



# THE KANSAS UNION FARMER

Organization

Education

Co-Operation

SALINA, KANSAS, THURSDAY, MARCH 8, 1928

NUMBER 30

## WHO IS IT WANTS LOW HOG PRICES

(By Merrill V. Nippes)

This is the second of a series of articles by the writer. It is an intimate study of market conditions and is financed by a group of business men who see by this series a way to bring a greater prosperity to the farmer. If you missed the first article you can start right out with this one. We are trying to give to the farmers a practical viewpoint as the result of careful investigation in hopes it may be of some value to them.

Have you ever stopped to consider who it is that is interested in the price of your farm products? It is not the commission men. It's their business to get the highest obtainable price for the producer.

It's not the railroads for they depend on your spending power for their support. It is not other industries for you must be prosperous before you can buy their products. And it is not the ultimate consumer of your products. Let us here explode a fallacy that I for one held until I left the farm as a grown man. There is a general impression that city dwellers are glad to see the price of farm products drop so living would be more reasonable in the city. This is a false impression for the price of food products in the city is very nearly the same whether the farmers are getting high or low prices. If prices are low the stock is usually taken up before it reaches the city consumer.

Who then is interested in lower prices of your product except those who buy it in its raw state and process it for consumption?

Needless to say every processor of farm products, meat packers, the tanners, the millers, the packers, want to buy the raw material as low as possible and sell as high as they can. It is up to the farmer to guard in every possible way against practices by these agencies that have a tendency to lower prices.

Recently it became evident to market experts all over the United States that the practice of packers buying a part of their hogs directly from the farmer was nothing but a hidden way to reduce the price of the hogs. It became evident that the packers were buying these hogs to keep them off the competitive markets where hog prices are established, filling their private stockyards with choice hogs and paying for them the price second grade or worse was bringing in the competitive public stockyards.

### THE FARMERS UNION PEDLAR

Mr. J. M. Scott, representing the Reef Brand Oyster Shell of New Orleans, and the pedlar started out from Kansas City Thursday afternoon for a trip into southeast Kansas. There was a little snow at Kansas City, but when we got to Paola, there were some pretty large drifts along the road. This is Mr. Scott's first trip to the north, and this was the first snow he ever saw; now of course he had read of the terrible times travelers in Kansas when they had been marooned by the snow drifts, nearly starving to death before they could be rescued, so at Paola, while I was talking to some of the boys down there, he laid in a large supply of canned sardines, crackers and other eatables to be used if we were unable to get in to some hotel, and were forced to camp out in the snow along the road. Mr. Scott says, "There is nothing like playing safe."

Our first stop was at Spring Hill, where we had a good visit with Mr. and Mrs. Wedd. We then drove down to Paola and Ralph Chapman bought a car of Reef Brand Oyster Shell. I am going to fool Ralph some time; he always asks me to stay over with him, and some time when he asks me, I am going to stay a week with him.

Next to Osawatomie where we stayed all night. In the morning Mr. Verdier, the new manager bought his first car of Union Gold flour and feed, but I'll bet it will not be his last one for if there is any article of merchandise which will repeat as often as Union Gold flour, I never heard of it.

Back to Ottawa and we found Mr. Zerbe smiling as usual. Mr. Zerbe is the fellow who gave me the keys to the jail in Ottawa when I went down to get ready for the state meeting last fall, instead of the keys to the Convention Hall. But I have forgiven him for he buys everything of the Jobbing Association whether a pedlar calls on him or not.

Over at Williamsburg we met several good farmer Union folks, and Mr. Fisher gave us a future order for Oyster Shell. We found Mr. Whitaker there and had a nice visit with him.

Down to Harris, and I had to get out and kick the mud off the fenders once or twice on the way. Mr. Dan Cotter bought a car of Oyster Shell.

Called on Mr. Stevenson at Garnett and found him loaded up with Farmer Union goods, so drove down to LaHarpe, where we sold Mr. Roberts a car of Oyster Shell.

Stopped at Iola for the night. I knew I should always miss the fact that Francis wore after it was gone, but I miss it especially this trip, for with a handsome young man like Mr. Scott with me, I do not get much attention from the young ladies in the restaurants; they seem very devoted to Mr. Scott though.

Not only does it work in that respect, opponents of direct buying point out, but it also enables the packers to stay off the open market in the early hours so the price may have an opportunity to slump under slack demand.

This contention of market experts is no idle opinion. Secretary of Agriculture Jardine, has come out with a flat statement that the practice of direct buying of hogs by the packers from the producers is detrimental to the farmers. Senator Arthur Capper expressed the same contention. The statements of such men as these may be accepted as facts by the farmers.

Farmers who live where the local buyers have been put out of business by the packers are urged by market experts to band together and get back to the shipment of hogs to the open market. In dozens of communities, organizations are being formed in which it is pledged that no hogs shall be shipped except to the central markets for sale there. The 100 per cent co-operation of the farmers in Missouri, Iowa, Kansas, and Nebraska in this will re-establish hog prices on a profitable basis, economists declare.

All agree that with corn at its present level and cattle and sheep at their figures, hog prices have been deliberately and artificially pushed down.

The situation is aggravated by the fact that the packers who buy hogs direct, are allowed to grade and weigh such hogs without any supervision and regulation by the government as is required in public stockyards. Under such conditions, the farmer has no assurance of honest treatment except his confidence in the packers' buyers who draw their salary from the packers, to look after the packers' interests.

The Capper-Hope Bill, now before Congress is intended to amend the present statutes to provide the same supervision in private yards as in public markets. It is being fought by the packing interest but a flood of letters and telegrams from farmers of the middle west is reaching Washington daily, urging the passage of the bill.

The first hearing on the Capper-Hope Bill which was to have been held at Kansas City, was postponed until February 29th. Results of these hearings will be detailed in future articles.

### THE GOOD LITTLE BOY

Once there was a boy who never tore his clothes, or hardly ever; Never made his sister mad; Never whipped her before; Never scolded by his Ma; Never frowned at by his Pa; Always fit for folks to see; Always good as good could be.

This good little boy from Heaven, So I'm told, was only seven; Yet he never shed a real tear; When his mother scrubbed his ears; An' at times when he was dressed For a party, in his best; He was careful of his shirt Not to get it smeared with dirt.

Used to study late at night, Learnin' how to read an' write; When he played a baseball game, Right away he always came; When his mother called him in, An' he never made a din; But was quiet as a mouse When they'd company in the house.

Liked to wash his hands an' face, Liked to work around the place; Never, when he'd tired of play, Left his wagon in the way, Or his bat an' ball around— Put 'em where they could be found; An' that good boy married Ma, An' today he is my Pa.

—Edgar A. Guest.

### TOWN AND COUNTRY

How the country has come to town is indicated by the fact that there are approximately 2,800,000 telephones on the farms of the United States, or about 44 farms out of every 100 are equipped with telephone service. Radio manufacturers estimate that close to a million receiving sets have been installed on the farms. The United States Department of Agriculture in co-operation with State Bureaus an educational institutions in broadcasting market reports daily for the benefit of the farmer. The Weather Bureau furnish daily reports on wind, rain, hail and snow.

Shall the workers—the tolling masses, representative of our most worthy population—be enslaved by arbitrary operators of the industries of the country they have helped to make?

"William, don't you know it is wicked to sail your boat in the bathtub on Sunday?"

"Don't worry, Mother, this ain't a pleasure trip. This is a missionary boat going to Africa."

## :: Neighborhood Notes ::

### FARMERS LIFE INSURANCE

At the time the Farmers Union Mutual Life Insurance Company was organized in October, 1922, there were over 800 legal reserve life insurance companies in the U. S.

It can readily be seen that there was no need of more life insurance companies being organized to take care of the farmers' wants in life insurance.

In the farmer's struggle to become well enough organized to obtain cost of production for the products of his toil, one of the most important departments of his organization is that of finance. The life insurance department is of as much importance to a farmer organization, or, as it is to other industrial groups, if the farmer will apply to his business the same methods pursued by the few who control capital, he will not be long in working out his salvation.

The Iowa Farmers Union, after making a thorough investigation found that vast resources were controlled by these legal reserve life insurance companies and the Farmers Union Mutual Life Insurance Company was started to give the farmer control of the reserves created by his life insurance premium.

How well it has succeeded in our short existence is indicated by our last annual statement which shows almost a half million dollars in resources.

The company was organized to sell only farmers or people who live on farms, and the company is preferred for life insurance, and this naturally will make the Farmers Union eventually one of the low net cost legal reserve life insurance companies.

The funds of the company are loaned to farmers in the states in which the business is written on farm land securities and at a low rate of interest, and already the company has been instrumental in lowering the rate of interest charged in some communities.

The company was organized as a mutual, legal reserve, level premium, participating company. Being mutual, the policyholder owns and controls the company. There are no stockholders and each policyholder has a vote either in person or by proxy at any annual or special meeting of the company.

As a legal reserve company the state law requires that approved securities covering the full amount of legal reserve must be deposited with the insurance department of the state in which the company is organized, and the payment of all policy contracts.

Being on a level premium basis the rates are "fixed" and can never be increased, as with assessment insurance companies. However, as the company writes only participating policies the policyholder participates in the earning of the company, and rates are gradually reduced because of the patronage dividends paid to the policyholders. The larger and older the company becomes the greater these patronage dividends should be, and thus the lower the net cost of your insurance protection.

The farm mortgage debt in the United States is in excess of \$8,000,000,000 and is increasing steadily each year. There is no way that this debt can be shifted to the government. It must be paid by the farmer, and there is a way to do it. Business men have formed the practice of covering their indebtedness with life insurance. It is possible to cover the farm mortgage debt with life insurance and as these policies mature the mortgage can be cleared up.

Every individual farmer could take out a life insurance policy and if uninsurable himself, an policy on the life of one of the members of his family, which he can pay for on the same basis that he manages to find the means to pay his mortgage. In a few years, if all farmers would follow out this plan, the farm mortgage debt of this nation would be entirely wiped out. You can start now with the Farmers Union Mutual Life Insurance Company and in your old age, or at your death, leave the old homestead clear to your loved ones.

The vital thing of interest to all farmers is to so build and organize that their position is unassailable. Make it so by supporting the Farmers Union Mutual Life Insurance Company.

### HAWKINS NO. 1615

Howkins Local No. 1615 held their regular meeting February 14th with our new President Don E. Beck presiding. After the regular business, President Beck gave a very interesting report of the annual Produce meeting and other meetings he attended while in Kansas City.

R. E. Pesbit gave a report of the gasoline proposition. At the next regular meeting which will hold March 13, ten minutes' talks will be given on several different subjects. The refreshments committee for the March meeting is Mrs. L. H. Perkins, Mrs. John Cartmill, Mrs. H. L. Morgan. Every member try and attend and co-operate with the President to make these meetings worth while.

Mrs. Harry L. Morgan, Sec.

### PRODUCE ASSOCIATION IN MIDST OF MEMBERSHIP DRIVE

The Farmers Union Co-operative Produce Association has shown a steady growth in membership since it started operations with the Creamery in September 1925.

This is significant because a growth in membership is indicative of a growing favor toward the Produce Association among the farmers of the state. It is also significant because the very life of a co-operative organization of the nature of the Produce Association is dependent upon its membership. Lack of loyalty on the part of the membership means failure. Loyalty to the organization means success and an increased membership means growth of the organization. It is therefore of great importance to note the growth in membership of the Produce Association.

In September 1925 when the Creamery began operations, the membership of the Produce Association numbered 2110. Today we have a membership of 3,720 almost double the previous number. The increase for the first year was 955 and the second year 655.

A membership drive for the Produce Association is under way at the present time under the leadership of D. G. Francis, Organization Superintendent. The first objective was at Morris, Kansas where Mr. Art McKnight had been organizing and with some assistance from Mr. W. A. Prewitt and Mr. W. J. Carlton, a total of thirty-four new members were secured.

Mr. Francis, T. M. Turman and W. P. Kinsley, who were working at Utiaca, Ransom, and Arnold, were then joined by Mr. Prewitt and Mr. Carlton. The membership at Ransom was increased from only a few to fifty-one. A new field was entered at Utiaca and Arnold. At Utiaca thirty-eight members were secured. Station equipment has been installed and cream is now being shipped from this point. Forty-four new members were signed up at Arnold. Station equipment is being installed and shipments will begin very soon. The sign-up at St. Peter was increased thirty-five. Efforts are now being made to increase the membership at Ellis. The boys working there report favorable progress.

This organization work of the Produce Association must continue for it is in this way that a steady and healthy growth is attained. The Association has many requests for organizers and it is expected to get around to all these points just as soon as our corps of organizers can arrange it and as soon as adequate facilities can be obtained with which to handle this increasing volume of produce. Farmers Union Co-op. Creamery, Kansas City, Mo.

### NEOSHO COUNTY

The first quarterly meeting of the Neosho County Farmers Union will be held in the Odd Fellows hall on Erie on Saturday, March 10, at one o'clock.

Walter J. Schumisch, Sec. Brown County Union No. 42, will hold their first quarterly meeting in Hiawatha, Tuesday, March 13th at 1 o'clock. Locals please send delegates.

Wm. Hinton, Pres. C. S. Royer, Sec.

### OSAGE COUNTY

Osage County Farmers Union No. 56 will meet in Overbrook, Thursday evening, March 8. The following officers elect are to be installed: President, E. L. Bullard; vice president, T. L. Tiffany; secretary-treasurer, J. J. Cooper; organizer, F. O. Bice; conductor, U. C. Butel; doorkeeper, J. T. Adams; executive committee, U. C. Butel, R. M. Kaff and Wm. Lyons.

### WOODSON COUNTY

Woodson County Farm Union at Burt Local February 25, 1928

Whereas we pay a premium to protect our investments from destruction by most all kinds of elements, diseases, theft and fire. This privilege was given the people by laws made by men.

Therefore, Be it Resolved, we ask Congress to support any bill which will allow us to pay a premium on our surplus which has to be exported to find a market. Thereby keeping all we produce from being sold at a price established by competition with foreign countries which buy American manufactured farm implements and labor at 25 to 50 per cent less than we can.

Be it Resolved, we ask Congress to closely examine the bill to stop direct buying of live stock by the packers, so as to be sure there is no way to dodge like they have before this on many laws made to reasonably control them.

S. C. Cowles, President. L. L. Byfield, Secretary.

### LETTER FROM THE INSURANCE FIELD MAN

Mr. President I am asking for a little space to tell you what I have been doing. Mr. Brasted and myself planned a little trip to Wakeney to meet with the Managers of north west Kansas. But on the morning of the 20th we learned that on account of bad roads driving was impossible. So we changed our plans and took the Union Pacific at 5 o'clock, we had plenty of company as Huff, Neesley, Kinney, Bailey and Mest Cowger were on the train.

We were given a hearty welcome at Wakeney, we stopped at the Bryant Hotel and Mr. and Mrs. Bryant are the kind of people who always make you feel at home.

The meeting was a good one where ideas were exchanged and everyone seemed to be the gainer for being there. Mr. Huff and Mr. Brasted both gave very interesting talks. The field man time was all taken up talking to the visitors and sold seven thousand dollars of insurance. This is one of the ways we have covering a large territory by visiting one of these meetings we can do lots of business and advertising.

We met Frances Augustine and Kinsley the boys are doing fine work, they are getting a big sign up for the creamery besides re-organizing locals and getting membership for the Union. This is a benefit to the insurance company, as it enlarges our working territory. Mr. President we are making a good showing since the state convention and there is no reason why we should not go on.

The morning of the 22 we were invited by Mr. Francis to ride over to Arnold and Utiaca where they had an afternoon meeting at Arnold and a night meeting at Utiaca. At both places they have been in about one hundred new members.

I bid the boys good bye at Utiaca and returned home on the Missouri Pacific upon my return home I found everything running smoothly at the office and the home folks all well, and felt that our trip had been time well spent.

Chas. Simpson, Fieldman.

### NEMAH COUNTY MEETING

The Nemaha County Farmers Union will hold the first quarterly meeting at the Gillman Township Hall, Oneida, Kan., on Saturday, March 17th at one P. M. Local Secretaries will please select their delegates to attend this meeting. A short business session will be held to elect a county secretary-treasurer. After which the meeting is open to everybody. Mr. A. O. Jones of St. Joseph, Mo., will give a talk on "Marketing the Farmers Products." Also should the Farmers Union be sold to the packers; or sold Co-operatively through a Central Marketing place. And Mr. C. L. Seibel of Des Moines, Iowa, will give a talk on Farmers Life Insurance at Farmers Cost, but no one can afford to miss the opportunity to listen to these men, that know what they are talking about. Other entertainments are by recitations, songs and music, sponsored by our county. Everybody is invited and don't forget this date, Saturday, March 17th, one P. M.

Joel Strahm, Co. Sec.-Treas.

### Produce Association of The Farmers' Union Planning Big Business in Eggs From Westphalia

Outside the trade territory of Westphalia, but few are aware of the enormity of the egg and egg-shipping business from Westphalia, by the Produce Association of the Farmer's Union.

The egg rush will soon be on—in fact we are told many eggs are being produced right now. The Union building south of the tracks have been conditioned to take care of this rapidly growing branch of the business. Last year there was an average of four car-loads of eggs per week during the busy season, shipped from here. Eggs were then gathered daily from about fifteen stations, extending as far as LaHarpe. This year eggs will be gathered from twenty or more stations, which will easily bring the average up to a car-load a day.

Commencing February 15th, and regularly thereafter, all the eggs will be canned here, and consigned direct to the Eastern market. The canning will require the services of about fifteen additional girls, and already a number have filed their application. Shortly a representative with two trained girls will be here from Kansas City to give the necessary instruction. The Times sees this as a big asset to Westphalia—the added payroll alone meaning much to the community. But let it be understood that the egg-shipping department is separate and apart from the Farmers' Union Co-operative Association, and is under the direct supervision of the Produce Association of the Union, located in Kansas City.

We don't do so very often, but a little time now and then at loafing down at the Union Co-operation Association reveals to even the most skeptical that a great volume of business is being done, and under the efficient management of W. J. Schulte. If they don't happen to have what you want they will get it for you, even though it be a Cambrie needle or a ship anchor. They deliver the goods, and "the world" knows and wants to know the Farmers' Union is doing business in Westphalia, and putting Westphalia back on the business map. We feel that when we boost for the Union, we are boosting for Westphalia—Westphalia Times.

As a rule, women are opposed to standing some mothers' sons up in a row to shoot the heads off of other mothers' sons.

## REVIEWING THE BANK SITUATION--AS THE DUST SETTLES

## WE GET A BETTER VIEW

Now that a week has passed and we have had a bit of a chance for consideration and planning, it seems well to discuss somewhat our general situation.

At the first there was no way of knowing how far the disaster might spread. In any business, public confidence is a factor of greatest importance. But in a bank it is so vital that the loss of it may at once compel the closing of a solvent institution.

About 150 banks are said to have been closed in Kansas in the past two years, and public confidence has been almost completely shattered. One county having twelve banks has four left. Following the closing of our bank at Phillipsburg the Farmers National of that city closed, due to a run, as reported.

Under such conditions the very gravest fears were entertained for others of our banks, even though we knew them to be in sound condition. Now it would seem that the most serious crisis is past, and that we may begin to take stock as to our condition.

First of all, we find ourselves with a sense of gratitude and with a renewed confidence by reason of the assurances which have come from the membership. Locals have expressed themselves, letters have been written, hundreds have proposed putting money in to meet the situation. Where utter discouragement had been feared, an awakened people arose. If we could truthfully say that no fault at all for our trouble lay with us, but that it was wholly due to adverse agricultural conditions and to unwise supervision, the Kansas Farmers Union would be a force to be reckoned with in its present mood. There would be a—let us say—

The situation in which farming finds itself has been a factor in our financial problems of individuals and business units have grown more and more acute. Paper became "slow," some of it "frozen." Perhaps no arrangement could have been made to aid banks in meeting such a situation. Whether or not it could have been done it has not been done. The conviction has been expressed officially that there were too many banks in Kansas. And so banks have been allowed, if not encouraged, to die. But we cannot absolve ourselves from blame. A condition had been allowed to develop which gave occasion and opportunity for complaint and closing. So our criticism must be tempered with a feeling and an understanding of the future with a program based upon broader grounds than the claim that we have

### HERE THEY COME!

The Membership Response Is Immediate and Overwhelming

A manager writes:

"In talking to our people they express a willingness to help in any way during this crisis, even to donating money if needed."

A Salesman reports:

"They all want to do something. Tom is on the war path, too, and says the people around there would dig up more than they did at the beginning."

"Mr. Black said two of his stockholders were in this morning and told him they were ready to double their investment."

A Local Secretary says:

"I am making a special effort to collect from delinquent and slow members. I have collected from nine since the bank failed. No doubt if all these would pay up it would help right now. Assuring you that I have enlisted for the war. I am, Yours truly,

And every mail is filled with such letters

### PLEDGES SUPPORT AND CO-OPERATION

The Franklin County Farmers Union No. 72 at its regular session Thursday, March 1st, voted to extend to the Farmers' Union State Bank of Kansas City, Kansas, the assurance of its co-operation and support. We hope that no blame will be placed upon the management and trust that the officials may yet be able to overcome their difficulties and "carry on" for the benefit of the Union.

Mrs. Harry L. Morgan, Sec.

### NATIONAL PRESIDENT BARRETT APPEALS FOR SUPPORT

Washington, D. C. March 2, 1928.

To Members of the Farmers Union:

With the close of the hearings before the Senate Agricultural Committee on the Capper-Hope Bill, it becomes increasingly apparent that the farm organizations supporting the Bill must exert their utmost strength in order to insure its passage. The packers have never in all their history had such a large and effective lobby working in Washington to kill a Bill affecting them.

The Capper-Hope Bill is designed to give the Secretary of Agriculture

been unfairly dealt with by an unfriendly department. We must fight, and we will. But it must be against the generally unjust conditions, the arrogance of more in authority, the dominance of the state by corporations and utilities, the rapid centralization of authority. With a full knowledge of these facts on the part of our members pledges of support come pouring in. Back dues are being paid. Delinquent members are coming back.

Then, too, there is cause for gratitude in the fact that our state-wide units were able at once to make wholly favorable and satisfactory banking connections. Within a few hours after the Kansas City bank closed, the checks and drafts against these institutions were being cashed for. Not a hitch has since occurred in the arrangement. Every transaction has been completed satisfactorily. It so happened that neither the Live Stock nor the Jobbing Association had any considerable amount on deposit. They were hardly disturbed at all. The Produce had a larger account, but not of such proportions as really to hinder in any way their operations. The affairs are running smoothly, and no difficulty will be experienced. Full confidence in these organizations seems to be restored, and to be justified completely.

Plans are rather slowly taking shape, and almost as soon as we may know the exact condition and requirements at Kansas City we shall try to meet them. The Kansas Farmers Union has more at stake than the loss of funds. This disaster has struck deeply, but it has not left us hopeless or helpless. We can so fully overcome this loss as to be stronger than before. It is open to serious question whether our banking program, as carried out, has really proven of benefit. We must be honest enough with ourselves to make searching inquiry into that question, and we must have the courage to act upon the result of such inquiry. But whether we go ahead in the banking game or get out of it, it must be done voluntarily and not under force. If we go out of that line of activity it must be because we are convinced that in so doing we serve our own best interests.

We must get out "staring up." No one is to carry us out on a stretcher. We got a black eye, but that is a mere injury. And we have just begun to fight! We have met difficulty before this one come, and we shall be fighting and overcoming. When this has been well nigh forgotten. Twenty thousand Kansas farmers and their families are not so easily whipped.

the authority to deal with and correct the evils of the system of direct buying of live stock. Practically all of the live stock associations of the country, who are familiar with this system, endorse the principle of the Capper-Hope Bill, and you will recall that John T. Bumble spent the last two years of his life in combatting direct buying.

But the fight is hard and close. If we are to enact this Bill into law, we must do everything in our power to convince Congress of the necessity for such legislation. If you view coincide with those expressed herein, please wire or write your Senators and Congressmen and the members of the two Agriculture Committees urging passage of this Bill. It is also important that your individual members should likewise express themselves.

Yours very sincerely, C. S. Barrett.

### TAXES ARE HEAVY FIRST MORTGAGES

Taxes equal 5 percent interest on an amount equal to 44 1/2 percent of the appraised value of 28 farms. Applying for loans on which were considered in one day in July by the Federal Land Bank of Wichita.

Capitalizing taxes at 5 percent, the tax load ranged from 20 to 106 percent of the appraised value of the land.

From the standpoint of investment, and of making farm loans, land is worth the amount on which the net returns, after deducting taxes and the expense of upkeep of improvement, will yield the current rate of interest.

Taxes capitalized at the current rate of interest in the locality constitute a prior lien on real estate. A first mortgage is second to the tax mortgage which is always first.

Farmers are having definite and convincing demonstrations of the fact that the power to tax is the power to destroy.

According to the publicity department of a large public utilities company, says Successful Farming, more than a thousand farms are being added to electric service lines a month. More than that are putting in private electric plants, so this advance in agricultural efficiency has gained considerable momentum. Nothing can stop it. There are probably 250,000 farms now being served by power lines.

The seventeen electric rural projects are gathering data as to what is best in electrical equipment for rural use. Manufacturers are making such changes in equipment as are found advantageous.



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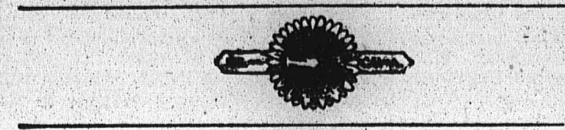
C. E. HUFF, Editor and Manager

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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 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, MARCH 8, 1928

### NEBRASKA FARMERS' UNION STATE EXCHANGE REPORTS

Sales of the Farmers' Union State Exchange, Omaha, Neb., for the past year reached a total of \$1,618,288, not including retail sales from branch stores. This was a considerable increase over the previous year when the total was \$1,512,024. Net earnings for the year were \$49,095. A 4 per cent dividend was voted on capital stock and a substantial sum added to the reserves.

Fourteen co-operative oil associations in Nebraska are now buying their supplies through the state organization, the Nebraska Farmers' Union Co-operative Oil Association, Omaha. A number of other farmers' oil associations have not yet joined the state organization. Some of these are said to be on partly co-operative.

Sales averaging 12,000,000.00 per year and a saving to members of more than \$100,000.00 every twelve months is the record of the Farmers' Union Livestock Commission of Omaha, the oldest and one of the most successful co-operative organizations of its kind in the United States.

Organized ten years ago, the Farmers' Union Commission made itself felt from the very start when it caused an abrupt break in the tendency toward increasing commissions on livestock sales.

Proof of the strength and popularity of this enterprise is seen in the fact that the Farmers' Union Commission now handles more than twice as much business as any one of its 65 competitors.

## THE DAILY DROVERS TELEGRAM CONTINUES FIGHT

### Direct Buying Of Hogs In The Country Detrimental To Producers

#### ARE "VERY GLAD TO BUY"

But a Farmer Shows How Glad Armour and Swift Are

Illinois Man Presents Figures on Their Chicago Purchases to Refute Packers' Declarations of Eagerness

(K. C. Drovers Telegram)

It is quite evident that producers of hogs have been greatly entertained and amused as statements issued by Armour and Swift on direct buying.

Armour is out with the statement that "if producers ship their hogs to the public markets, we shall be very glad to buy them there."

Swift's pamphlet of January 30 says that "if he (the producer) sends his hogs to the central markets, we shall be glad to buy them there."

Comes W. Wessel, Jr., of Bureau county, Ill., to show just how glad Armour and Swift are to buy hogs on the Chicago market when they have received direct from the country about all they need. Mr. Wessel writes to the Chicago Drovers Journal as follows:

Editor Drovers Journal: In reading that masterpiece of American literature, a speech by Colonel E. N. Wentworth of Armour & Company, entitled "Armour & Company Will Buy Hogs Direct," it occurs to me that the Colonel with that voluminous vocabulary and a line that is good but will not stick, has used four columns in the Drovers Journal trying to tell the hog producers something that could have been very nicely written in one column; and has fallen down miserably at that. To the uninitiated this may sound well, but never to a live stock producer. Being a producer and not a packer, I am unable to command a space of four advertising columns in the Journal, but trust the editor will grant me space enough to answer it.

Being only 45 years of age it is impossible for me to contradict anything that happened 60 years ago, and as the article is entirely too extensive, I at least three columns, I will answer this first paragraph and leave it to the producing public if I have not covered his entire speech. He says: "If producers ship their hogs to the public markets, we shall be very glad to buy them there, but if they do not send their hogs to public markets in sufficient numbers to meet our needs, we must go to the country and buy hogs where we can find them."

### McNARY BILL WOULD CHECK PRODUCTION

Equalization Fee Designed to Penalize Excess Planting and Raise Prices

The McNary-Haugen bill, recently introduced in Congress in a slightly modified form, provides for the financing of the handling of exportable surplus by the growers of the commodity in question, and the pro-rating of costs and profits over all of the producers.

The equalization fee, by which this would be accomplished, has three objects:

1. It will centralize handling operations and give the producers a bargaining power.
2. It will provide a guarantee against loss.
3. It will serve as a check on over-production.

Representative Dickinson of Iowa, one of the proponents of the plan, describes the measure as follows:

#### Principle Is Old

"Briefly this bill provides for a farm board, authorized, upon petition of the growers of a majority of a particular commodity, to assist in removing, storing, and disposing of the surplus portion of

the commodity. This was to be accomplished by entering into agreements with co-operative associations or other agencies. The losses, costs, and charges are to be paid from the fund secured from the collection of the equalization fee.

"The principle is as old as government itself. It is, that all beneficiaries of an undertaking in behalf of the public welfare shall contribute ratably toward paying the cost. It is new in name only. It is permissive legislation supplemented by sufficient government authority to enable the growers of a commodity to stabilize the price of that commodity by regulating its flow to market, the costs to be distributed as widely as the benefits, that is, over all the growers of the commodity."

Because of the disastrous drop in the price of wool in 1920 most of the present United States wool marketing co-operations came into existence, and that in 1926 these associations marketed 25,590,000 pounds of wool valued at over \$8,000,000.00 which was delivered to the pools by some 25,000 producers?

## GLIMPSES OF CO-OPERATION

### CO-OPERATIVES ARE A BAD LOT

A bunch of fellows met in Chicago Nov. 30, responding to a call issued by the American Ass'n of Creamery Butter Manufacturers. They said they represented several billion dollars, but they talked like a bunch of irresponsible "in heads. As reported by the Land O' Lakes Journal, this is what they think of farmers, and of their organizations:

L. B. Kilbourn, one of the principal owners of De Soto Creamery and Produce Company of Minneapolis, and president of C. H. Weaver Company of Chicago, both companies dealers in oleomargarine, butter, eggs, and poultry—He said that co-operation had worked out well until small groups got together into large groups; that farmers were not at all fair when they went into business. I don't like the teaching of co-operation in public schools. It smacks too much of socialism. I have yet to find a self-thinking farmer who will join a co-operative. There are many men among co-operatives who are no different than the worst element in the unions. Here in Chicago men are forced to join unions at the point of a pistol. Buildings are bombed, two or three a week. No life is safe. Janitors get from \$7,000 to \$8,000 per year because they are organized. If the growth of co-operation continues, soon the whole country will be as bad. Even now down in Missouri parents are being forced to join co-operatives because if they don't the children of member co-operatives will have nothing to do with their children. Lots of co-operative leaders are as bad as these union gunmen.

Everett C. Brown, Chicago Livestock Exchange—He stated the situation is very bad. It has been necessary for him to make a trip to Washington once every two months to check up on the bureaucrats there. You know how ineffective the Volstead Act is, but the Packers and Stockyards Act is twice as ineffective. I was wondering whether the business men would every wake up to what the

radicals were trying to do. We need help to prevent our pockets being picked by the radicals of the United States.

Chas. Patterson—If any dangerous proposition has come to this country during my life time, it is the co-operative propaganda. It is a most destructive thing that has come to our government. There are two kinds of politicians—bolsheviks who can fool the public and the ignorant who do not know any better.

H. S. Johnson, vice-president, Armour and Company—I am always pleased to sit in a party where there is something conclusive as there is here. "God bless the farmer. We all love him." Unless business men support the government and the President, they are sure to weaken. The President needs your support. I surely concur in the action here.

### IT'S A FAIR SIZED BUSINESS

Since the Farmers Union opened the first really successful Co-operative Live Stock Commission house in Omaha in 1917, there have been handled through Co-operative channels a total of fifty million head of live stock. The value of the animals sold co-operatively has been about one billion, two hundred fifty million dollars. The direct savings to producers is reported by the U. S. Dept. of Agriculture to total five million dollars.

But in addition to that fine showing it needs to be remembered that the presence of the Co-operatives in the market has resulted in the remaking of marketing rules and practices, to the benefit of every producer. The entire marketing structure serves more fairly and honestly, and more adequately, than in the old days.

The past ten years has wrought a great change. The next ten years will see the producer able, through his Co-operatives, to bargain on an equality with the buyer. This will insure fair prices. Stick to your own business. It pays.

for self-protection and in order to get their share of the hogs. He is ready to enter into an agreement with the other packers to quit direct buying. Thomas E. Wilson has always been a friend of the producer.

A READER.

### AS BROWN SUMS IT UP

Farm Bureau Leader Explains Stand on Direct Buying

Personally He Favors It, But Admits the Missouri Members of the Association Are Largely Opposed To It

(K. C. Drovers Telegram)

Drovers Telegram has a communication from R. W. Brown, Carrollton, Mo., president of the Missouri Farm Bureau Federation and associate editor of the Missouri Farm Bureau News, concerning an editorial on "direct buying" appearing in Farm Bureau News on February 3 and reproduced in the Telegram and credited to Mr. Brown. He corrects our impression that he wrote the editorial and says that the publication of the statement in the Telegram has brought him many letters, some commending him and others condemning him for the position ascribed to him.

The article quoted appeared as the leading editorial in the official publication of the Missouri farm organization in the issue of February 3 and was as follows:

"For many months past we have viewed with alarm the constantly increasing amount of direct shipping of hogs to packers. It has already grown to such proportions that it is materially affecting the receipts on the principal markets. By and large the producer who is doing it is the non-cooperator. He is acting under the alibi that he is saving selling expense and is thereby getting more for his hogs.

"But is he? The packers say that the price paid for direct shipment is based on the price on the open market. It is very noticeable that the vast majority of the hogs going direct are of the most desirable grades and classes. That means that the open market is getting the most undesirable hogs; in fact it is quite noticeable when one walks through the hog barns at our principal markets.

"So it means that the undesirable hogs on the open market are setting the price on the best hogs going direct and the farmer who thinks he is bettering himself financially by shipping direct is certainly doing a good job of 'kidding' himself as well as being the instrument in the hands of the packers of breaking down the price and destroying the open competitive market."

To explain further the policy of the Missouri Farm Bureau Federation and its position in the controversy over "direct buying," Mr. Brown sends a copy of a letter he has written to a livestock shipper in Kansas, who presumably had criticized the stand ascribed to Brown in connection with the editorial quoted. In his reply Mr. Brown says: "Personally I am not en-

## REFLECTIONS

### INVESTIGATING FARM TAXES

In an address at the annual meeting of agricultural colleges and experiment stations, in Chicago, C. G. Williams, director of the Ohio experiment station, stated that the present system of the taxation of farm property is a contributing factor to the agricultural situation. That a thorough investigation is needed, and that a readjustment of the tax burden would naturally follow. In particular, he mentioned the fact that rural real estate is on the tax duplicate at a higher proportion of its sales value than urban property. That the farm is excessively taxed for roads, and that many of the country educated youth go to the city as soon as they become of productive age, thus transferring rural wealth to the city.

### CAN'T KEEP THE BOSS OUT OF TROUBLE

We of the office are a good deal worried over the local situation. We keep the boss out of the city a good deal of the time, filling dates. When he is in town we try to keep him in the office. But in spite of anything we have been able to do he has managed to get himself into police court twice within a few weeks. He says he got in bad once for leaving his car in one place too long and the next time for moving it too quickly. He thinks the city is hard to please.

We are hoping that he will reform now. It looks bad to have the president of the Farmers Union in police court.

### FACTS FOR FARMERS

The deterioration of rural communities

is in accord with the argument published in the Telegram against direct shipping. He then presents some arguments in favor of reducing the expenses of marketing of farm products and the need for more producers' organizations in local communities saying, "we are going to need them more than we have ever needed them before, if we do develop a system of direct marketing."

Continuing, he defines the editorial policy of the Missouri Farm Bureau News and incidentally shows that the editorial quoted expresses the opinion of the majority of the Missouri farm bureau members on direct buying. "It is not the function of the Missouri Farm Bureau Federation," he writes, "to promote individual ideas, but to gather information from whatever source available and present it to our membership in such a way that the individual member may be informed. So far as the Farm Bureau News is concerned, our editorial policy is to express what seems to be the opinion of the majority and is not to be taken as the individual opinion of the officers of the organization. In no other way can we be fair to our entire membership."

All of which is to say that the opinion of the majority of the farmers belonging to the Missouri organization headed by Mr. Brown is of the opinion expressed in the editorial quoted, notwithstanding their president is "not entirely in accord with the argument." Members of the organization may not quite understand how it happens that the official paper opposes direct buying as expressive of the belief of the members, while the president takes a different view. It is to be hoped he may be able to see the light and get in accord with the opinion of the majority of his organization.

### How Other Editors View Direct Buying

The Chicago Drovers Journal says: Armour and Swift are out with statements in defense of their practice of buying hogs in the country. We're it's practice in sad need of defense. The trouble is it is so hard to defend. The most plausible argument in the world cannot make headway against the sound economic principles involved in this controversy.

The simple fact is that a market which affords the full and free competition of all buying demand for live stock best serves the producer.

Producers who stand against that, by selling direct, are playing the other fellow's game by giving him a trade advantage; packers, by buying direct, are gradually undermining terminal markets, where with full competition they would be forced at all times to pay the full market value for live stock.

Consider this: Why did the shipping business idea develop and spread over the entire country during the past 20 years? Because many believed that the country buyer took advantage of the farmer not well posted on the market. In many sections the country buyers was put out of business. Now farmers who sell direct are bringing into the field a new country buyer, as a rule a better judge of market values and better informed than the old country buyer. Does the producer believe that he has a chance to beat this new country buyer at his own game?

Gradually farmers are coming to see that their best interests will be served by giving their full support to the terminal markets, where competition determines price. At its annual meeting the Illinois Farmers' institute passed this resolution: "Under present marketing conditions we condemn the practice of the selling of live stock direct to packers as tending to destroy our open competitive market for such live stock. Other farm organization have expressed the same opinion."

What the country wants to hear from the packers is not defense of their country buying, but some expression of a desire to co-operate in putting an end to it. Thomas E. Wilson, president of Wilson & Co., broke the ice at Kansas City last week when he said he was willing to co-operate with other packers in abolishing direct buying in sections having terminal market facilities.

Let's get this much straight: Our purpose in agitating this question is not to attack the packers and put

ities becomes hopelessly certain. We have reached a point in American agriculture where it is worth while to hold land for its speculative value rather than its true economic value. In some of our most prosperous farming states land is slowly but surely passing into the hands of absentee landlords—not merely farmers who can afford to retire to the village or county seat, but to an interesting extent men whose main business is banking, or the law, and whose investment in farm land is purely speculative.—Kenyon L. Butterfield, president of the Massachusetts Agricultural College, in "The Farmer and the New Day."

### THE POLICY OF "LET THINGS DRIFT"

President Coolidge's way of taking care of the farm situation has at least the merit of simplicity. In his message to congress he said: "The most effective means of dealing with surplus crops is to reduce the surplus acreage." He admits the difficulty of doing this by voluntary action, but infers that continued low prices will drive more farmers to town and so reduce the acreage in that way.

This, of course, will take some years, and the people on the farm will have a very uncomfortable time until the process is completed. Yet there are two aspects of the matter that should give any statesman cause for worry.

In this process of crowding out the surplus farmers, we are in great danger of sending away from the farm some of our best folks. The very best, with the highest standards of living, are likely to refuse to accept the standards that are necessary thru the low price period, and to leave the farm for the city on that account. A good many of the folks who hang on are those who are willing to limit their spending to the bare necessities, work their families hard, and give no time or money to community projects. A change of this sort is not a good thing for the farming sections; neither is it a good thing for the national welfare. Next year there may be a crop failure. It would be highly desirable, then, to have a surplus left over from this year.

More than this, our population is increasing annually, so that within ten or fifteen years our home demand for food products will be equal to our present production of farm products, including the surplus that now goes abroad. Just how intelligent it is, from the national point of view, to dismantle a good part of our producing machinery on the farm in the next few years, only to be forced by the growth of our population to put it together again in a few years more? The social cost of disrupting agriculture, of moving a bunch of farm people to town and then in a few years moving them back again, when the demand for farm products is greater, is all out of proportion to the very small benefits received by the consuming group.

The Coolidge program is hardly the program of a statesman. It seems to be the program of a man who, confronted by a situation he doesn't understand, concludes that the safest thing for him to do is to leave it alone.—Wallace Farmer.

Every farmer in all this territory owes a debt of gratitude to the Drovers Telegram for its valuable service in exposing the harmfulness of the direct selling of hogs to packers in the country, declared Mr. Klenda, with emphasis. "The farmer who sells direct is short-sighted. He thinks he sees the saving of the commission and stops at that, without making any further investigation. Such practice enables packers to manipulate the market, and force down the price of hogs on the open markets, and thus reap a big benefit. They can pick out the good hogs in the country and force farmers to ship poor hogs to market, and then base their price on what the poor hogs sell for on market. The open market, where all packers can compete for their hogs, is the only legitimate and equitable way to conduct the marketing of hogs. They have the opportunity to force down hog prices, and then hold up the prices on all by-products of the hog, which is another way by which the hog raiser gets the worst of it."

"Am glad to see the Drovers Telegram come out so boldly and knock the direct selling of hogs to packers in the country," declared E. C. Kennerly, a well known stock farmer of Auburn, Neb. "It needs something like the Telegram to wake farmers up to the danger of this method of selling hogs, and no other paper could do it in just the same way as the paper is so widely and well known that it is relied upon for correct news."

"Farmers do not stop to consider what such a method of marketing hogs would eventually lead to, or they would voluntarily stop it themselves. Merely saving the commission on the sale of hogs is a sugar coated bait, which some farmers seem to swallow readily, and go their way without thinking or considering the details of such a transaction. Every farmer should ship to the open market, and let packers take their chances there in open competition."

INSURING FORESTS  
It is interesting to know that insurance companies guarantee to protect the public against every conceivable class of loss, or misfortune. There are nearly 100,000,000 life insurance policies in force in the United States, so that leaving babes in the cradle out of the picture there is an average of one policy for every inhabitant. About \$1,500,000 is the daily loss from fire, and the lives of 14,000 human beings are snuffed out by fire casualties each year. The Forest Service at Washington has long led an aggressive campaign against irresponsible campers and more reckless smokers who have touched off the forests through their careless habits. Rather recently the insurance companies, after independent investigations, have included in their insurance policies to cover forest fire losses, provisions that the insurance companies will not be liable for loss from fires originating from blasting operations where fuses and caps are employed. Electrical blasting has proved to be safe, and the studies by explosives experts and insurance underwriters show that loss from fires by the use of electrical blasting is practically nil.

### WHAT THE FARMERS SAY ABOUT "DIRECT"

Editor Telegram: "I am a farmer, and feed hogs the year around. I naturally take a deep interest in the subject of direct buying. I have shipped direct to the packers and to the open markets.

I suggest the only way to stop direct



## 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 \$1.00—YOU KEEP 30c 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.

## Junior Cooperators

**MEMBERSHIP LIST**  
ADDIE HARDIN—Kincaid.  
JULIA POWELL—Colony.  
HELEN HOLCOM—Baldwin.  
LORETTA SIMCEKA—Delia.  
NAOMI KITCHEN—Lyndon.  
HELEN CENTILVRE—Mont Ida.  
PETE CENTILVRE—Mont Ida.  
CLINTON DONALD—Kincaid.  
HOWARD GRACE—Kincaid.  
GEORGIA DONALD CAFFMAN—Madison.

## JUNIOR CO-OPERATORS

We now have our name. Perhaps some will be sorry that we have chosen it. But you know that we must abide by the decision of the majority. And above all things we must learn to be good losers. All the names were good, and I think this one will do nicely. There were some names added to the list of members this week.

I would like to hear from all who will write on the subject of "What I Have Planned to Do This Spring to Make Money."

**A Name for Your Editor.**

We have one name submitted. It is a good one, but I am sure that many more have ideas that they would like to see in print. So send in your letters. You may suggest a name, at the bottom of the letter that is suggested above.

**Names**

Mont Ida, Kan., Feb. 24, 1928

Dear Editor:—

I vote for Farmers Union Junior, Thanks for the very nice pencil, every

one thought it was very nice. I hope lots of children will write and join.

Yours truly  
Hellen Centilvre, (Age 9)

Mont Ida, Kan., Feb. 24, 1928.

Dear Editor:—

Thanks very much for the pencil I received. I took it to school and tried to get the other boys to write and join the department.

I think a good name for our department would be Farmers Union Junior.

Yours truly  
Pete Centilvre, (Age 13)

Mont Ida, Kan., Feb. 24, 1928.

Dear Editor:—

I received the prize and was very much pleased with it. I am a boy who lives on a farm. I go to Pleasant Valley school, two and one-quarter miles away. I ride to school on my pony every day. I think that a good name for the department would be "FARMERS UNION JUNIORS", and I think the department should have pig, horse, cattle and chicken clubs. I will close.

As ever a little Co-operator,  
Keith Centilvre.

Rush Center, Kan., Feb. 29, 1928.

Dear Sir:—

I am going to write a few lines. I seen the Junior Contest in the paper. I am writing. I hope I am not too late to become a member. I would of written sooner but I was sick so it delayed me. I am fifteen years old. I think "Junior League," would be a good name for the contest.

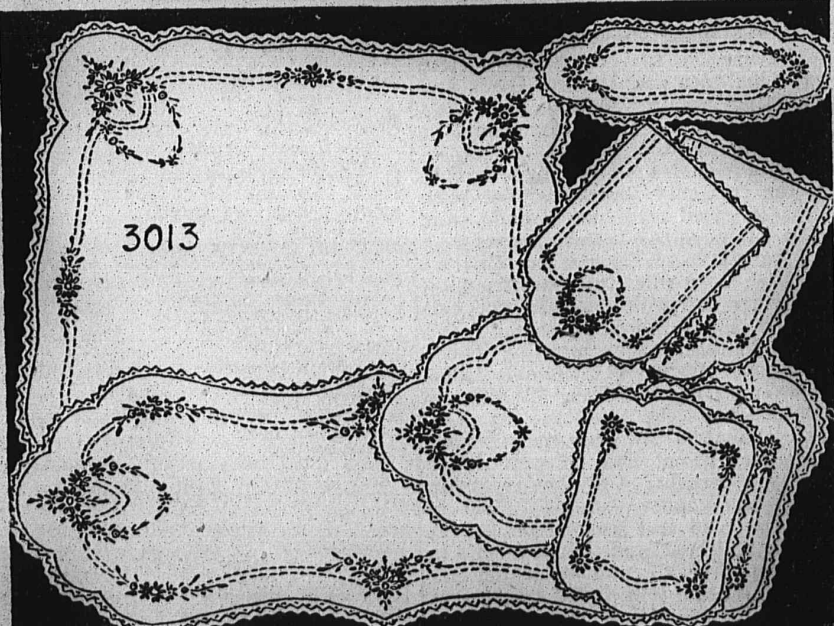
Yours truly,  
Helen M. Bortz,

Rush Center, Kansas.

## THE PRIVILEGE OF DECLARING WAR

The Congress of the United States has the privilege of declaring war. It is a highly important privilege, not often exercised, but always there. Now it seems that this constitution at right of the United States Congress may interfere to some extent with the progress towards world peace. A few weeks ago Professor Osborne of the University of Manitoba wrote a letter to the Manitoba Free Press, which deserves more attention than has been paid to it. The idea expressed was too loaded with dynamite to be handled carefully and the result has been that no one has touched it at all. He suggested that Canada, being in such a position that war with the United States would be a complete disaster, and complete defeat for Canada being a foregone conclusion, should enter into a treaty with the United States which would guarantee that any matter of dispute would be settled by arbitration, and that war would not be resorted to under any circumstances. The acceptance of the idea would mean that Canada would have to remain neutral in the event of a conflict at arms between Great Britain and the United States. Professor Osborne was not at all anxious that Canada should take this step unless negotiations leading to a similar agreement between the United States and Great Britain could not be successful. He took the stand, however, that if Great Britain could not find common ground with the United States on a policy of the permanent exclusion of war from future contemplation, that fact should not stand in the way of Canada's separate action in the matter. It has been rather surprising that, in the light of the many professions of mutual regard and peaceful intentions, the two great English-speaking nations have not put forward some such scheme as that suggested by Professor Osborne. The difficulty in the way has been explained by Cooldige. He declares that the United States cannot enter into a treaty binding that country not to go to war, because of the fact that any existing Congress has the sole constitutional right to declare war, and that one Congress cannot deprive a succeeding Congress of its privilege in this matter by entering into an agreement with a foreign power. Probably the British diplomats knew all about this and that may be the reason why the proposal for a permanent relinquishment of any possibility of war between the two countries was not suggested. If the constitution of the United States was as immovable as the Rock of Gibraltar the case, both for a permanent peace pact between Great Britain and the United States and for Professor Osborne's alternative of a peace pact between Canada and the Republic, would be hopeless, but the constitution of the United States has been amended in times past, and the people of the United States, who, in the final analysis, have more privileges and rights than Congress itself, might decide to remove from Congress its power to declare war upon any nation with whom the United States had a permanent peace pact. There is little doubt that the vast majority of all the people in Great Britain, the United States and Canada, would consent to a reasonable arrangement which would make war quite impossible, if the way could be found to accomplish that result. —Western Producer.

Considering how foreign aggressive countries are criticising the aggressiveness of the United States, it is suggested that Americans offer no unreasonable criticism of a derogatory nature.



## WONDERFUL COMBINATION ON WHITE INDIAN HEAD—NO. 3013

This lovely hemstitched set on best Indian Head is sure to please. The many pieces include: Scarf, 18x45 inch, 65 cents; centerpiece, 18 inch, 28 cents; centerpiece, 36 inch, 38 cents; centerpiece, 41 inch, \$1.25; A detailed working chart, showing where each color is to be used, is furnished with each piece of material. Be sure to specify number and size of material desired when ordering.

50 cents; pillow cases per pair, 42 inch, long, \$1.40; pillow cases, 45 inch, long, per pair, \$1.50.

The design finished in orange and yellow with shaded lavender centers in the larger flowers and two shades of pink combined with blue forget-me-nots, green stems and leaves in the smaller flowers, is very artistic.



5940. Ladies' Dress

Cut in 4 Sizes: 34, 36, 38, 40, 42 and 44 inches. Bust measure 34 inches. 38 inch size requires 3 1/4 yards of 40 inch material together with 3/4 yard of contrasting material. The width of the Dress at the lower edge with plaits extended is 1 1/2 yards. Price 15c.

6097. Girls' Dress

Cut in 4 Sizes: 2, 3, 4 and 5 years. A 4 year size requires 1 1/4 yards of material 32 inches wide or wider, if made with puff sleeves 1 1/2 yards is required. To trim as illustrated will require 4 1/2 yards of insertion or lace banding. Price 15c.

## FASHION BOOK NOTICE

Send 12c in silver or stamps for our UP-TO-DATE SPRING & SUMMER 1928 BOOK OF FASHIONS, showing color plates, and containing 500 designs of Ladies', Misses' and Children's Patterns, a CONCISE and COMPREHENSIVE ARTICLE ON DRESSMAKING, ALSO SOME POINTS FOR THE NEEDLE (illustrations) of the various, simple stitching of all valuable hints to the home dressmaker.

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

## MIND POWER AND FARM ORGANIZATION

A Kansas weekly paper, in its last issue, told about a Polish Jew, in the heat of anger wishing that his wife would be burned to death and in less than a week this very thing came to pass. He believed the catastrophe was heaven sent punishment. Metaphysically minded people would explain it by saying that the Jew, by his wish, had created a force, quite unknowingly and unintentionally, of course, set in motion forces which literally carried out his wish. There is, perhaps, more truth in this than most of us realize. We all know that moments of extreme emotion, such as the Jew's, are capable of accomplishing almost unbelievable feats. But it must be true that this is only possible by the use of and in strict compliance of the law governing this phase of existence although this law is a little understood. It is not to far fetched to think that the same law governs mind processes. You know that it was very hard for people to believe in and accept the law of gravity when its existence was first discovered yet this law had been constant operation since the dawning of time. Think of it in this way, the Jew's mind and all of us know that there are layers of thought just as there are strata or layers of soil. Telepathy proves that we can tune in on any strata or level of thought we choose to; this strata is determined by our will and desire. The Jew's mind was able to reach to the strata of a peace pact between Canada and the Republic, would be hopeless, but the constitution of the United States has been amended in times past, and the people of the United States, who, in the final analysis, have more privileges and rights than Congress itself, might decide to remove from Congress its power to declare war upon any nation with whom the United States had a permanent peace pact. There is little doubt that the vast majority of all the people in Great Britain, the United States and Canada, would consent to a reasonable arrangement which would make war quite impossible, if the way could be found to accomplish that result. —Western Producer.

Booker T. Washington wrote that the colored boy was hampered by the thought of both races because it is the general belief that he would fail while the white boy was helped to be a success. This was his way of stating the working of the creative mind.

The farmers' movement of organization is in about the same position as the colored boy, no one expects it—and powerful interests do more than hope that it will fail—to succeed.

Adversity tries men's souls and one's failures are more of a challenge to one than his successes are. When death visits our home we have that are left feel bound much closer together. When a good general has a loss in his ranks, he draws his forces together to present a solid front to the enemy. One of the world's ablest men, Benjamin Franklin, in those trying days when a man could hardly trust his neighbor and when foul as well as fair means were used to gain the advantage, said, "most certainly we must all hang together, if we are not all to hang separately."

And so in the face of this present blow to the hopes of farm organization, remembering the worthwhileness of this movement, we must hang together and be very firm and know that we must be like a certain captain when ask if he was ready to surrender emphatically and inelegantly replied, "no, no, we have only just begun to fight."

—Ethel Whitney.

## KNOWS HIS RUBBER

An interesting statement showing the conditions in the automobile tire industry has recently been furnished to the press by Mr. Frank A. Seiberling, who has for a great many years been classed as a leader in the industry and who, in the slang of the day "knows his rubber." Mr. Seiberling states that the conditions of the tire industry are now stabilized and he predicts that the sales will be greater in the last six months of the year than they were in the first half of 1927.

## KANSAS UNION FARMER WEEKLY EXCHANGE

If members of the Union have anything to Sell or Exchange, they should advertise it in this department. Rate: 3 cents a word per line. Count words in heading as "For Sale," or "Wanted to Buy," and each initial figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

## CLASSIFIED ADVERTISING

## FARMS

320 ACRE farm, Price \$1850. Free list. Joe Hammer, Holly, Colo.

## MISCELLANEOUS

MILLER LUGGAGE CARRIER Made of heavy cotton duck, folds into small space when not in use. Large carrying capacity. A very efficient carrier. Send for circulars. Wm. H. Miller, 1205 W. Mills, Creston, Iowa.

## POSITION WANTED

WANTED—Position as manager of "Farmers Union Store." Ten years experience as manager. Handle any store or small business. Ready on former employers. A rustler fond of hard work. Reasonably salary expected. Reply on short notice. Add. XYZ care Kansas Union Farmer.

## POULTRY

DARK R. C. Rhode Island Red Chick, \$15-100. Eggs \$30. Postpaid. Mrs. V. V. Bird, Stockton, Kansas.

FOR SALE—S. C. Buff Minorca. Eggs, \$1.25 for 10; \$5.00 per hundred. Mrs. Mary Kingham, 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 Chick. Live delivery. Catalogue Free. Missouri Poultry Farms, Box 73, Columbia, Mo.

TOULOUSE GHESSIE—From Prize Winning Stock \$350 each. Tris \$10.00. Emma Rose, Scott City, Kansas.

## SEEDS, PLANTS, ETC. FOR SALE

FOR SALE—Guaranteed White Blossom Sweet Cloverseed, State Board of Agriculture Analysis, 98% hulled, and free from weed seed. \$4.50 per bushel. C. O. Levine, Waterville, Kansas.

RED CLOVER \$12.00—Alfalfa, \$8.50; White Scarified Sweet Clover, \$4.20; Timothy, \$2.00; Alsike Clover, \$12.00; Seed Timothy, \$4.00; All per bushel. Bags Free. Tests about 95% pure. Send for Free Samples and Special Price List. Standard Seed Company, 21 East Fifth Street, Kansas City, Mo.

ALFALFA \$6.00; Clover \$4.00; Sudan \$2.00; Millet \$1.50; chaffed \$1.00. Seed, \$1.25; 1,000 \$2.00; Express Co. to sell seed samples any quantity. Meier Grain Co., Salina, Kansas.

Frost Proof Cabbage and Onion Plants. Open field grown, sturdy, well rooted from treated seeds. Cabbage fifty to bundle, moss to roots, labeled with variety. Jersey Wakefield, Charleston, W. Va. Wakefield, Succession Copenhagen, Early and Late Dutch. Postpaid: 100, \$3.00; 200, \$5.00; 500, \$12.25; 1,000 \$2.00; 5,000 \$7.50. Express Collect crate twenty-five hundred \$25.00.

Onions: Prizebreaker, Crystal Wax and Yellow Bermuda. Postpaid: 500, \$3.50; 1,000, \$12.25; 5,000, \$60.00. Full credit, prompt shipment, safe arrival, satisfaction guaranteed. Wholesale and Retail. Plant Catalogue. UNION PLANT COMPANY, TEXARKANA, ARKANSAS.

SUDAN—98% pure, five dollars hundred. We are in the market for car lots of cane seed. Harmon Seed Co., McPherson, Kansas.

## FARMS

WANT to hear from owner having farm for sale. Give particulars and lowest price. John J. Black, Box 95, Chippewa Falls, Wisconsin.

## LIVE STOCK

FOR SALE—A very short legged deep bedded line, gentle four year old, Scotch Short horn Bull. S. W. Shneider, Logan, Kansas.

## HOME HINTS

By Aunt Aggie of K. S. A. C. Serving luncheons and suppers in buffet style has come to be very popular among hostesses. "The food served thus must be arranged in such a way that the hostesses may easily transfer it to the guests' plates or that the guests may help themselves, either of which is correct," says Miss Margaret Ahlborn, assistant professor of food economics and nutrition at K. S. A. C.

"For the reason it is 'best for creamed meats to be served in pastry shells and salads on lettuce leaves,' she adds. "If the room is large enough, 'quartet' tables may be provided, or if the room is small or the guests are many, they may hold their plates on their laps. If lap service is used the dessert should be on a plate or in a low stemmed glass. The guests may place their first course plates on a side table and help themselves to dessert, or as is more often done, waitresses may take their plates and bring their dessert."

"One hot dish is desirable to serve for the main course, accompanied by a salad. Creamed meats with fruit or vegetable salads are good or a meat salad with a hot vegetable. Hot rolls, biscuits, or sandwiches may be served with the first course. A sandwich with the proper filling might take the place of the salad. Pickles or olives, jelly or jam, celery hearts, and potato chips are often served with the main course. Coffee may be served with it or with the dessert or with both. The dessert should be chosen to fit in with the rest of the luncheon."

Hogs eat too much of any feed that can be fed straight. When the feed is RIGHT hogs ration themselves, eating only enough to properly supplement the corn they consume. Concentrate is one of the very few feeds that can be fed straight. It contains no easily grown farm grains. It supplements because it contains essentials required to get all there is in your corn. Feed it in a self-feeder. TRY IT! TEST IT!

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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

THE SELF FEEDER IS YOUR BEST FRIEND It Automatically Puts the "Acid" Test to Any Hog Feed

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## PILES NOW CURED WITHOUT SURGERY

Every sufferer from piles or other rectal troubles should write for a new 68-page book on these ailments that is being distributed free and postpaid by Dr. O. A. Johnson, eminent Rectal Specialist and Ambulant Proctologist. It explains the new ambulant method that has cured more than 15,000 sufferers from piles without surgery, cauterization, burning, acids, ligature, electricity or other harsh, painful means. Yet the piles are removed and cured cleanly, entirely and permanently. Ailments like nervousness, irritability, pain in the back, groin, head; stomach, liver and kidney troubles; constipation, run-down condition, female complaints and a host of others that rectal troubles so often cause, are usually cured, too, when the piles are cured. No matter how long you have suffered or how severe your condition, be sure to write Dr. O. A. Johnson, Room 181, 1324 Main St., Kansas City, Mo., and this valuable book will be sent you without cost or obligation.

## Baked Halibut

One to 1 1/2 pounds halibut steak, 1 tablespoon flour, 1 teaspoon salt, 1-8 teaspoon pepper, 1 egg, 1 cup buttered bread crumbs. Wipe the fish with a damp cloth trim and remove the bone. Mix flour with salt and pepper and sprinkle over the fish. Dip fish in the beaten egg, dredge with 1 tablespoon cold water and place in a well greased pan. Spread with the buttered crumbs and bake in a hot oven about 25 minutes. Remove to a hot plate, garnish with lemon and parsley and serve with Hollandaise sauce.

## RESOLUTION OF SYMPATHY

Whereas it has pleased the Almighty God in his infinite wisdom to call from our midst the beloved husband and father Mr. Jean Nicholas Emile Hennrich, it is therefore resolved that we the members of No. Ten Local No. 1048 extend to the bereaved family our sincere and heartfelt sympathy in their sorrow. And be it further resolved that a copy be sent to the bereaved family and a copy be sent to the Kansas Union Farmer for publication and a copy be spread on the minutes of this meeting.

Mrs. Mary Sammes  
Mrs. Ida Chitt  
Mrs. Ethel Fromes.

## DISTEMPER COUGHS, COLDS, BRONCHITIS, AND ALL OTHER CONTAGIOUS DISEASES AMONG HORSES AND DOGS.

1 bottle of BINKLEY'S REMEDY guaranteed or money back. Two doses is a preventive. Bottle free. At Drugists, or prepare for 80c and \$1.00 per bottle. BINKLEY MEDICAL CO., 24 S. Clark St., NAPPANEE, IND.

## 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

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## CO-OPERATION RESTS ON MARKETING EFFICIENCY

The "ballyhoo" days of agricultural co-operation have passed. No longer is the "sign 'em up" campaign the chief aim of farmer business organization. Agricultural co-operation today, says Christen, Christensen, of the United States Department of Agriculture, is emphasizing better marketing services and increased business efficiency.

Three distinct phases of agricultural co-operation since 1905 are cited by Mr. Christensen, who is in charge of the Division of Co-operative Marketing in the Bureau of Agricultural Economics. In the 15 years from 1905 to 1920, he says, large gains were made in the number of farmers' elevators, livestock shipping associations, co-operative creameries, fruit packing associations, fluid-milk organizations, and the like. These were typically local in nature and relatively small in annual turnover. They were designed to perform the first stages of the marketing process.

From 1918 to 1925 the formation of large-scale marketing organizations was a striking feature of co-operative development. Some of these attempted the performance of more advanced stages of the marketing process, even going into the retail market. Others attempted regional pools, large in volume and in the area covered. Still others sought to improve marketing services and promote payment of differentials for quality, standardization of reliable products, and study of and response to consumer preferences. A feature of this growth was the prevalence of "ironclad" and long term contracts providing heavy penalties for selling outside the pool. Some of these organizations have failed, others have modified their practices.

"Members of present-day organizations," Mr. Christensen says, "are selected rather than merely signed up wholesale. Membership contracts are being modified to meet the financial and other economic conditions of the grower. Notions of arbitrary price fixing by inter-association organizations are being abandoned. Co-operative managers, directors, and leading growers, instead of merely admiring the beauties of co-operation, are thinking of its problems—financing, selling, standardization, better quality, standardization, and getting a product of uniform quality to market. They are thinking of ways co-operative business can be made efficient and are giving attention to better balanced production programs. The associations are growing in experience, in financial strength, and in the confidence of their members. Generally, they are getting on a better business basis."

## VAST NAVAL PROJECT DEMANDS UNTIMELY NOW

"It is a mistake to project demand for vast sums of money to be appropriated on our military establishments beyond what means adequacy for protection until the nation has courageously met the greater need of this farm relief program," says Hon. Gillis N. Haugen, Congressman from Iowa.

Elected from the Fourth Iowa District to the 56th Congress and successively thereafter, Congressman Haugen is at the head of the important Agricultural Committee. Upon him rests the great responsibility of bringing together the varied plans and ideas on farm relief and devise a legislative measure which the Congress can approve for meeting the demand for legislative enactment necessary for the solution of farm difficulties. With such a responsibility this venerable statesman, while assuring his sympathies with a Navy adequate for protection, sounds a just

warning when he says in his statement "that now is no time to intercept a demand for vast military expenditures." First, let Congress solve the farm problem for protecting the basic element of our national life.

"Compare the rate of farm failures from 1910 to 1924, which shows an increase of over 1,000%, in contrast to that of commercial failures which have remained practically the same per year during this same period and there can be no doubt as to the importance and sincerity of the effort towards constructive farm legislation in Congress.

"The important thing in the life of any nation is to sustain its power, influence and strength. There is always some basic element in a nation's foundation. America has always boasted that this basic element was agriculture and our agricultural life. Farm distress has overtaken America and the basic element of our national structure suffers to the point of impairing our national strength. We must relieve this condition."

"Myself and colleagues of the Agricultural Committee are strenuously devoting our efforts, striving to evolve a workable and acceptable plan to be put into law to relieve this condition. Any plan put into effect is going to be of some form of help from the Government, particularly in its inception.

"It is the Nation's problems and duty to meet this square yard, to do whatever is necessary. Therefore, I deem it of the highest inadvisability to intercept an excessive demand for vast sums of money to be appropriated on extending our military establishments, beyond what means adequacy for protection until the nation has courageously met the greater need of this farm relief problem."

"We might as well face this squarely now and get the thing done. Year after year we put off completing the work of creating the necessary machinery to work out our farmer relief, and it makes it much harder to do. We all ought to appreciate the value of our Navy and we do. We want to sustain it on an adequate basis, but we do not want to go into extraordinary expenditure at any rate while this other problem is hanging over us."

## BREEDING WAR

Why do we send marines to Nicaragua? Why do we occupy Haiti? Why are American warships calling frequently at Caribbean ports to back up orders from the State Department. It has been asserted by some that we are simply trying to bring the blessings of American civilization to those places, who it has not been explained just why the best way of doing this is to drop bombs from airplanes, to shell towns, and to have our marine sharpshooters pick off sundry of the citizens of these countries.

This is not the reason given by a writer in the last issue of The Nation's Business. He says flatly: "There is a two billion dollar investment at issue, and it will not be over-looked when the Caribbean house is in disorder."

In reference to Nicaragua and the intervention of the United States, he says: "Manifestly, those in authority decided to put a stop to the Nicaraguan fracas while the journalists and academicians might wax disputations at their leisure."

This is a blunt and honest statement. We like it better than the remarks of those who insist that the United States is taking charge of the Caribbean countries for the good of the people of those countries. It brings out in the open the issue of the American policy as related to investments of American citizens abroad.

There are thirteen billions of American money, exclusive of debts owed to the United States government invested in countries outside our borders. If to safeguard the two billions in the Caribbean we are willing to wage minor wars and to alienate the sympathy of all Latin America, what

will we be willing to do for the sake of the eleven billions that lie elsewhere? And those eleven billions will soon be more. Every year a billion in American money goes abroad.

If we try to follow in other countries the principles that our investors have succeeded in urging upon the State Department in relation to the Caribbean, we shall not only find ourselves involved in minor wars, but in wars that may draw on the entire strength of the United States. When these crises arise which lead to war, very probably we shall hear nothing about foreign investments and the need of maintaining the sacred right of high dividends for American investors. Instead we shall hear about national honor and insults to the flag and other things which will sound good in the newspapers. Yet at bottom the basic factors that build up the disputes that become finally insults to national honor, are the very material interests of investors and traders abroad.

We need to consider just how important it is to the nation as a whole that a few citizens shall be able to invest surplus funds in foreign countries at a good rate of interest, with the understanding that these investments shall be protected, and even in some cases extended, by the power of the United States government and its army and navy. Do the profits to a few individuals, which will result from this, justify the balance of the danger and the expense of war to the country?

We do not think so. Hardly anyone thinks so except the men who will be thus benefited. Yet, unfortunately, it is the voice of these men that seems to have most weight when the foreign policy of the United States is determined, as it is actually, not in important sounding conferences, but in the day to day decisions of minor State Department officials, and by the actions of officers of the navy and of the marine corps, who too frequently, seem to be our real ambassadors to foreign countries. Perhaps it is time that the people exercised the right of the purse, and in response to requests for bigger appropriations for army and navy, answered: "Millions for defense, but not one cent for collecting the bad debts of our foreign investors."—Wallace Farmer.

## JUST AS CLOTHES MADE THE MAN

According to the new "order of the day" choice wrappings for goods must be transparent. Therefore, lemon-shaped cakes of soap are being marketed in transparent amber coverlets, and tied with purple cords, and sealed with gold stickers—classy, you'll say! Dried fruits have been moved to the candy counters, and boxed packages of glazed fruits, packages of "reducing bread," delicacies of "lady fingers," assorted gum drops, hard and soft candies, and even tea, have been all dressed up and beautified by the new transparent super-wrap. But not to stop there, even the hitherto electric heating pad has been broken forth all dolled up. As if to complete the story the famous Pathe films are now distributed of moving picture houses throughout the country in varieties of colored wrappings. Green designates one kind of safety negative, while red, lavender, blue and green identify other classes of negatives. Thus films may be quickly recognized by the color of their transparent wrapping. There is no controversy but what cellophane wrappings are "making goods" more desirable—pretty much as we were formerly told that "clothes made the man."

It is not a question of religion in America; camps; the issue is to keep America American—for better government, free institutions and, above all, a free people.

Two daily non-union newspapers in Peru, attempting to run on the "open shop" plan, have been compelled to sell out to the union papers because of lack of support and prestige.

## STOCK MARKET

## FARMERS UNION LIVE STOCK COMMISSION

Kansas City, Mo., March 1, 1928. Farmers Union Live Stock Commission. No doubt, you know that the Farmers Union State Bank, of Kansas City, Kan., did not open for business last Monday. This is to advise you that WE ARE NOT AFFECTED AT ALL, our depository being the Stock Yards National Bank, of Kansas City, Mo.

STEERS: Lighter receipts this week, yet packers were slow coming out each morning, but were forced to buy cattle a little higher than last week. Top for the week \$14.40. Bulk of best heavy stock sold at \$12.50 to \$13.50, medium weights \$11.50 to \$12.50. Lightweights \$10.75 to \$11.50. WE SOLD 1000 lb. dogs today, lacking some flesh, at \$11.25.

STOCKERS & FEEDERS: Fancy lightweights, lighter stockers sold up to \$13.35. These were thin in flesh and prime quality. Bulk of thin whitefats selling at \$11.50 to \$12.50, fatter kinds 11 to 12 cents. Best shorthorns 10.50 to \$11.25, fair to good \$9.50 to \$10.25. Thin cattle, very scarce. All checkers sold at \$12.50. Cattle weighing under 1000 lbs., lacking flesh, have been selling as feeders at \$10.50 to \$11.50, plainer grades at \$10.00 to \$10.25.

COWS, HEIFERS, MIXED YEARLINGS & BULLS: All classes of killing cows and heifers very slow to move. All checkers sold with last week's decline. Bulk of fat cows are bringing \$7.50 to \$9.00, very fancy heavy for eastern hotel trade up to 10 cents. Canners \$4.75 to \$5.00, with shells down to \$4.50. Butters \$5.50 to \$6.25. Fat yearling heifers mostly at \$9.50 to \$10.50, few at \$11.00 to \$11.50. Fancy heavy heifers sell right up close to yearlings. WE TOPPED the market this week on mixed yearlings at 14 cents, weighting 733 lbs. WE ALSO SOLD a load averaging 601 lbs. at 13 cents. All checkers sold with last week's decline. Bulk of fat cows are bringing \$7.50 to \$9.00, very fancy heavy for eastern hotel trade up to 10 cents. Canners \$4.75 to \$5.00, with shells down to \$4.50. Butters \$5.50 to \$6.25. Fat yearling heifers mostly at \$9.50 to \$10.50, few at \$11.00 to \$11.50. Fancy heavy heifers sell right up close to yearlings. 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