop until you get five, and get your county organization started.

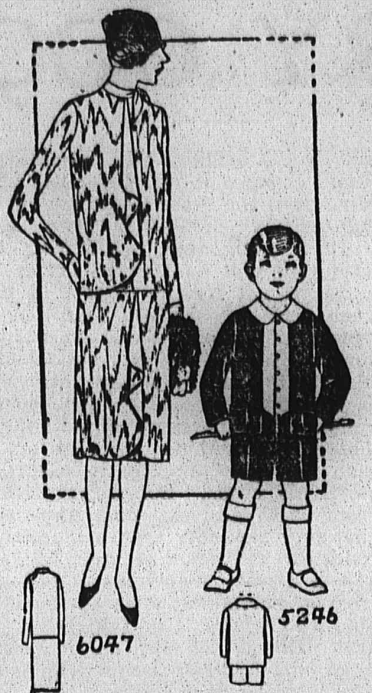
Then you can arrange some co-operative programs.

If you have been watching the paper you will see that we have made some progress in our Junior Department. As soon as there are some Junior Locals started, there will be an arrangement made with the State Agricultural College to work with them, in any kind of club work that seems needed. There can be nothing done along this line as long as the Junior movement consists of one or two kiddies in a dozen or so counties over the state.

We are not going to get impatient neither are we going to waste any time, now that we have the organization let's get it to working as rapidly as possible.

Mr. Simpson is planning several trips out over the state in the near future, and I will be able to go with him. If any one thinks that I might be of assistance, I will call upon you if convenient. Just write me, and I will let you know when I can come.

Mrs. Chas. Simpson.



6047. Ladies' Dress. Cut in 8 Sizes: 34, 36, 38, 40, 42 and 44 inches bust measure. A 38 inch size requires 8 1/2 yards of 39 inch material together with one yard of contrasting material. The width of the dress at the lower edge is 51 inches. Price 15c.

5246. Boys' Suit. Cut in 8 Sizes: 2, 4 and 6 years. A 4 year size requires 1 1/2 yards of 40 inch material with 1/4 yard of contrasting collar and vest portions. Price 15c.

**FASHION BOOK NOTICE**

Send 12c in silver or stamps for our UP-TO-DATE SPRING & SUMMER 1923 BOOK OF FASHIONS, showing color plates, and containing 500 designs of Ladies', Misses' and Children's Patterns, a CONCOISE and COMPREHENSIVE ARTICLE ON DRESSMAKING, ALSO SOME POINTS FOR THE NEEDLE (illustrating 30 of the various, simple stitches) all valuable hints to the home dressmaker.

Pattern Dept., Kansas Union Farmer, Salina, Kansas, Box 48.

### Junior Contest

#### VOTE FOR A NAME

The next thing we must do is to choose a name for our department. Several names have been mentioned in the letters that we have received.

Write a letter sending your vote for the name you think is best. Every child from the age of six to sixteen is eligible to vote and entitled to one vote.

Each child writing a letter to this department becomes a member. Shall we publish a list of the members? Give us your idea, it is up to you.

**JUNIOR LEAGUE.**  
**JUNIOR KNIGHTS.**  
**JUNIOR BOOSTERS.**  
**BUSY BEES.**  
**UNION WORKERS.** 2  
**JUNIOR FARMERS UNION.**  
**FARMERS UNION JUNIORS—2.**  
**FARMERS UNION HELPERS.**  
**FARMERS UNION JUNIOR HELPERS.**  
**KIDDY KORNER.**  
**JUNIOR CO-OPERATORS**

#### THE DIVINE DISCONTENT

Progress has ever been the result of discontent with existing conditions. In the effort to improve the situation a glimpse of something better has been seen, and the result has been a forward movement toward the better.

Yet there are two kinds of discontent in the world. One is the discontent that works, the other bemoans the situation, wrings its hands, and fails of accomplishment. The first leads to success; the latter to failure.

The discontent of the farmers has expressed itself today in the formation of marketing machinery, designed to better control the product in its journey from farm to table. It is a forward step, and it is one which, if persevered in and continued, will lead to success and a better basis for the marketing side of farming.

Co-operation is not only a state of mind, and a religion, but today it has acquired the status of an active, working program of action.

Co-operating farmers expect definite results from their pooled endeavor, and among these results they are entitled to expect:

1. Price stabilization.
2. Saving in marketing cost, or at least the giving of more service for the same cost.
3. An influence on production practices which will result in improved varieties.
4. The payment to individual producers of the premium obtained through superior quality.
5. Unified action, economic and legislative problems.

Are you, as an individual co-operator, doing your utmost to enable your co-operative to gain a control of its commodity, and thus enable you to enjoy these benefits?

For too long a time too many farmers have been content with enduring present conditions, and simply talking about some agricultural millennium. They have forgotten that the bringing of this millennium was in some respect a duty of their own.

We must come alive. We must stop passing the buck. We must

support as well as talk about our co-operative.

#### FROM THE STANDPOINT OF THE FARMER'S WIFE

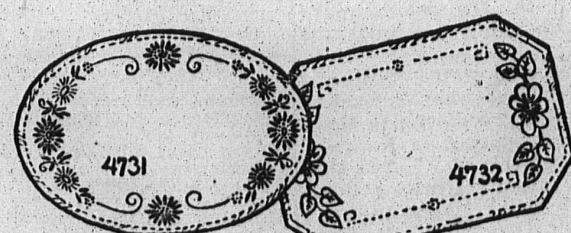
Dr. Wiley, in the last issue of Good Housekeeping, has sounded a new note in the farm relief discussion, by considering the present situation from the standpoint of the farmer's wife, and what it would mean to her and her children if agricultural could be placed upon a party with other industry.

It is the wife of the pioneer, the wife of the present day farmer, upon whom the burdens of farm life under present conditions fall heavily. From the nature of her occupation, she is limited in her activity. Her husband must go from house to barn, to field, to town, to neighbor, while except for rare occasions, the major portion of her time is spent upon the homestead and within the house.

Her working equipment is all too often limited. She must make things do, plan, contrive, and worry—for there is no money with which to purchase new things or many labor-saving contrivances. In comparison with the urban dweller she is utterly handicapped. Isolated, she is a prey to worry over conditions, and the farmer's wife is a frequent inmate in hospitals for the insane.

The change of agriculture from a losing to a paying basis would revolutionize the home and the life of the farm woman. As Dr. Wiley says in part, "If the present day condition continues, the present-day farmer will soon disappear. He can not continue indefinitely to sell his products at less than cost. The end is not far off. Then the cost of food and clothing will rise to war time peaks. All our people will suffer because today we refuse to put our farms on a paying basis. As a means of better health, as a means for the prolongation of life, as a means of greater resistance to the inroads of disease, as a means of keeping the farmer's wife away from the hospital for the insane, such a solution of the farm problem is devoutly to be wished."

For 25 cents additional we will send our book, The Art of Embroidery, consisting of 10 complete lessons with 70 illustrations showing all the principal stitches. — Kansas Union Farmer, Box 48, Salina, Kansas.



HOT PLATE PADS, NOS. 4731 AND 4732

These hot plate pads are completely made up and bound with Indian Head with the padding included; in fact, they are entirely finished with the exception of the small amount of embroidery necessary for their ornamentation. The opening in back is finished with picot edge. They will make a very beautiful accessory for the table. Prices are as follows: 71

inch, 35 cents each; nine inch, 45 cents each; 13 inch, 55 cents each. A detailed working chart showing exact color scheme and how to completely finish pad, is furnished.

For 25 cents additional we will send our book, The Art of Embroidery, consisting of 10 complete lessons with 70 illustrations showing all the principal stitches. — Kansas Union Farmer, Box 48, Salina, Kansas.

### 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 issue. 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

##### BANK SHARES FOR SALE

##### BOYS AND GIRLS

WANTED—1000 boys and girls to work at home, good pay, (no canvassing at home). Write J. S. Lehnert, Humbolt, Kansas.

##### LAND

##### MISCELLANEOUS

RHEUMATISM promptly relieved with new wonder-drug, REMEDY. Address: Walter S. Lindsay, Manufacturing Chemist, Box 355, North Emporia, Va.

WE START YOU WITHOUT A DOLLAR. Soap, Extracts, Perfumes, Toilet Goods. Experience unnecessary. Carnation Co., 517, St. Louis, Mo.

##### POSITION WANTED

ENERGETIC man wants position as Manager Farmers Elevator. Now employed. Will give Bond. References furnished. Write "Energetic" care Farmers Union, Farmers Union Bldg., Salina, Kan.

WANTED—Position as manager of "Farmers Union Store." Ten years experience as manager. Handle any store, large or small. References from former employers. A rustic fond of hard work. Reasonable salary expected. Ready on short notice. Add. XYZ care Kansas Union Farmer.

##### POULTRY

FOR SALE—S. C. Buff Minorca Eggs, \$1.25 for 15; \$5.00 per hundred. M. A. Kinkham, Oronoke, Kans.

MASTER BRED CHICKS. From World's Largest Poultry Breeding Organization. Accredited. We breed for capacity, 200 eggs and up yearly. 14 varieties. Utility Chicks low as 9c. Live delivery. Catalogue free. Missouri Poultry Farms, Box 72, Columbia, Mo.

Mathis Quality Chicks. Heavy layers. Leading breeds. \$8.50 hundred up. Catalogue free. Mathis Farms, Box 112, Elmore, Kansas.

##### 'BLOOD TESTED'

Flocks Annually tested from one to three years. High Quality at lowest prices. Special early order discount on early booked orders. Smith Hatched chicks, with a guarantee to live. Catalogue free. Tindells Hatchery, Burlington, Kansas.

STANDARD BRED CHICKS—Leading varieties. Hatched from free range, vigorous stock. Best laying strains. Liberal discount on early booked orders. Hatchery, Box 24, Hatcher, Mo.

SINGLE COMB ENGLISH White Leghorn Cockerels \$1.75 each. Carrie Livingston, Logan, Kansas.

##### PUBLIC SALE

PUBLIC SALE AT HARRIS, KANSAS, JAN 14—10 horses and mares, 10 white faced stock cows, 40 Sows, and gilts Bred Durocs. G. Victor, Harris, Kansas.

##### SALESMEN WANTED.

SALESMAN WANTED for lubricating oils, greases and paints. Excellent opportunity. Salary raised on the farm. JED OIL AND PAINT CO., Cleveland, Ohio.

##### SEEDS, PLANTS, ETC. FOR SALE.

WRITE for information about seeds; ask about Wilson's New Black market mums. Wilson's Improvement Gardens, Downs, Kan.

ALFALFA \$5.00; Clover \$4.00; Sudan \$2.00; Millet \$1.50; canesed \$1.00. Sticks free. You have any canesed? Millet to sell send sample any quantity. Meier Grain Co., Salina, Kansas.

WANTED—One car Kanota seed oats. Please send sample and quote price. Dressel, Edley, and Meier Co.

Millions Frost-proof Cabbage, Onion, Tomato and Cauliflower plants. Catalogue Free. Omega Plant Company, Omega, Ga.

Frost Proof Cabbage and Onion Plants. Open field grown, strong, well rooted from 10 to 150 plants to a bundle, moss to roots, labeled with variety named. Jersey Wakefield, Charleston and heads of Cabbages. In addition Early and Late Dutch, Postpaid: 100 \$ .50; 500 \$ .75; 1,000 \$ 1.00; 1,250 \$ 1.25; 2,000 \$ 1.50; 2,500 \$ 1.75; 3,000 \$ 2.00. Express collect crate twenty-five hundred \$2.50.

Onions: Prizetaker, Crystal Wax and Yellow Bermuda. Postpaid: 500, \$ .80; 1,000, \$ 1.25; 2,000, \$ 2.50. Express collect crate 500, \$ 5.00. Prompt shipment, safe arrival satisfaction guaranteed. Write for free Seed and Plant Catalogue. UNION PLANT COMPANY, TEXARKANA, ARKANSAS.

Receipts and disbursements basis — which means a record of the amount actually received and the amount actually paid for expenses — must show his income tax return for the year 1922 on that basis. He must include in his gross income for the year the amount of cash or the value of merchandise or other property received from the sale of live stock and produce, which were raised on the farm, profits from the sale of live stock or any other items which were purchased, profits from the sale or rental of farm lands, and profits from all other taxable sources. The farm expenses will be the amount actually paid out during the year.

For those reporting on the accrual basis, the gross profits are obtained by adding to the inventory value of live stock and products on hand at the end of the year the amount received from the sale of stock and products and other miscellaneous receipts, for hire of teams, machinery, etc., during the year, and deducting from this sum the inventory value of stock and products on hand at the beginning of the year plus the cost of stock and products purchased during the year. The farm expenses will be the actual expenses incurred during the year, whether paid or not.

Farmers who keep no books of account or keep their accounts on the cash receipts and disbursement basis are required to file a schedule of farm income and expenses on Form 1040F, which must be attached to the individual return on Form 1040. With farmers who keep their accounts on the accrual basis, the filing of Form 1040F is optional.

All necessary expenses paid or incurred during the year 1922 in the operation of a farm as a business enterprise must be grossed from gross income in ascertaining net income; upon which the tax is assessed. These include the expense of harvesting and marketing of crops and the cost of seed and fertilizer used. Amounts expended for the purchase of feed for stock may be deducted, but the value of a farmer's own products used for such purposes is not a deductible item. The farmer may deduct the cost of small tools used in the course of a year or two, wages paid to farm hands (other than do-

### FARMERS' UNION DIRECTORY

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Salina, Kansas

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#### Farmers' Union State Bank

Huron Bldg., Kansas City, Kansas

#### Farmers' Union Managerial Association

Miss Olive Troutman, Secretary, Kansas City, Kansas

mestic servants) and rent paid for farm land and buildings (other than the dwelling) cost of repairs to fences, wagons and machinery, also bills paid for horseshoeing, stock powders, rock salt, veterinary service, insurance (except on the dwelling), gasoline for operating power, and sundry minor expenses.

The value of produce raised on the farm and used in the board of farm laborers may not be deducted as an expense. The farmer may, however, deduct the cost of food purchased for his laborers. The value of the services of the farmer himself, his wife or dependent minor children cannot be deducted unless the amount is reported by the recipients as income on Form 1040.

The purchase price of an automobile even when used wholly in farm operation may not be deducted, as it is regarded as an investment of capital. The cost of gasoline, repairs, and upkeep of automobile, if used partly in the business and partly for pleasure and convenience of the taxpayer or his family, such cost may be apportioned accordingly, and that proportion of cost attributable to business deducted.

General deductions such as for taxes, losses, interest on indebtedness, bad debts, contributions, etc., are explained in instructions on the forms. Returns are required of single persons whose net income for 1922 was \$1,500 or more, or whose gross income was \$5,000 or more, and from married persons living together whose aggregate net income was \$3,500 or more, or whose aggregate gross income was \$5,000 or more. The exemptions are \$1,500 for single persons, and \$3,500 for married persons and heads of families. In addition the taxpayer is allowed a credit of \$400 for each person dependent upon him or her, for chief support, if such person is under 18 years of age, or mentally or physically defective. The term "mentally or physically defective" means not only cripples and persons mentally defective, but the aged and persons in ill health. A dependent need not live in the taxpayer's household, nor need he be a relative of his benefactor.

A single person may be the head of a family, and as such allowed the same personal exemption as a married person, \$3,500. A head of a family is defined by the revenue act of 1922 as "an individual who actually supports and maintains in one household one or more individuals who are closely connected with him by blood relationship, relationship by marriage, or by adoption, and whose right to exercise family control and provide for these dependents is based upon some moral or legal obligation."

The normal tax rate is 1-1-2 per cent on the first \$4,000 of net income in excess of the personal exemption, \$400 credit for each dependent, etc., 3 per cent on the next \$4,000 and 5 per cent on the balance. The surtax rate, apply to net incomes in excess of \$10,000.

Taxpayers are advised, for their own advantage, to note carefully that provision of the revenue act of 1922 which provides for a 25 per cent credit on "earned income." The term "earned income," as defined by Treasury regulations, means "wages, salaries, professional fees, and other amounts received as compensation for personal services actually rendered."

However, all net income up to \$5,000 from whatever source derived, is considered to be earned net income, for the purpose of the 25 per cent credit.

For example, a taxpayer, married, living with his wife and with no dependents, whose net income for 1922 was \$4,000 would compute his tax as follows:

Net income ..... \$4,000  
Less personal exemption ..... 3,500

Balance taxable @ 1-1-2 per cent. 500  
1-1-2 per cent of 500 ..... \$7.50  
Less 1-4 of \$7.50 earned income credit ..... 1.88

Balance of tax payable ..... \$5.62

The return, accompanied by at least one-fourth of the amount of tax due, must be filed with the collector of internal revenue for the district in which the taxpayer lives, or has his principal place of business. The filing period for the calendar year 1922 is from January 1 to March 15, 1923.

**PILES**  
Cured without Surgery  
**DROA JOHNSON**  
1324 MAIN ST. KANSAS CITY, MO.  
68 PAGE BOOK—FREE

LETTER HEADS  
\$6 PER THOUSAND  
ENVELOPES  
\$5 PER THOUSAND  
High Class Job Printing at Low Prices  
THE GENERAL PRINTING CO.  
Farmers Union Bldg.,  
Salina, Kansas

**DON'T FORGET**  
The Best Protection in the State  
Is offered you by your own organization  
**ARE YOU PROTECTED**  
With this kind of Insurance? If you are not write us and we will see that you are.  
**Farmers Union Mutual Insurance Co.**  
Fire—Lightning—Windstorm—Hail  
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 published by Jobbing Assn ..... | 20c |
| Constitutions .....             | 5c         | Farmers' Union Watch Pobs .....                          | 50c |
| Local Sec's Receipt Books ..... | 25c        |  |     |
| Secretary's Minute Books .....  | 50c        |  |     |
| Farmers Union Buttons .....     | 25c        |  |     |

Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor.  
WRITE C. E. Brasted, Box 51, Salina, Kansas.

**Let's Co-operate**  
True Co-operative service results from the loyalty of Farmers Union members to their own organization, and from the organization to the interests of its members.

**We Need Your Consignments**  
**FARMERS UNION JOBBING ASSOCIATION**  
337 Board of Trade Building  
Kansas City, Missouri

**Be Your Own Embassador**  
**Represent Yourself**  
**Have Your Say**  
By Shipping To  
**YOUR OWN FIRM**  
You not only receive expert service, but will build for the future.

**In No Other Way**  
**Will Your Voice Be Heard**  
**Farmers Union Live Stock Commission**  
Stock Yards  
Kansas City

**Stand By Those Who Are Standing By You**  
We are building up a great farmer-owned and farmer-controlled financial institution.  
It is furnishing life insurance to farmers at cost, and it is using the money they pay in premiums for their benefit and theirs alone.  
Isn't such an institution worth the support, moral and financial, of the farmers in the middle west?  
Free booklet descriptive of the company will be sent upon request.

**Farmers Union Mutual Life Insurance Company**  
HOME OFFICE—DES MOINES, IOWA



