



# THE KANSAS UNION FARMER

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Education

Co-Operation



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## THE ECONOMIC SETTING OF THE FARM DEPRESSION

By Henry C. Taylor

A Paper Presented Before the Border States Meeting on National Agricultural Policy, November 1, 1927, Marquette Hotel, St. Louis

I am glad to speak on this occasion to this representative group of farm leaders because you are getting together for the purpose of operating in a unified way in solving the big farm problems of America. If an American standard of living is to be enjoyed by farmers in this country of ours, American farmers must act in a unified way to secure a fair share of the national income. The past seven years have brought much of disaster to American farmers, savings of years have been wiped out and living standards have been depressed.

The history of agricultural depression shows one common result, a lowering of the status of farmers and a blighting of the rural people. In England toward the close of the 17th century—after seventy-five years of successful colonization in America—the proportion of farmers who owned their farms was about as great as in the United States. In 1900, two centuries later landowning farmers in England were almost obliterated. The ownership of farms had passed into the hands of those who had made fortunes in industry and commerce. A history of the struggle of English farmers to hold their position as owners of the soil, shows that the periods of agricultural depression were periods of great decline in farm ownership. In fact it would seem that the decline in landownership on the part of farmers in England was brought to pass largely by a series of depressions which brought them down like apples from a shaken tree.

Because of this close relation between agricultural depressions and unfavorable changes which determine the economic position of farmers and their standard of living and because I feel that it is only through uniting the forces of agriculture into a closely knit organization which can work effectively to protect the interest of farmers, I desire today to center my discussion upon the present agricultural situation and the means of setting things right.

There are those who believe nothing can be done for the farmer in the depression and who feel the thing to do is to treat him like a cancer patient; cheer him up but not tell him the truth about the disease that is destroying him. I want to talk to you about the agricultural situation and to point out the things which CAN BE DONE.

I have been told by the pessimist that, "Farmers will continue to farm as they have—regardless of costs and prices. They will continue to vote as they have—regardless of broken promises; political gestures; specific acts to keep farmers from being fitted from legislation; and specific acts which further increase the prices paid for things farmers buy." These things I do not believe to be true in general of American farmers. To the extent that these things are true there may be some ground for the statements made by those people who say, "The country folk of the United States are fast becoming a peasantry." Peasantry is a state of mind. When farmers cease to resist unfair treatment when they take what comes to them, and are content with a low standard of living, when they cover before the political leaders who rob them, they ARE peasants.

But I am not willing to believe things are true very generally in the United States. I believe American farmers will be alert to know the truth and knowing the truth act together to improve their conditions.

There is so much that the farmers can do to help themselves in this period of agricultural depression, that it is a privilege to meet with a group of farmers who are striving to help themselves. In the course of what I shall have to say I shall hope to make clear that there are many things farmers need to do for themselves besides improving their farming. They have political responsibilities which have not been given adequate attention. The economic problems of the farmer consist, first, of what might be called farm economics, which deals with efficiency in farm management; second, marketing economics, which deals with the problems of efficient marketing of farm products with special reference to co-operation; and third, political economics, which deals with the legislation that influences the share of agriculture in the national income.

### The Share of Agriculture in the National Income

For the five years prior to the World War agriculture secured 20.7 per cent of the national income. During the past five years agriculture has received but 10. per cent of the total national income. In 1926 the share of agriculture was 9.6 per cent. Note this is a decline of one-half in the percentage share of agriculture in the national income. This reduction in the share of agriculture in the national income is due in part to the rapid strides which have taken place in the industrialization of the United States. During the past seven years the agricultural population has declined about 3,000,000 while the non-agricultural population has increased between 10,000,000 and 12,000,000. The increase in the proportion of the population of the United States living in cities, towns and villages and the decline in the proportion living on farms may account for about half of the decline in the share of agriculture in the national income. Of course, it must be borne in mind that this decline in the farm population has in a large measure been due to the agricultural depression. In the light of this decline in farm population the question may be asked, will not the smaller share received by agriculture provide as large a per capita share for the agricultural population in the national income as was received before the war? The answer to this question is that the share of agriculture in the national income would need to be about 15 per cent instead of 10 per cent at this time in order that those dependent upon agriculture might share in the national income in the same proportion as they did before the war.

Efforts have been made to discredit the facts with regard to the agricultural depression by quoting statistics of gross income for the pre-war period in comparison with 1926 including in the figures of gross income the total value of farm crops and the total value of livestock products, etc. The fact is that the proportion of the crops were consumed by the live stock which were sold or which produced the livestock products. Furthermore, the fact that expenses of production have enormously increased, and the fact that the monetary value in terms of which the values of the latter period are expressed has been greatly inflated has been ignored. The fact of the matter is that the net income of agriculture for the five years following the beginning of the depression had a purchasing power which expended for consumption goods at retail prices of only about 70 per cent of the purchasing power of the net income of agriculture for the five years before the war. Thus farming has not only failed to share in the prosperity which has led to such great contentment on the part of those employed in city occupations, but its power to command food, clothing, shelter, education and other consumption goods essential to an American standard of living has been absolutely reduced far below the pre-war level. This has not been due to lack of efficiency or effort or actual production on the part of farmers but to an unbalanced distribution of the annual wealth of the nation among those who contributed to its production.

This situation arises out of the fact the purchasing power of farm products has been on a much lower plane than before the war. In the late months of 1926 and on the average for the past five years the purchasing power of farm products was about 50 per cent of what it was before the war. In other words, farmers had to send 5 carloads of products to the city to pay for the same quality of city products they received in exchange for 4 carloads before the war. For the benefit of those who wonder how the purchasing power of the net income of agriculture was only 70 per cent while the purchasing power per unit quantity of farm products was 80 per cent attention is called to the fact that higher costs for supplies classed as business expenses and taxes greatly increased and this increase had to be paid out of what would otherwise have been net income. In recent months price ratios have improved. So did they improve for a period in 1924 and 1925 when they rose as high as 93 per cent; but by the latter part of

1926 the purchasing power had again fallen as low as 80 per cent. Even if the present improvement in price ratios should prove more permanent and I certainly hope it may, the tremendous losses sustained by farmers during the past 7 years leave vast numbers of them under a staggering load of debt which it will take the best of their lifetime to pay off and during which the farm children of the nation must suffer from this blighting influence. In the settlement of these debts should not at least as much humanity be shown as in our foreign financial relations?

All branches of farming have not suffered equally nor has the depression hit them all in the same season. In 1920 sheep and wool were the hardest hit. The sheep men and their bankers in the northwest were insolvent. An increase in the wool tariff and, what was more important at the time, the control of the surplus stock of wool held by the United States government restored the sheep and wool industry to a profitable basis. Cotton next fell into a decline, followed by wheat and corn. During these early stages of the depression the dairy industry suffered relatively little. In 1921 the purchasing power of thirty farm products averaged 69 per cent of what it was before the war. This meant that the farmers had to deliver 145 carloads of products to the city in exchange for the same amount of goods they secured before the war for 100 carloads. Fortunately for the dairy industry, dairy products did not suffer so much in 1921. The purchasing power of dairy products in that year was 89 per cent of pre-war. In other words 119 pounds of dairy products would buy as much non-cultural products as 100 pounds bought before the war and far more agricultural products. Thus the dairy farmer was relatively well off compared with other farmers at the beginning of the agricultural depression.

This superior position of the dairy industry lasted three years. But by 1924 the purchasing power of dairy products fell to the level of other farm products. During the years 1924, 1925 and 1926 the purchasing power of dairy products fell below the average of 30 farm products. Farmers have had to produce and deliver six cans of milk to pay for the same goods they could pay for before the war with five cans of milk. As a Wisconsin farmer I did very well up to the beginning of 1926 but since that year my farm income has been very unsatisfactory.

A study of the causes of the agricultural depression leads back to many things which happened during the war and after the war to unbalance the economic life of the nation.

**Unbalanced Production.** It has been estimated that 40,000,000 acres of additional crop land were brought into use during the war as a result of the special stimuli that were brought to bear upon farmers as war measures. Of the various methods that were used to stimulate agricultural production during the war the appeal to patriotism was most widely used, and it is believed wielded the largest influence. Associated with the appeal to patriotism was the guarantee of a minimum price for wheat which in administration became a fixed price. In the case of pork, statements were made which were interpreted by farmers as being a guarantee of a price for hogs that would sustain a certain ratio to the price of corn. These proposals to sustain the price of pork and pork were supplemented by statistical statements issued by the food administration which, while apparently without adequate foundation in fact, may have been justifiable as war measures to influence farmers to expand production.

The important thing to bear in mind with regard to the expansion of agriculture for war purposes is that it came at the behest of the Government, and that the expansion was in the same lines of production as are characteristic of peacetime agriculture, so that an adequate expansion for war purposes meant over-expansion on the basis of peacetime demand. When we turn to the manufacturing industries, it becomes a matter of common knowledge that the major war industries were devoted to the production of special war supplies of kinds not demanded in peacetime. Furthermore, many of the peacetime activities in the city industries were in part suspended during the war, thus when the war was over agriculture was over-expanded and peacetime city industries were under rather than over-developed.

The wartime city industries were, however, without a market for their products at the close of the war. This might have proved as great a disaster to the city industries as the over-expansion of agriculture has proved to farmers, had not the Government borne the expense of dismantling the city war industries thus providing the capital for making the necessary readjustments to peacetime conditions.

In agriculture the dismantling process has gone on under the blighting

### AN INTERESTING MEETING AT ELMWOOD

A. M. Kinney was host and chauffeur to the editor-Saturday on a trip from Kansas City to Elmdale, where we attended the county meeting of the Chase Co. Farmers Union. We left Kansas City rather early, finding a threat of storm in the air. For about a hundred miles we made fine time, but for the remainder of the trip ice on the windshield made it nearly as hard for us to see roads in Kansas as it is for the K. C. State. A punctured tire and an empty gas tank added to the pleasure of the hour, and a doorman at the hotel to an estimate of 40 below zero kept us from getting heat up over it. We arrived about 2 o'clock and found a fine orchestra of young people ready to play (and they were capable, too), and a small group of farmers who had braved the weather to attend. They had the reports for the year just closing and arranged to meet next time with the 3:30 local. After some discussion the present officers—Pres. Manderly, Vice-Pres. Dawson, Secretary Woods and Lecturer Wells—were re-elected. A quiet but deep determination to set 1928 was apparent. Four locals were represented in the gathering. After the making and some good music a lunch was served by the ladies. Kinney and I had done without dinner purposely for this occasion, and I believe they thought we had missed several meals in succession. It was a profitable meeting, and these good folks are facing forward for the New Year. While I was walking around the room trying to warm up Kinney secured the promise of several cars of corn for the Johnsons. The work was like compound interest—quietly, but with cumulative effect.

### MARSHALL COUNTY HAS GOOD MEETING

The annual meeting of the Marshall County Farmers Union was held in Blue Rapids Tuesday, Dec. 6, with 10 locals and 40 delegates answering roll call. The meeting was held in the evening. After a splendid dinner, the meeting was opened by prayer by Rev. Alsbury. A short musical program was then given by Mr. and Mrs. Maynard which was very appropriate. The regular order of business was then taken up. It was decided to put on a membership drive between now and the second Tuesday in March. Cash prizes are offered for the locals securing the most new members, ranging from \$15.00 for first prize, \$10.00 for second, \$5.00 for third and so on down to \$1.00. Eleven prizes in all so all secretaries get busy. The election of officers followed and the following officers were elected: H. A. Waters, president; A. J. Wempe, vice-president; Richard H. Mackey, secretary-treasurer; John Frost, lecturer; Mr. Crome, John Stolz, A. D. Fitch and H. L. Traveler assistant lecturers; Wm. Fincham Jr., conductor; Oscar Levine, doorkeeper. Mr. Crome, Otto Levine and H. L. Traveler, executive committee. Brother Simpson of our Farmers Union Insurance Company was present and gave us a splendid talk. Brother Chase on the good of the order, gave a splendid talk. He stressed on the principle of our pre-war motto, "Brotherhood and election of the golden rule." Then followed the debate between R. H. Hawkins and John Frost, which was enjoyed by all, but as it was growing late their time was limited, so they only got started good on the subject when they had to stop. No decision was rendered, but we hope to hear more from them again at some future date. President Waters appointed a few committees for the Marysville meeting which will be the second Tuesday in March. The meeting then adjourned.

Richard H. Mackey, secretary-treasurer.

### CRAWFORD COUNTY

The Crawford Co. Farmers Union No. 25 will meet on the last Tuesday, the 27th in Strickler hall at 1 p. m. This is our annual meeting. Election of officers and other important business. A full delegation is desired. This is your meeting. Come. George W. Hamm, Pres. G. W. Thompson, Sec'y-Treas.

### FARMERS UNION TUNT

The Cargy Local No. 2136 held their annual hunt last Friday, Dec. 9. A fine crowd was out bringing in a total of 441 rabbits. Ernest Tutter having the most, 41 in all. The rabbits were sold at a good price \$1.50 per dozen or a total of \$51.00. Dinner was served at the R. E. Tutter war club. Everyone enjoyed the day and the proceeds will be used for supper during the winter. The rabbits were sold to Fred Glead of Lawrence, who has bought them the last several years we have hunted.

R. E. Tutter, Sec'y.

### HAWKINS LOCAL NO. 1615

Hawkins Local No. 1615 met at the school house Dec. 13 with 16 members present. A splendid report of the state convention was given by Mrs. J. I. Young after which election of officers for 1928 was in order and were as follows: President, D. E. Beck; vice-president, H. L. Morgan; secretary-treasurer, Mrs. H. L. Morgan; conductor, W. H. Fisher; doorkeeper, W. L. Barton; lecturer, Mr. J. H. Young; executive committee, E. S. Monroe; E. C. Twining, L. H. Perkins; delegates, the County Union, H. L. Morgan, W. H. Fisher, Mr. J. I. Young, W. L. Barton, E. S. Monroe. Next meeting

ing and installation of officers will be Jan. 10, 1928. Everybody come. Mrs. L. C. Rice, Retiring Sec-Treas.

### CORN HUSKING

The old Farmers Union Spirit was again demonstrated when Cargy Local No. 2136 alone with other relatives, neighbors and friends met at the home of Mrs. Louise Reilly, Dec. 6, to finish her corn husking for the season.

About 20 wagon were on the job early in the morning and everyone worked until the whole harvest was in the crib.

There were about 50 men, making two or three to the wagon, all joyful to think they could help some of their community who, by the expression on her face, could not tell if it was her appreciation of the kind deed.

Dinner was furnished by the ladies and you can bet that nothing was left out. Just the kind of eats that corn-huskers dream about, and all you wanted. Even a chance to come back after the huskin' was over that evening.

Forty ears of corn were husked making in all something over 1500 bushels. One field was thought to make about 75 bushels per acre. It was all in the crib in go-time that evening.

Those present were, A. M. Rundle, Elmer Dodds, Ralph Selby, Lloyd Coffman, Sherman Woods, Ed Flory, Marvin Forth, Arthur Hase, Cliff O'Brien, Robert Smith, Herschel Talley, Dandle Tutter, D. L. Talley, Roy Dodder, Edgar Finley, Clarence Hoover, John Desque, Joe Baldwin, Delbert C. Field, Ben Tutter, Henry Desque, Wesley Israel, Frasier Butler, Jennings Price, Chester Bryson, Frank Lemberger, Homer Wright, Tom Tutter, John Dodder, Ed Hardt, Charles Butterfield, Irvin Dodder, Jim Baker, Chas. Simmons, R. English, Will Fawc, Ernest Tutcher, Lloyd Bachelor, Lorine Rundle, Olin Powell, Chas. Forth, Clifford F. W. George Fawc, E. B. Ingle, W. C. Tull, Klaus Powell, Etta Hartman, I. A. Walker, Emma Dodder, Mary Rundle, Myrtle Coffman, Katie Lase, Rebecca Flory, Mary Tutter, Eva Tutcher, Alta Finley, Myrtle Bachelor, Nellie Desque, Augusta Forth, Leo Forth, Maudie Butler, Alta Baldwin, Pearl Dodder, Bitha Dodder, Lottie Selby, Jennie Powell, Wilma Powell, Leola Desque, Eleanor Desque, Myrtle Israel, and the owner of the corn, Louise Reilly.

### BROWN COUNTY MEETING

Brown Co. Farmers Union No. 42 held the fourth quarterly meeting in the court house at Hiawatha Saturday, Dec. 10th.

Meeting called to order by President Wm. Hinton, G. N. Gephart, C. R. P. Kinmel and John P. Oltjen were appointed a committee on resolutions.

Hon. Milo Reno and A. O. Jones were the speakers.

The resolutions committee presented the following resolutions which were adopted:

1st. We, the committee on resolutions Resolved: That we are not in favor of turning all the automobile and gasoline tax money to the state road commission.

2nd. We are in favor that the Industries Oil and other underground minerals be taxed in accordance with the wealth produced as well as the ground above.

Resolved: That the organization keenly express their loss of Brother Kenner. He was a faithful member. May we ever remember his name. May we have more like him.

G. N. Gephart, C. R. P. Kinmel, John P. Oltjen, Committee.

The following officers were elected for the coming year: Wm. Hinton, President. C. R. P. Kinmel, Vice-President. Clyde Royer, Secretary-Treasurer. John P. Oltjen, Conductor. John Kopp, Doorkeeper. W. P. Lamberson, Lecturer. Chas. A. Babbitt, G. N. Gephart and Wm. Heimlich, Executive Committee.

### SEVERAL FROM SALINA ATTENDED FUNERAL OF MRS. M. O. GLESSNER AT LA CROSSE

The funeral of Mrs. M. O. Glessner was held in LaCrosse, her former home, on Saturday, Dec. 17th. Three cars, carrying twelve people drove from Salina to attend the funeral.

Mrs. Chas. Broom took Mrs. Chas. Simpson, Mrs. Loretta Rittgers, Mr. C. E. Brasted and Rev. C. E. Huff in her car, and Mrs. Z. A. Mills took Mr. and Mrs. M. L. Amos and Pauline Cowger with them. Mr. and Mrs. C. S. Neeley drove their car. The party left Salina at about nine o'clock in the morning and arrived at LaCrosse at 1:30 p. m. Rev. C. E. Huff preached the funeral sermon. There were many beautiful flowers.

It is needless to say that the friends that Mrs. Glessner has made in Salina will miss her, for anyone who has ever known her will understand how thoroughly she made her way into the hearts of all with whom she came in contact. We all join in expressing our sympathy to Mr. Glessner and Muriel, and only hope that we can be the kind of friends who will comfort and help as the time goes on.

influence of depression. It has carried with it untold loss and suffering. 31,000,000 acres of land went out of use between 1920 and 1925, largely through bankruptcy. This has reduced the crop acreage about 15,000,000 acres. Millions of the farm population have moved to towns and cities but less than half of them have found a footing. The others have drifted back to the farm. The net result was a reduction of 2,000,000 in the farm population between January 1, 1920 and January 1, 1925, during which time the population of the United States increased nearly 9,000,000. In the next two years the farm population shrank a million more. Thus American agriculture is being dismantled at untold human cost.

### Have We Too Much Agriculture?—The Tariff

But why should agriculture be dismantled? Have we too much agriculture? The amount of agriculture a nation should have as a basis of maximum national well-being depends upon the relative abundance of the natural resources available as a basis for agriculture and for other industries. When judged on this basis we probably do not have too much agriculture in the United States at the present time. But we have too much to be profitable under our present tariff laws. The fact is that with Russia largely out of the European market the United States has been able to sell more farm products abroad since the war than before the war, and at better prices. The major difficulty would appear to be neither that we have too much agriculture in the United States nor that the foreign markets are too weak to absorb our agriculture surplus, but that the tariff is too high plus at satisfactory prices. The real difficulty is that the prices farmers pay for what they buy in the United States are on an abnormally high basis relative to prices in world markets in which the farmers sell their surplus, and which determine the prices of our staples sold at home. This is the result of effective group action to limit competition through trade rules and an abnormally high protective tariff on industrial products.

When the principle of the protective tariff was injected into our national life, it was thought that stimulation by means of a tariff on certain products, which would otherwise be less profitable to produce than the unprotected products, would ultimately enable these industries to stand without the tariff crutches. It was believed that in due time the nation as a whole would be more prosperous as a result of developing new industries, although in the meantime the total annual production of the nation would be somewhat reduced by the tariff. The purpose of the protective tariff was to elevate the prices of certain products and thus enable the producers of those products to compete in the domestic labor or market and money market for the labor and capital essential to the industry. This policy was initiated at a time when agriculture was predominant. Had the representatives of agriculture then taken a narrow class interest point of view we probably would not have had the protective policy established. But the leaders of those days were statesmen; they wanted a well balanced economic basis for our national life. Now that city industries have grown strong relative to agriculture can we not still have that type of statesmanship or must we expect that the class interest of the city groups will stand ready to sacrifice agriculture and thus weaken an essential part of the foundation of a permanent national life?

Many false ideas with regard to the purpose of the protective tariff have gained currency in recent years. President Coolidge is quoted as saying, "The Republican Party supports the policy of protection as a broad principle, good alike for producer and consumer, because it knows that no other means to prevent the lowering of the standards of pay and living for the American wage earner

toward the miserly scale that prevails abroad has ever been devised." If this statement is intended to imply that the tariff is essential to maintain generally a higher standard of living in the United States than in foreign countries no economist of standing would for a minute endorse the idea. Economists know that the higher standard of living in the United States is possible because of the greater abundance of capital and natural resources per capita in this country than in other countries.

If by the above quotation is meant that the protective tariff is a line or barrier to secure a higher standard of living in this country at the expense of other groups than they would otherwise receive, economists would agree with the statement.

The immigration law does help in holding the benefits of these greater resources in the United States for ourselves, but the tariff does not enhance the general standard of living. The tariff reduces our general standard insofar as it directs labor and capital into less profitable lines of production than they would take in the absence of the tariff. The protective tariff as it is now in force has been a major factor in reducing the standard of living of the American farmer during the past five years. This is true because it benefits certain other classes at the expense of farmers to which the benefits have not been generally extended.

### Tariff Reform Needed

At the close of the World War owing to conditions stated above agriculture was in a weak position. City industries were in a strong position, and thus better able to compete with agriculture and other unprotected industries for the necessary labor and capital. Under those conditions the tariff should have been reduced on manufactured products or made effective on the staple agricultural products. Yet at that time the protective tariff was increased with the effect of further lifting the prices of manufactured products in the domestic market, just when unprotected, farm products were suffering from low prices. This condition had the effect of increasing the maladjustment of price ratios at a time when a reduction in the tariff on manufactured products or a means of making the tariff effective on farm products was needed and would have had the effect of helping to restore price ratios. The maintenance of price ratios would not have tended to expand agriculture but to maintain on a relatively profitable basis a larger proportion of the agriculture that had been developed and which will be needed in a relatively short time if the life of the nation is to long a time for the individual to suffer depression without permanent damage to the quality of farm people and the basis of our national life.

With the present tariff schedules American agriculture will need to be dismantled far below its 1914 level in order to re-establish the purchasing power of farm products and put it on the basis of equality with other industries unless the tariff is made effective for staple agriculture products of which we produce a surplus. What is sound national policy in this regard is a matter which should be definitely worked out as a basis of government action. If agriculture is to be forced to dismantle in order that other industries may enjoy unimpeded prosperity, should the burden fall entirely upon the farmers who find themselves in an unhappy economic position because of our past and present national policy? This is a problem which should command the attention of statesmen who care for the welfare of the nation and the permanent prosperity of the nation and not be left a football grapple by private interests struggling for immediate gain.

If this problem is not dealt with in a statesmanlike manner grave results will certainly follow.

The first economist to make a statistical study of the distribution (Continued on page 2)

## Notice of Annual Meeting

The annual meeting of the policyholders of the Farmers Union Mutual Insurance Company of Kansas and the Farmers Union Mutual Hail Insurance Company of Kansas will be held in the office of the company at Salina, Kansas, January 5, 1927, at 10 o'clock a. m., for the purpose of electing 5 directors and the transaction of any other business that should come before the meeting.

C. E. BRASTED, President.  
CHAS. A. BROOM, Secretary.

## "How Far to Bethlehem?"

How far to Bethlehem?  
For would you be the first to see  
That strange new star in the Judean  
skies;

To seek and find the new is to be wise,  
And wisdom is a sacred quest with  
me—  
How far to Bethlehem?

O far, too far to find it, Pilgrim Soul,  
As far as east from west, or pole  
from pole!

How far to Bethlehem?  
For I would be among the first to  
kneel  
Beside the Little Christ, the Cradled  
King;

My gold, all that I prize, I humbly  
tine  
And bid Him use my gifts to help  
and heal—  
How far to Bethlehem?

O near, so near almost your eyes can  
trace  
The smile that rests on Mary Moth-  
er's face!

Molly Anderson Haley.



## The Kansas Union Farmer

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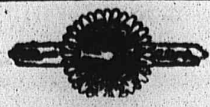
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Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the Locals and what you are doing. Send in the news and thereby help to make your official organ a success.

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

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

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



THURSDAY, DECEMBER 22, 1927

### THE RAILROADS DO NOT CHOOSE

The Kansas Union Farmer asked lately to be included in the list of publications carrying paid advertising of a general character for the railroads operating in Kansas. The Missouri Pacific and the Union Pacific have replied, deeply regretting their inability to advertise in our columns. Their costs are too heavy now, and they fear they will have to cut down the ads very sharply for 1928. Too bad, too bad, after all we have done and tried to do for them. We only chastised them because we loved them and wanted them to grow up decent and respectable. They ought to love us in return.

### BY PRODUCTS

Cull citrus fruit, which formerly cost the growers from \$1.25 to \$2.00 per ton to dump, is now manufactured into by-products by subsidiary organizations of the California Fruit Growers' Exchange, Los Angeles, and brings returns to the producers. Many years of research were required to determine the correct processes of salvaging the unmarketable fruit. The Exchange Orange Products Company is using cull oranges for concentrated orange juice, orange oil and dairy feed; and lemons are made into citric acid, citrate of lime, lemon oil and citrus pectin, by the Lemon Products Company. The demand for these products and distributing channels are being developed every year.

The withdrawal of this lower grade fruit from the fresh fruit market is also of far-reaching importance in preventing losses and in maintaining the quality reputation of California citrus fruit.

Another of the wonders of research and laboratory experiments is revealed in a process recently perfected by Dr. Sidney D. Wells, for many years connected with the U. S. Department of Agriculture Laboratory at Madison, Wis. Through the wizardry of Dr. Wells the golden stacks of straw that mark the end of the wheat harvest throughout the West will be transmuted into stacks of golden coin for their owners.

For many years the federal government and state experiment stations have been seeking a way to turn waste by-products of the farm into a source of profit for their owners. After much experimenting with wheat straw Dr. Wells perfects a process whereby the straw, after being cooked to a pulp in immense cauldrons and combined with certain other chemicals can be formed into thick rigid "boards" of great structural strength that are virtually perfect insulation to heat, cold or sound.

Dr. Wells is one of the world's leading authorities on pulp and vegetable fibers. While in government service he was in a way instrumental in the development of other nationally known building and insulating boards. It was due to his intimate knowledge of these facts that he found a way for a still greater improvement in insulating material through the use of wheat straw. The results of his work will be of inestimable value to the wheat growers of the country.

A mill has just been completed at St. Joseph, Mo., to utilize Dr. Wells' processes commercially. This mill which will be the most modern of its kind in the world will manufacture insulating building "boards" from wheat straw. This first unit will consume over twenty thousand tons of straw annually and over 100,000 square feet of insulating boards will be turned out daily. These boards are used in all building—cold storage and refrigerating construction as they are non-conductors of heat, cold or sound and have remarkable structural strength.

The company behind this mill is composed of men of outstanding prominence in the business world of the nation. Among the heavy stockholders are the Henry L. Doherty interests of New York, operators of public utilities, refineries and oil properties and the Swift Estate interests, internationally known packers.

Dr. Wells will be in charge of the company's research and laboratory work.

### IT'S THE TRUTH THAT HURTS

It is now pretty generally conceded that the railroads will not succeed in convincing the Interstate Commerce Commission that they should receive 40 per cent more for hauling Kansas grain than they are now getting. Instead the railway attorneys seem much concerned as to whether the rates may not be materially lowered—as they should be.

The action of the farm organizations of Kansas in pooling their interests and resources and employing Clyde M. Reed as counsel, it is conceded, is wholly responsible for this result, if it is correctly forecasted as above stated. It should also be admitted in all fairness to Mr. Reed—and to

our discredit—that the fee paid for this service was so ridiculously low that we haven't the heart to set the figures down in these columns.

Incidentally it might be mentioned that this group of organizations is being severely lambasted over Mr. Reed's shoulders by the political tools of the railroads for having told the truth about the real agricultural situation in Kansas. Their plea is that we have hurt the reputation of the state.

If we needed to defend our actions, or the action of our counsel in carrying out our wishes in this matter, we would need only cite the fact that the basis of the plea of the railroads for higher rates was that "agriculture is back to normal" and that the farmers are now prosperous enough to stand an increase of 40 per cent in freight rates on their grain. It was up to us to disprove that contention. To do so we invoked the assistance of the U. S. Department of Agriculture, the Agricultural Economists of K. S. A. C., the Governor of the State, the President and Vice-President of the Federal Land Bank, numerous bankers and substantial citizens whose testimony is irrefutable.

Incidentally we may have tramped on someone's political toes. We may have temporarily discommoded some land speculator. On the other hand we have brought forcibly to the attention of the good people of the State the fact that our one chief industry is being sorely discriminated against, and that practically no citizen or class of citizens within our borders is benefiting therefrom. That the beneficiaries of this uneconomic situation mostly reside in the far Eastern section of the United States and that the political pad suckers of the State who are responsible for spreading the propaganda of the Industrial East under the guise of a State Pride appeal are merely bleeding the people of Kansas to furnish sustenance to our economic enemies.

We can well afford to be called calamity howler demagogues, hired mourners or such other epithets as those who are so hard put to answer our statements may see fit to hurl. Time will fully vindicate our actions in placing before our ratomaking body the bare facts in the case by laying an honest foundation upon which Kansas may grow when an equality shall have been attained for her one great productive industry.—Kansas Bureau Farmer.

### VISION THE NEED

When the Children of Israel were about six weeks out of the land of Egypt in their flight from bondage they came to a mighty barren stretch of country, according to the narrative in the book of Exodus. Right away the whole congregation "murmured against Moses and Aaron." Their lamentations were loud and long. "Would God," they cried, "we had died by the hand of the Lord in Egypt when we sat by the flesh pots, and when we did eat bread to the full!" Had not Moses held up the vision of the Promised Land, they would have abandoned their journey right there, and turned back into perpetual slavery.

So in the co-operative movement, in our journey to the promised land of freedom from exploitation, we come to barren stretches, to rough and discouraging places in the road. And we shall lose heart and want to turn back, just as the Children of Israel did, if we do not have a vision of the goal toward which we are pressing. Vision of the better day for farmers that we seek to bring by co-operation, and loyalty to that vision, are imperative.

We make a great mistake to preach co-operation as a movement that always travels smooth paths. There never has been a movement toward better things that did not meet difficulties and discouragements. We may not always get more for our products by selling them co-operatively than we would get from old-line agencies. Co-operative buying may not always give us our farm and household equipment and supplies cheaper than we could get them by patronizing old-line dealers.

But if we have a clear vision of what can be ac-

complished by co-operation when we have mobilized a sufficient volume in selling and buying and have perfected our methods, we shall "stick" through thick and thin, and not murmur and complain and want to turn back when we come to a tough and barren stretch. This is why the co-operative movement must have something more than just business efficiency. It needs vision of the kind that Moses had in the wilderness. For if we do not have that kind of vision, there will be much turning aside and going back into the slavery of exploitation.

Here and there are discouraged groups of co-operators who are selling their stores and elevators. The Farmers' Elevator Guide for September reports the sale of three farmers' elevators in Nebraska. In some cases, the shareholders of these liquidating associations are utterly discouraged. Often they are bitter toward the co-operative movement and everybody connected with it, and make just such a wail as the Children of Israel did against Moses and Aaron in the wilderness.

In giving up, however, these people are only returning to the bondage of injustice from which they sought freedom through co-operation. Sooner or later they will have to make another effort to free themselves—or remain in perpetual slavery. A vision of the necessity of co-operation and its ultimate possibilities would prevent many of these unfortunate experiences, and keep discouraged co-operators from abandoning the effort and turning back.

The greatest need in the co-operative movement is a clearer vision of the possibilities of co-operation. And next to that is the need of an understanding of the correct principles by which those possibilities can be realized. In other words, we need to see the goal more clearly, and be able to select the best road to it. To turn back when we come to a rough place in the road is the most foolish thing we can do.—Editor Error, in Nebraska Union Farmer.

### "CREAM FROM KANSAS"

In a survey of the New England milk market, the Department of Agriculture says of the milk and cream supply for Boston: "In the winter and spring months some cream is brought from as far west as Kansas."

This drives home again the fact that if corn and hog farmers of the middle-west are going to change over to dairying in any large numbers, the milk producers of the eastern states are bound to feel it. Competition is coming mainly in the form of increased butter supplies, but even in the supplying of sweet cream and milk, the corn belt is actively competing with the dairymen around the big eastern cities.

What it comes back to is that so long as farmers are able to change from one brand of farming to another there is no permanent safety for any special class of farmers. The dairymen have been getting a better net income than other farm groups, and on this account there has not been a great deal of sympathy for legislative activity on behalf of agriculture shown by farmers in some eastern states.

When Kansas cream is shipped to Boston, however, it proves that the whole farm field is bound in the end to reach a common level, and that level, unfortunately, is below the standards of most other industries. With increasing amount of Minnesota butter on the New York market, with sweet cream and milk coming to various eastern points from the middle-west, there ought to be a much more sympathetic attitude toward the McNary-Haugen bill on the part of farm groups in the eastern dairy section. It will pay the eastern dairyman to do what he can to help make the corn, hog and wheat business more profitable.

### FARMER DEWUNNY SAYS:

As HOW Slim Cutlers is looking around for a place to buy overalls on the partial payment plan.

## GLIMPSES OF CO-OPERATION

### CHRISTOPHER COLUMBUS OUTDONE

Bankers, with their access of business records, have discovered that the rate of failures among co-operative enterprises is a good deal less than that in most other businesses. This relative safety and security of the co-op has commended them to those who are trained to judge all enterprises from the standpoint of business soundness."

### CO-OPERATION IN EMERGENCIES

You can't buy fire insurance while your house is burning down, nor can you get co-operative marketing advantages without paying for them in advance, points out a writer in the California Pear Growers.

"I belong to the Pear Growers' Association for the same reason that I carry fire insurance," this member explains. "I would rather not have to be in an association, with the deductions of so much a ton on my crop—but at the same time I would rather not have to be bothered with paying insurance premiums. I would rather feel free to go ahead without having to follow the rules of the fire insurance company as to storing my gasoline and all that sort of thing."

The Association is a good deal like fire insurance in lots of ways. It seems unnecessary until you need it but when you need it you can't run out and get it. It's just got to be there all the time ready for need."

### MORE THAN 300,000 ORGANIZED DAIRYMEN

Delegates representing more than 300,000 organized dairy farmers and a business volume of \$300,000,000 a year attended the 11th annual meeting of the National Co-operative Milk Producers' federation in Milwaukee recently.

Among the member organizations of this federation are the Twin City Milk Producers of St. Paul, with assets of \$1,400,000.00; the Connecticut Milk Producers of Hartford with 3,500 members and an annual business of \$12,000,000.00; the Pure Milk Producers' association of Chicago with 600 members; the Maryland State Dairymen's association, etc.

### A GOOD DEFINITION

Marketing Associations under the co-operative plan are designed for a four-fold purpose, declared

the Supreme Court of the State of Florida in a recent decision. The four purposes are:

(1) To promote, foster, and encourage the intelligent and orderly marketing of agricultural products through co-operations; (2) to eliminate speculation and waste in such marketing; (3) to distribute agricultural products between producer and consumer as efficiently and directly as possible; and (4) to stabilize the marketing of agricultural products.

### DENMARK STILL LEADS THROUGH CO-OP ACTIVITY

Farm Bureau Travelers Find Conditions in Other Nations Similar to Our Own.

Well-developed co-operative marketing has saved Denmark from the agricultural depression that is prevalent in some of the other European countries and which compares to a marked degree with present conditions in the United States, according to G. B. Fisk of the bureau of agricultural economics who recently returned from the Farm Bureau 14-week trip.

"I visited Denmark, France, Germany, Holland, Belgium, England and Scotland," Mr. Fiske said. "Of these countries, Denmark, due to her highly developed co-operative marketing system, is in by far the best condition. Agriculture in England and Belgium, both industrial countries, is probably more handicapped than elsewhere."

"After looking over conditions on the farming country in northern Europe, it seemed to some of our farmers that in farm organizations our own country is mid-way, being a little more united and co-operative than the French and Belgian or even than the English, about the same in a general way as the Dutch, but without the single-minded, willing zeal of the Danes, or the lock-step, all-together unity of the Germans."

### Praise U. S. Fruit Co-ops

"English officials seem to consider our co-operative achievements as most important than we usually accord them ourselves," said the visitors who were almost surprised to hear of our co-operatives in fruits and other specialties receive high praise from their critics who were familiar also with what is being done in Europe. Probably we are too close to some of our good points of progress to see them in due proportion.

## REFLECTIONS

### OR MOTHER'S AIM WAS NOT GOOD

"Who broke that window pane in our house?"  
"Mother did, but it was father's fault. He ran in front of it."

### HERE IS OUR OLD FRIEND AGAIN

WASHINGTON, Dec. 9.—(A. P.)—The ground work for another farm relief battle was laid today with the reintroduction by Senator McNary, Republican, Oregon, of the McNary-Haugen bill slightly modified from the form in which it was vetoed last spring by President Coolidge. Senator McNary, who will be chairman of the Senate agriculture committee, met some of the objections which the President voiced to the old McNary-Haugen measure but is sticking by the controversial equalization fee provision as a means of raising funds to market surplus crops.

### VERY UNKIND OF SHAW

George Bernard Shaw says: "A modern gentleman is necessarily an enemy to his country. (This is because, doing no work himself, he must live on the work of others of his country, so far as it is not a more abstraction, means either his countrymen in the mass, or the natural means of life from which the many are barred from untaxed use of according to their needs.) Even in war he does not fight to defend it, but to prevent his power of preying on it from passing to a foreigner. Such combatants are patriots in the same sense as two dogs fighting for a bone are lovers of animals." That's how Shaw put it.

### "TILL DEATH DO US PART"

A young wife wanted to go to a bridge party. That was a laudable ambition. Her husband objected. That was brutal. He went to bed. That was menacing. So the wife beat him to death with a hammer and then changed her clothes and went to the party. That was courageous. In periods of slight mental depression during the evening she cheered herself up by playing the piano and singing some deeply sentimental ballad. That was discriminating artistic taste.

To even the score as between loving husbands and gentle wives, another husband cut his wife's throat. He said he did it because he loved her so much. That was an ingenious story, very. Also it was a lie.

### SECRETARY JARDINE EXPLAINS

#### HOW WE GET A SURPLUS

An increase in the domestic output of a given crop from one year to the next may not necessarily present a surplus problem. Production elsewhere may have fallen off in the meantime or demand may have increased, or both. But since these pos-

### THE ECONOMIC SETTING OF THE FARM DEPRESSION

(Continued from page 1)

of wealth in the United States was Charles B. Spahr who published a book thirty years ago entitled "The Present Distribution of Wealth in the United States." After referring to the problems of distribution of wealth which led to the Civil War, he prophesied that the next great political struggle tending to split the American nation would not be a struggle between north and south but a struggle between country and city in which the farmers of the south and the farmers of the north will be standing shoulder to shoulder.

With wise leadership, with leaders who can speak for the whole of the nation, with leaders who are not dominated by strong class interests this disastrous struggle may be averted. But the "evaporation" of more than twenty billions of farm wealth has developed a storm cloud which forebodes a political upheaval no less significant than the one preceding the Civil War.

### What Can Be Done?

It is recognized by all that something must be done, but wide differences of opinion still exist as to what should be done. Certain things which farmers can do for themselves in connection with their farm management should not be overlooked. The bad situation with regard to price ratios does not justify the farmer in overlooking any method he can find to reduce his costs and by this means increase his profits. Before the war land was increasing in value and the efficient farmer was ever looking for means of using each acre of his land more completely. It was then desirable to expend more labor and capital per acre in order to increase yields. The conditions now are very different. Land is much cheaper than it was, wages are higher, tools and machinery are higher. This means that labor and equipment should be used more sparingly per acre and land used more freely. In other words, the present situation will lead the efficient farmer to use more land with a given amount of labor and equipment, because the land is cheaper and because by this means he can secure a larger profit in return for his own effort. Increased efficiency in this direction is also in harmony with the general interests of agriculture because, while it means larger yields per man, it means lower yields per acre, and while it means lower cost per unit of product it also means cheaper units of product and this in a measure tends to reduce the surplus and improve the prices of our products.

Changing about from one line of production to another is not the need of American agriculture today. Immediately after the war some such changes were needed. The area in wheat was too large; that has been reduced. Further efforts at readjustment with regard to lines of production should come slowly and carefully. Otherwise a bad situation may be made worse through increased costs to get into new lines of production, only to find those new lines overcrowded once the new producers are in. Dairy farmers in Wisconsin would be better off today if there had been less movement into dairying. Those who advocated the trans-

formations in demand and supply elsewhere do not as a rule accommodate themselves to changes in our output, it is correct enough for our present purpose to say that a bountiful harvest of a given staple usually creates a surplus problem.

Comment: But since acreage is one factor in a bountiful harvest, and the only one we can control, it follows that a possible surplus or famine will be always with us. Of these the surplus is far the better. When controlled, as provided for in the McNary-Haugen bill, the surplus will be our safeguard against shortage without destroying producers by its effect upon market prices.

### PRESIDENT SIMPSON'S CHALLENGE FOUND NO FAKERS

Neither the Kansas City Star nor the American Farm Congress has seen fit to respond to the accusation made by John A. Simpson of Oklahoma that the Congress is a fake farm organization. If this alleged farm congress is promoted and financed by big business concerns, and if it has no considerable number of actual farmer members it is entitled to the contempt of real farm organizations. A resolution which was adopted at the recent National Convention charged it with being a "listening post," merely. That it posed as a farm organization for the purpose of modifying or defeating a real of agricultural relief. The charge has been made openly, and nothing but silence has been heard in reply.

### THE FARMER KNOWS HOW THIS PRINCIPLE WORKS

Pat was a good husband, but occasionally he would go on a spree while his family got along as best they could.

When he died suddenly, the neighbors were shocked, and a kindly woman, chatting over the fence with Pat's wife, tried to comfort her by telling of Pat's good points.

"He was such a man of principle," she said.  
"And am I not the one to know it?" replied the wife. "Sure and every Saturday night from the first day we were married didn't he come home and place his pay envelope in front of me as regular as a clock? Not once did he miss all the time we were married. Of course, the pay envelope was always empty, but look at the principle of the thing!"

### INTEREST ON STATE FUNDS

The separate states in the Union carry average daily balances in their depositories ranging from a million dollars in Vermont to seventy million dollars for New York. With three or four exceptions these daily balances draw interest for the public. Iowa

gets 2 1-2 per cent and requires no security on its 5 1-2 millions, and the same rate and rule is found in Maine, Massachusetts and New Hampshire. New Jersey gets 2 per cent without bond. Colorado, Idaho and South Dakota, where high interest rates prevail, get only 2 per cent, but require careful bonding. Ohio and Kansas ask competitive bids for their funds, and Ohio gets 4 per cent on its inactive funds and 2 1/2 per cent on active. Kansas gets 3 1/2 and 2 per cent, respectively, Delaware and North Dakota—as states a controlling interest in the depository banks. Delaware has an average balance of 5 and North Dakota of 11 million dollars.

### SUE CHICAGO GRAIN FIRM

Seventeen suits involving a total of \$126,000 have been filed in the circuit court of Ottawa, Ill., by local farmers and others against James E. Bennett and Co., Chicago grain firm. These suits grew out of the failure of the Smith elevator at Triumph, H. G. Smith, owner of the elevator, is plaintiff in one of the suits. He is seeking to recover \$30,000 which he claims he lost on future grain trades placed with the Bennett company. The other suits are on behalf of local farmers, covering grain placed in the Smith elevator for storage, but which was shipped to the Bennett company and sold by it.

It is said to relate that farmers will cuss their co-operatives, for no cause whatever, and go right on furnishing such organizations as the Bennett company with the necessary weapons with which to destroy co-operative marketing.—The Texas Wheat Grower.

### LITTLE LIPS THAT GREET ME

By Jay B. Iden.

Two wee babies waiting  
Where the breezes play,  
By the gates of Slumber Town,  
Down by End-of-Day.  
Drowsy-eyed, but smiling,  
Waiting patiently,  
With their kisses ready  
In the dusk for me.

Someone said a fairy  
Spins their kisses sweet,  
Taught them how to tip-toe  
On their little feet;  
That a purple butterfly,  
Floating airily,  
Taught them all the grace they use  
When they run to me.

Anyway, they're waiting,  
Wee eyes touched with sleep,  
By the brink of Slumberland,  
Where the dusk is deep.  
That's the benediction,  
That's the day's calm close,  
Little lips that greet us  
Very like a rose.

C. Wallace and embodied in various forms in the succession of McNary-Haugen bills is a most comprehensive bill in its purposes. It includes in addition to the objective of re-establishing price ratios the caring for climatic surpluses and thus providing for orderly marketing through a series of years. Another important difference is that the latest proposal provides for the assessment of the costs back upon the producers thus providing a brake upon production and making the whole undertaking a co-operative one supported by farmers and not by subsidy.

The development of a means of handling climatic surpluses is particularly important to cotton and tobacco growers. In principle this idea has been endorsed in utterances ascribed to men high in the present administration in Washington, although there seems to be no evidence that these high officials have proved the method laid down in the bills in Congress for accomplishing this purpose. Modern civilization is going to develop and adopt means of perfecting the competitive system such as will secure the economies involved in holding off surpluses to meet climatic deficits and such as will secure the justice called for by those who advocate "Equality for Agriculture." These two major principles must prevail because they are essential to the progress and the permanence of our life as a nation. Nothing may be accomplished during this administration. This does not seem to me to be an administration of statesmen, but there are statesmen in the land and they will be placed in positions of leadership and power. Their programs will come, bringing TRUE economy and ALSO JUSTICE.

Certain politicians who have opposed agricultural relief measures have claimed to do so on the ground that the measure which the farmers brought forward were "economically unsound." The administration has stated that it was ready to accept any economically sound measures for agricultural relief. Coming as these statements do, not from economists but from politicians, one may well be puzzled as to the meaning of the phrase "economically sound" when used in this connection. Not long ago a farmers' organization came to our Research Institute and made inquiry as to the meaning of the phrase "economically sound." We promised to look into the matter and report to him.

To define the phrase economically sound as an economist would use it would have been an easy task, but to define what the politician meant by the phrase was an entirely different matter. The administration had objected to farm legislation because it might stimulate production and then turned about and approved an appropriation of \$70,000,000 to expand the agricultural area through reclamation. The administration objected to the farm relief on the ground that it would increase prices of food and raw material and then turned about and approved a fifty per cent increase in the tariff on pig iron. It soon became evident that "economically sound" was being used by the administration in a political and not in an economic sense. (To be continued next week.)



## Ladies' Auxiliary

## Junior Contest

Prizes For Best Letters Containing Suggestions For Conducting A Junior Department. Prizes For The Best Name For Us To Use.

In order for us to get our Junior department started and in good running order by the first of the year, it has been suggested that we begin with a contest, that will last through November and December, ending December 31st.

This contest may be participated in, by any child under fifteen years of age, whose parents are members of the Farmers Union in good standing. The requirements of the contest will be, a letter written by the child giving his ideas of how a Junior Department should be conducted. And a name by which the Juniors will be known, in the columns of the paper.

The prizes will be a Fountain Pen for the Best Letter and an Eversharp Pencil for the one the judges think is next best. The best letters will be printed, and all who write letters will receive Honorable mention.

Send your letters to the JUNIOR EDITOR, KANSAS UNION FARMER, SALINA, KANSAS, BOX 48.

## CONSUMERS' CO-OPERATION IS IMMEDIATE FIELD OF ACTION FOR WESTERN FARM WOMEN

Co-operative Marketing Is Not Enough; Co-operative Buying Must Come If Benefits of Co-operation Are To Be Realized

If we believe in co-operation as a principle, or method, of living we should endeavor to apply this belief to every branch of our social and economic existence.

Co-operative marketing of our produce, though very important and fundamental to the success of agriculture in western Canada, touches, however, only one side of our economic life. "Straws show which way the wind blows" and evidence is not lacking to the careful observer, that even after the successful and permanent establishment of the new co-operative system of marketing our produce (and needless to say our pools are not yet firmly established, but are being attacked both from without) we would still be far from our ideal of substituting co-operation for competition in every phase of our life.

Recently in his speech before the Canadian chamber of commerce convention held at Vancouver, Premier Bracken of Manitoba spoke of the lack of co-operation between industry and agriculture in the west, and said this could be attributed "first to the individual selfishness of our modern business system, which is based on profits to individuals rather than to the community." This is why we declare that in the development of our civilization the co-operative ideal must be applied to all phases of our present complex social and industrial structure, and one of the first steps should be the supplying of the every-day needs of the community with the idea of service to all rather than profit-making for a few.

In our daily life as a community every one is more or less a co-operator—in fact modern life, both social and industrial, is only possible because of the co-operative endeavors or ventures which have become an integral part of it. Think of our post office services, our telephone, telegraph and railway systems, our schools, hospitals, street cars, road laws, lighting and water systems and all the many conveniences which add to the pleasure and comfort of life. How could any of these, even radio broadcasting, be carried on satisfactorily without the co-operation of all citizens? Unconsciously we are co-operators even in the midst of our "mad" competitive system.

Why then this opposition to a further application of the co-operative ideal by the adoption of what is known as consumers' co-operation or co-operative buying? Some object on the grounds that the general introduction of this system would destroy the means of gaining a livelihood of those now engaged in the business of distributing supplies for profit. Similar objections have been raised to every new method of doing business, and to the introduction of every new invention which seemed to supplant certain forms of labor, for example, the introduction of machinery into the trades of weaving, spinning, etc., caused "machine-breaking riots" in the early years of the 19th century. Every new idea is unwelcome to many because it seems to attack present vested interests. Yes we feel sure that in the end consumers' co-operation will be realized in this country, as it is being realized in others, as co-operative postal and telephone arrangements have become a necessary part of our ordinary life. Supplying food and other daily needs is a public service (indeed the milk supply is already considered so in many great cities) it is not a matter which should be left to our present unsatisfactory, wasteful method of distribution—a fact which became very evident during the great war.

What is known as "consumers' co-operation" or "co-operative buy-

ing" is the side of the co-operative movement which has received the least attention, or has been the most unsuccessful on the American continent, both in the United States and Canada. The explanation of this is perhaps found in the fact that these are new countries, for many years sparsely settled, with a cosmopolitan population, great distances and pioneer conditions. These conditions are now rapidly changing, as are also the methods of distributing and retailing our every-day supplies. The individual retailer is beginning more and more to feel the pressure of the severe competition into which he is being forced to enter owing to the establishment of big monopolistic chain stores. This comparatively new form of competitive distribution of supplies is affecting even the big mail-order houses, and is being adopted by them in some of their departments. Here is evident a close analogy to the reasons which caused the formation of our wheat pools and other producers' pools. The producers were forced to co-operate to market their produce for self-protection; consumers and retailers may be forced to co-operate for the same reason.

## A New Development

This new development in our modern distributive system is worthy of closest attention, as the tendency is, and will become increasingly more so, to crush out all small competitors by lowering prices to the consumer. Such tendency will not only increase the worries of the small retailers, but will also increase the difficulties of those trying to establish small co-operative stores; the majority of consumers in these newer countries do not yet seem to realize that once a monopoly is established, by crushing out all competitors, then it is an easy matter to raise prices to the consumer. Any student of these problems knows how this has been done, and is still being done, as for example by the big meat trusts in Great Britain.

Of course the majority of these great combines or trusts are no longer national concerns; they are international—their domain is the earth and all that is therein.)

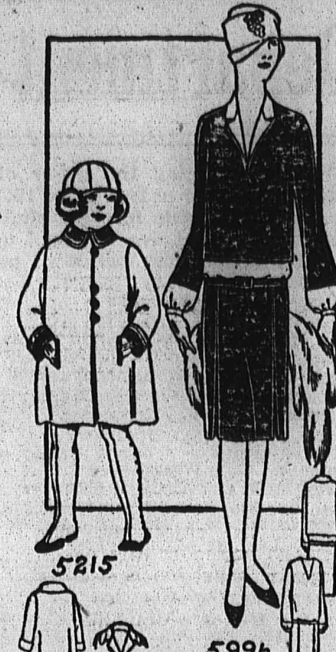
When we turn to consumers' co-operation we at once enter a tremendous field of action. Every attempt at producers' co-operation is confined within certain occupational groups, but the consuming group includes every man, woman and child in existence; thus consumers' co-operation for what is often spoken of as "The Co-operative Commonwealth."

In the development of the modern system of retailing and distributing supplies we have now arrived at the stage where it is fully recognized that some drastic change is necessary. Shall the distributive system continue on the basis of profit-making for the few, or shall we institute the new method of service for all by acting co-operatively?

It is generally acknowledged that the present system is wasteful and costly. Overhead expenses of retail distribution alone is declared to amount to one-third of the price paid by the consumer; in other words for every dollar spent by the consumer the retailer receives 33 cents. Of course this is not all profit but largely excessive cost due to duplication of service, cost of advertising and salesmanship (so-called). The firm is putting "Crisco" on a market are said to have spent \$3,000,000 in 5 years for that purpose.

The Royal Baking Powder Company spent \$750,000 a year, and yet Wm. Ziegler, the chief partner in the firm, left a fortune of \$30,000,000. John Maxwell, for 20 years president of the Scottish Co-operative Wholesale Society of Glasgow, declared: "Economy in production has been reduced to a science, while all that is saved in reformed production seems to be wasted in unreformed distribution." Even apart from freight charges the cost of distribution is much higher than the cost of production.

Thomas A. Edison stated "Selling and distribution are simply machines for getting products to consumers. Like all machines these can be improved with great resulting economy."



5215. Child's Coat  
Cut in 4 Sizes: 2, 4, 6 and 8 years. A 4 year size requires 1 1/2 yard of 40 inch material with 1/2 yard of contrasting for collar and cuffs. Price 15c.

5996. Ladies' Dress  
Cut in 6 Sizes: 34, 36, 38, 40, 42 and 44 inches bust measure. A 38 inch size requires 3/4 yard of 32 inch lining for the under-body, 1 1/2 yard of one material 40 inches wide for blouse, cuff portion of sleeve; collar, revers, and cuff facings, and 3/4 yards of other material for skirt, upper sleeve portion and bolero. The width of the skirt at the lower edge with plaid extended is 1 1/4 yard. Price 15c.

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# THE PROCEEDINGS OF THE NATIONAL CONVENTION OF THE FARMERS UNION HELD AT DES MOINES IN NOVEMBER

(Continued from last week)

We, your Committee on Life Insurance, beg leave to submit the following report:

Whereas the Farmers Union Mutual Life Insurance Company which has been endorsed by four previous conventions, has been extending its activities as rapidly as possible giving our membership the benefits of Legal Reserve Life Insurance in a Company owned, operated and controlled by themselves and as the benefits to be derived from this Company are in direct proportion to the size of the Company we recommend that all Farmers Union organizations, National, State, and Local co-operate in every way possible to build this institution.

## REPORT OF THE MEMORIAL COMMITTEE

We are reminded anew of the frailty of our flesh, and that our fellowships are but brief.

Since our last Convention, John Tremble, Northern member of the National Board and President of the Kansas Farmers Union, has "passed on."

For many years he had been active in the affairs of the National Union, and in the work of his own state. In the course of those years, his broadening acquaintance brought him into close contact with farm leaders, and a familiar figure in the gatherings in many states.

Throughout the entire Farmers Union, with other farm organizations, and with state and national officials, he held a place of unusual confidence and respect.

His grasp of principles, his vision, his sound judgment and genial friendliness, and above all his sterling integrity made him the respected friend and counselor of all.

Big, hearty, wholesome, honest Uncle John commanded the love and admiration of all who knew him, and we pay this humble tribute to his memory.

Be it resolved that this report be printed in the minutes of this National Convention, and that a copy be mailed to the family as an expression of our appreciation of his life and service, and of sympathy for his loved ones.

C. E. Huff  
A. M. Kinney  
John A. Simpson

We, your Committee on the T. B. testing of cattle, beg to submit the following:

WHEREAS, we find that the present method of testing cattle for T. B. is not only unfair and unreliable, but is also illegal; and

WHEREAS, scientific tests made by Park and Norton and endorsed and published by Dr. Evans demonstrate that milk may be pasteurized at a very low temperature by allowing time from six to twenty minutes and without injuring the cream line; and

WHEREAS, responsible health officers of many large dairies and stock raisers have had no trouble from milk borne tubercular contagion for many years and that the propaganda for T. B. testing does not originate with them but more likely from financially interested parties; and

WHEREAS, we believe that a microscopic test of the milk would be more efficient and reliable, fair and just to the farmers and public in general;

THEREFORE, be it resolved that this convention earnestly protest against the efforts and plans of national and state veterinarians, county agents and other financially controlled groups to enforce any compulsory T. B. tests for dairy cattle.

ALEX. DUCHLER  
M. I. Rink  
J. W. BATCHELLER  
W. B. COLE

## REPORT OF COMMITTEE ON CO-OPERATIVE COTTON GINS

We find co-operative cotton gins as organized and operated by the Farmers Union in this country are one of the most practical local co-operative institutions.

This is true largely because there is very little of speculative business connected with the operation of these gins.

We commend to farmers in communities where they produce as much as two thousand bales of cotton the organization and operation of co-operative gins. We also advise that they continue the business to the ginning of cotton on a custom basis and that they do not enter the speculative field of buying and selling cotton.

## REPORT OF CREAMERY COMMITTEE

We wish to point out that our Farmers Union Co-operative Creameries are actually affording real farm relief. In addition to meeting regular market prices and setting up adequate reserves, these creameries are making substantial patronage dividends. The creamery in Kansas City established by the Kansas Farmers Union in the first year of operation, made a patronage dividend of two cents per pound of butter fat, and the creameries at Fremont and Superior, Nebraska, established by the Nebraska Farmers Union returned patronage dividends of 2.4 cents and 3.25 cents per pound, respectively. These creameries have been splendid membership builders in the farmers Union.

We recommend and urge that additional Farmers Union Co-operative creameries be established wherever the available volume and patronage warrant. A creamery committee should be appointed in each state to survey the territory and determine the best locations for additional creameries. We wish to warn Farmers Union members, and all farmers as well, to beware of professional creamery promoters, whose interest is not in promoting co-operation, but in selling profit, Farmers Union members should organize their own co-operative creameries, through saving money and getting durable equipment, and placing their creameries at strategic points where they will fit into an integral system.

We recommend further that our Farmers Union Co-operative creameries get together to set up a sales agency for the distribution of their output, thus eliminating duplication of effort and facilities and reducing the cost of marketing.

We, your Committee on Co-operative Gas and Oil Companies, beg leave to report as follows:—

That from reports available at this time by this Committee it is evident that by pooling our volume in large quantities the cost of distribution can be reduced to a minimum.

Co-operative Gas and Oil Companies in Nebraska, which is the only state of which your committee has any definite information, has not only returned phenomenal savings to its patrons.

But in Nebraska, after about forty Co-operative Companies have been formed twelve of which are Farmers Union Companies, that by building this competition they have reduced the dealers margins from four to six cents per gallon which is equal to a saving to all gas consumers in Nebraska of approximately six million dollars.

The experience in Nebraska at least has been that Farmers Union Co-operative Oil Companies are a great inducement for the increase of our membership.

Nebraska has also organized a Farmers Union state-wide Gas and Oil buying association with a membership of twelve associations to date whose combined purchases exceed twenty cars per month.

The object and purpose is to increase our purchasing power through volume and the building of a Farmers Union brand of gas instead of a nationally advertised brand. We recommend the establishing of co-operative Gas and Oil Companies as follows:

1st. The adoption of uniform articles of incorporation for all Oil Companies in the state.

2nd. The co-operative buying through one state-wide buying agency.

3rd. Adoption of a Farmers Union trade mark.

4th. The buying of gas on the open market on specification instead of nationally advertised brand who charge the cost of publicity to the consumer.

Whereas, one of the most serious dangers that threatens the farmers of America today is that of corporate farming, under which system the farms of this country would be merged into corporate holdings of immense tracts of land, and tillers of the soil would become mere wage slaves and serfs comparable to the peasantry that existed in the days of European feudalism; and

WHEREAS, The greatest hope for the preservation of the principles of democracy on which this nation was founded lies in the existence of a free and independent body of yeomanry owning comparatively small farms; and

WHEREAS, The preamble to the United States Constitution specifically states that it is to promote the general welfare, and under it gradually income and inheritance taxes have been levied constitutional by our highest courts;

THEREFORE BE IT RESOLVED by the Farmers Educational and Co-operative Union of America, in convention assembled at Des Moines, Iowa, November 16, 1927, that a graduated land tax as the most effective means for averting the dangers of corporate farming and of large and concentrated land holdings that threaten not only our homes and happiness, but the very principles and spirit of American democracy itself.

ROBT. MOORE

The Committee on Grain Marketing begs leave to report as follows:

One of the great objectives of the Farmers Union is to obtain for its members and groups ultimate control of the staple agricultural commodities to the end that they may secure at least the cost of production. That control now rests in other hands at the market places. The grain marketing agencies of the farmers are scattered, and the very principles and spirit of American democracy itself.

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WHEREAS, one of the most serious dangers that threatens the farmers of America today is that of corporate farming, under which system the farms of this country would be merged into corporate holdings of immense tracts of land, and tillers of the soil would become mere wage slaves and serfs comparable to the peasantry that existed in the days of European feudalism; and

WHEREAS, The greatest hope for the preservation of the principles of democracy on which this nation was founded lies in the existence of a free and independent body of yeomanry owning comparatively small farms; and

WHEREAS, The preamble to the United States Constitution specifically states that it is to promote the general welfare, and under it gradually income and inheritance taxes have been levied constitutional by our highest courts;

THEREFORE BE IT RESOLVED by the Farmers Educational and Co-operative Union of America, in convention assembled at Des Moines, Iowa, November 16, 1927, that a graduated land tax as the most effective means for averting the dangers of corporate farming and of large and concentrated land holdings that threaten not only our homes and happiness, but the very principles and spirit of American democracy itself.

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## STOCK MARKET

### FARMERS UNION LIVE STOCK COMMISSION

Kansas City, Mo., Dec. 15, 1927—  
The War Is On

General Myers rode out early Monday morning, but was met with vicious assaults on every line. Breaks fell around him all week forcing him to fall back every day.

STEERS: Market \$1.00 to \$1.50 lower, closing mean. Looks like high priced cattle will be hit hardest. This break is due to an over supply of half fat cattle, together with a boycott on beef in the New England states, bulk of the beef marketed being only shorted and below normal for quality.

Bulk of shorted now sell at \$10.25 to \$12.00. Extra good up to \$12.50. Lightweight cattle, lacking flesh, hard to move at any price, packers, going as feeders at \$9.50 to \$10.50, the latter price for choice quality, weighing 800 to 900 pounds. Yearlings sharply lower, best \$1.00 to \$1.50 off, medium grades still lower.

STOCKERS & FEEDERS: This class 25 to 50 lower in sympathy with fat cattle. General Hannon all encountered the enemy well fortified and was forced back with losses every day, the bull division alone showed a gain.

COWS, HEIFERS, MIXED YEARLINGS & BULLS: Killing cows 50 lower for week. Choice heavy cows still in fairly good demand at \$8.50 to \$9.00, fair to good \$6.00 to \$7.50, cutters \$5.25 to \$5.50, canners, \$4.85 to \$5.00. Fat heifers show biggest slump of the season, 75 cents to \$1.50 lower. Fat heifers that were selling around 10 cents last week now bringing \$8.50 to \$9.00; choice baby beef heifers are \$1.50 lower, selling at 11 to 12 cents. Mixed steers and heifers suffered about first of this week, but closing 25 lower, commoner kinds hard to move; choice whitefaces up to \$6.50, reds around 6 cents. Stock heifers selling at \$7.25 to \$7.75 for good whitefaces and \$6.75 to \$7.25 for choice reds. Bulls slow today, but 25 higher for the week, heavy up to \$7.50. General Seger's division was almost annihilated, his real line being crushed, showing heavy losses.

CALVES: Fat calves dollar low, top calves \$1.00 bulk 9 to 10 cents, commoner kinds down to 6 cents. Fat medium weight and heavy \$8.50 to \$9.50. Light weight baby beef calves \$9.50 to \$10.50. Stock calves fully 50 lower, one choice load whiteface steers selling at \$11.25, but bulk sold at \$10.00 to \$10.50 for better grades, with reds at \$8.25 to \$9.00.

General Garrison was driven back of the line he has held since June 1924 under the fiercest fighting of the season's campaign. He regained some of the ground lost today, however.

SHEEP & LAMBS: Slow, generally steady today. Fed western lambs \$13.15, bulk \$12.75 to \$13.10. Fat natives \$12.85 to \$12.75. Fat ewes \$5.75 to \$6.50.

### FARMERS UNION LIVE STOCK COMMISSION

#### CO-OPERATIVE MARKETING FOUND IMMORAL

Grain Dealers Make Profound Discoveries

The National Grain Journal recently puts a final crimp in the whole matter of co-operative marketing. This movement has been abused and ridiculed, opposed, tricked, betrayed. It has been the victim of the mistakes of its friends and the plots of its enemies. Withstanding all, it has developed to such an extent that nearly one-fourth of all agricultural products find their way to market through co-operative chamber.

It has saved millions of dollars to producers and has broken the power of influence general price levels through controlled volume. Market manipulators, groups who profit largely from the "operation" of the market, have never, so far as is known, been able to injure or defeat the farm marketing program because "they were moral in the way. Some of the things which have been done in opposition to co-operation have been a stretch in the nostrils of decency.

But now comes the Grain Journal with its solemn assurance that the thing cannot succeed because it violates the first and greatest law—the Law of Compensation. To break this law is worse than to break the ten Commandments, the Golden Rule and the Volstead Act all rolled in one. Just how gosh-awful this crime is, how deadly damning. Read this and weep, ye sinners:

"The greatest drawback to the co-operative theory is its attempt to break the law of compensation. The law of compensation is broken when a person or firm performs a service to humanity without providing for fair compensation.

The law of compensation does not respect persons. It is as inflexible as the law of gravity. When one breaks that law they suffer, no matter what their station in life is or what man-made theory they have set up in the background.

Co-operation among country elevators has attempted to break a law which cannot be broken, that is, without paying the penalty.

Through the theory of co-operation leaders in the work have tried to convey the impression to the public that he could cut out the middleman and profit that he could do something for nothing.

It is impossible, that is, without paying the penalty. And the penalty is often very heavy. It includes heart-breaking suffering, worry, unkept personal appearances, etc.