



THE KANSAS UNION FARMER

Organization

Education

Co-operation



VOLUME XXIII

SALINA, KANSAS, THURSDAY, SEPTEMBER 18, 1930

NUMBER 6

A WONDERFUL FARMERS UNION ENTERPRISE

Changes in Live Stock Market Discussed

F. U. Livestock Comm. Co. Has Excellent Sales Force and Yard Service

(Speech Given Over WIRW, Topeka, Friday night, September 12th, by William Bernhard, Cashier F. U. Livestock Comm. Co.)

It is only natural when talking about live stock commission firm to speak of its sales force and yard service. And, believe me, we have a bunch to be proud of. However, as I am a part of the office force, I am going to take this opportunity to boost our own stock a little.

Those of you who have been in our office know that we have a fine bunch of fellows handling the accounting end of the business—fellows who are capable of getting your accounts out to you correctly and in the shortest possible time.

Fred Stults is at the head of the accounting department, and has a mighty good running mate in Ray Adams. These two men handle the accounting end of the work, made up and check accounts of sales, and see to it that our stockholders' records are kept straight. They have numerous other duties that require the attention of efficient men. A large percentage of our business has to be pro-rated; and we have a man in that department, Harry Gilmore, who is second to none in the Live Stock Exchange Building. You can be assured that when you ship a load that is made up of several owners' live stock, it will be kept straight. Floyd Lynn, to whom the majority of you do not need an introduction because of his position on the Co-Operator, is the head of the advertising and claim departments. Miss Sophia Solomon and Miss Edna Smith are the girls in the office handling stenographic and clerical work. As for myself, I hold the position of cashier of the firm. My duties are to check shipments received, handle purchases of live stock as far as the office work is concerned, attend to purchasing of supplies, and help out in a general way.

We make every effort to get all business in the mail the day your live stock is sold. Quite often we are still working in the office when most folks are at home dreaming of their next day's labors and pleasures. Every man and woman in the office force is a co-operator and is strong for the Farmers Union and its ideals.

The manager of the firm, who by the way could not be here this evening, and has delegated this detail to some of the lesser help, is George Hobbs, with whom nearly every member of the Farmers Union is acquainted. He has been with the Farmers Union since soon after his discharge

from the naval States during the war. He has been manager here for years. In March, 1924, E. Woodman when he left his management, we were glad to show a remarkable record, largely of course, to the fact that you folks out in the country are showing such splendid co-operation.

Since the Farmers Union Live Stock Commission Company last was heard over this radio station, a great many changes have taken place relative to the company.

(Continued on page 2)

CO-OPERATIVE FURNISHES AVIATION GASOLINE

The Farmers Union Oil Company at Ottawa, Kansas, supplied the gasoline used by the airplanes which took part in an air circus held at Ottawa recently. They are well pleased with the high quality of Union Certified.

T. J. Ramsey, the enterprising, hustling manager, is always on the lookout for more business. He recently conducted a Booth at the County Fair where he signed up new members and took orders for oils, gasoline and kerosene.

FARMERS UNION CREAMERY AT WAKEENEY OPENS

SALINA, Kans.—The formal opening of the Creamery and Produce building housing the new branch plant of the Farmers Union Cooperative Creamery Association, which has been erected at Wakeeney at a cost of \$85,000, is scheduled for Tuesday, September 16th, and will be attended by a number of prominent Farmers Union leaders and officials from Salina and Kansas City. Among those attending from Salina are: C. A. Ward and A. M. Kinney, President and Secretary of the Farmers Union of Kansas; Charles Broom, Manager Farmers Union Insurance Company; A. T. Riley, Manager Salina branch of the Farmers Union Jobbing Association; W. J. Spencer, President Farmers Union Jobbing Association and Rex Lear, State Manager Farmers Union Mutual Life Insurance Company. A. W. Seamans, General Manager Farmers Union Cooperative Creamery Association, H. E. Witham, General Manager Farmers Union Jobbing Association and George Hobbs, Manager Farmers Livestock Commission Company, of Kansas City, will attend the opening also.

An all day program is planned, which will include speakers from the Kansas Agricultural College at Manhattan, the State Board of Agriculture, the Union Pacific Railroad, officers of the Farmers Union and a representative of the Federal Farm Board.

MAMMON

With stumbling feet mankind has strayed
From God to whom the Savior prayed;
Has spurned the path the Savior trod,
And crowned a cruel beast as God.
At Mammon's shrine they humbly sue;
For Mammon's sake they drink the brew
Of poverty and sin and vice,
And play life's game 'gainst loaded dice.

"Choose ye this day," said Christ, our Lord,
"Whom ye will serve!" Can you afford
To disregard the Savior's voice
To make a filthy beast your choice?
Or will you stand with men who dare
Hurl their defiance through the air
To all who ride in Mammon's car,
And wage 'gainst them eternal war?

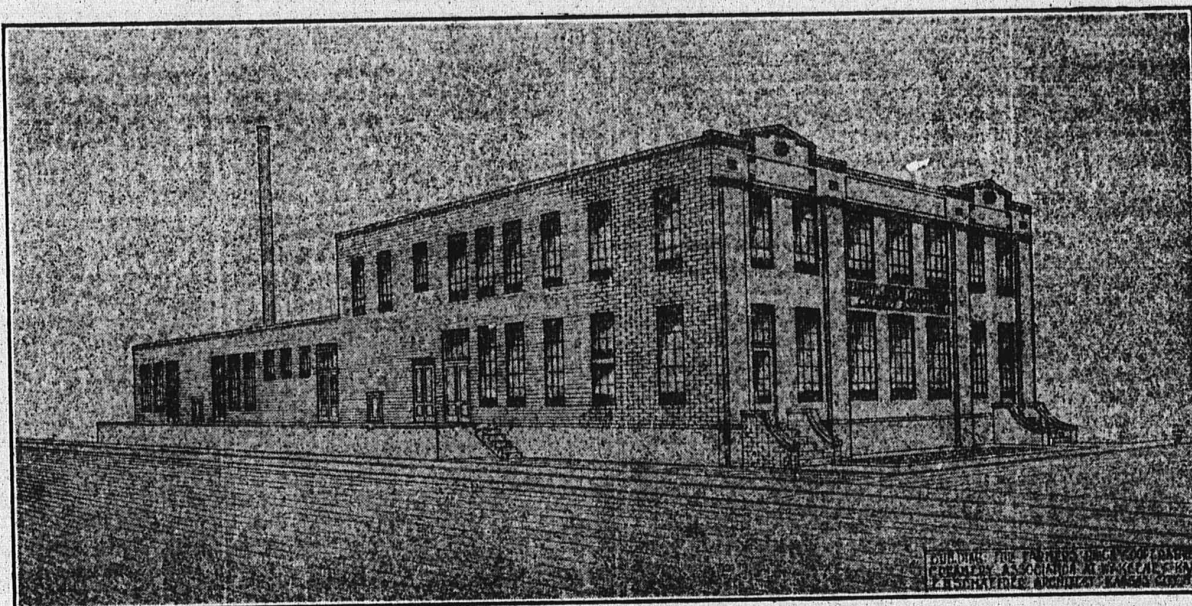
Mankind will choose the right at last;
Will learn the lessons of the past,
Will waken to their rights and power
And stand erect, nor cringe nor cower
To this false god, this yellow fiend,
Whose brazen front, by churches screened,
Reveals his cloven hoofs and tail
To those who look behind the veil.

No service of the lip alone
This god demands. Upon a throne,
Erected on a pyramid
Of ruined souls, he calmly bids
His subjects drag their honest name
Through reeking filth. No crime, no shame,
Is held too dear to pay the cost
Of worshipping this golden Joss.
This "Moloch's" wide voracious maw
Is never filled. His greedy claw
Is always reaching out to clasp
More human souls within his grasp.
No one is sacred to his touch;
His slightest contact leaves a smutch
On honor; one fond embrace
And man will love his cruel face.

No prayers can move his flinty heart;
No suffering cause him to depart
Until his pound of flesh and bone
Is paid in full, in spite of moan.
His crimes are far beyond the ken
Of mortal man. A ready pen
Could never, in a thousand years,
Record the curses, groans and tears
Which always follow in the wake
Of men who plunder for his sake.

—A. M. Kinney.

In All the History of the Cooperative Movement There Has Been No Greater Achievement Than the Kansas Farmers Union Creamery—It is a Wonderful Story—a Story of Unceasing Labor on the Part of Its Officers and Directors and of Unselfish Loyalty of the Men and Women Who Own This Company



The story of the growth and development of the Farmers Union Cooperative Creamery, taking it from the inception of the organization and up to the present high type of organization, the climax of which is the establishment of the new branch plant at Wakeeney is but an additional incident revealing what can be accomplished through cooperative effort. In order to appreciate just what advancement has been made in a comparatively short period of years, a history of the institution, dating back to 1924, is here given.

The history begins with an expressed desire on the part of delegates to the Farmers Union state convention held in Emporia in 1924, to see a Farmers Union produce department established to handle the dairy products of Kansas producers. By authority of this convention, a committee composed of members of the Kansas Farmers Union state board and of the Farmers Union Jobbing Association board, and known as the Farmers Union Produce Committee, was appointed by Mr. John Tromble, then president of the Kansas Farmers Union. The first meeting of this committee was held on January 14, 1924, at which time the following were elected as an executive committee: John Tromble, chairman; D. L. Barrett, vice chairman; A. W. Seamans, secretary-treasurer; L. E. DeVoss, Roy Schmidt, C. E. Henderson and H. E. Witham.

This committee was charged with the responsibility of studying the produce problem, and of outlining a plan for the organization of a produce department, and then proceeding to establish such a department.

Following an intensive survey and study, the committee looked with favor upon the contract marketing plan. They proceeded to establish the Farmers Union Co-op. Produce Association, set up under the 1921 cooperative marketing act of Kansas.

The first step was the building of an organization agreement which included a provision that the agreement would not become binding on subscribers unless a "sign-up" of either 5,000 cows or 500,000 hens had been secured by January 1, 1925. This agreement was unanimously adopted. Field men were employed to solicit subscribers. It was a new idea to producers, and much educational work was required to sell the idea. Opposing forces were at work. The road system was not what it is today, and the bad roads resulted in much delay to the field men in getting around to see the producers.

January first came with only 4,000 cows and 125,000 hens signed up. Accordingly, all subscribers were advised by letter that the goal had not been reached. Inquiry was made as to whether the subscribers wished to withdraw or to have the efforts continued. The educational campaign showed its effects when only seven producers signified a desire to withdraw. The balance wanted to go ahead with the project. Accordingly, the campaign for membership went on until the middle of January, when the goal was reached. A committee meeting was called and the report showed 944 contracts signed, with a sign-up of over 5,500 cows and approximately 185,000 hens.

The next step was incorporation. For this purpose subsequent meetings of the organization committee and market agreement signers were held, and the organization of the Farmers Union Cooperative Produce Association completed.

The by-laws adopted provided for seven directors. The personnel of the first board of directors follows: John Tromble, C. P. Kohlenburg, C. E. Henderson, E. L. Bullard, Carl Gerstenberger, R. D. Samuelson, and D. L. Barrett. Of these men, two—Mr. Tromble and Mr. Henderson—have passed on to their reward.

With the organization set up and ready to function, progress was being made, but there were still problems to cope with. First, more volume was needed before a plant could be established, and then the Produce Association did not have sufficient finances with which to provide needed physical facilities for handling the products under contract. The drive for membership was carried on until September 12, 1925. At that time reports revealed 1688 marketing contracts signed, representing 10,000 cows and 335,000 hens. Thus the obstacle of a lack of volume had been dealt with quite successfully by this time, but the other obstacle—that of a lack of finances—was still present. The Produce Association had but little ready cash available to invest in facilities.

At this point came another evidence of the power of cooperation and what it can do. The Farmers Union Jobbing Association board, after due consideration, suggested that it might be of assistance financially. However, they could not be expected to loan forty thousand dollars, the amount required, to the Produce Association without some substantial guarantee of payment. The Produce Association had little or no collateral, but it did have a volume of business available.

Where there is a will, there is a way. So the situation was met successfully. The proposal was carried into effect that the Jobbing Association establish a Produce Department, and provide facilities. A contract was made with the Produce Association to handle its business. The details of the plan finally were worked out and agreed upon, and a department was set up, known as the Produce Department of The Jobbing Association. The name, "Farmers Union Cooperative Creamery" was adopted and a contract made with the Produce Association.

A. W. Seamans was chosen as manager and E. A. Augustine was selected as butter maker and plant superintendent. A building was acquired by lease located at 201 Oak Street, which houses the present creamery plant in Kansas City. Equipment was purchased and operations began on September 21, 1925.

With the machinery in operation, the management was confronted with another problem—that of selling the finished product. Just where and how to find the proper outlet for the finished product proved to be a perplexing problem. The new creamery was producing a good volume, which had to be disposed of. During the first several weeks, the management shop-

ped around from one commission house to another, and the results were entirely unsuccessful and disappointing. Finally an opportunity was presented to contract the entire output with an eastern butter and egg merchant. Terms for a three-month trial were agreed upon. While this agreement was more satisfactory than shopping with the commission merchants, yet it was not satisfactory to either party concerned. For a time the situation began to look rather uncertain. The organization was getting the needed support from the producers, and to fail in the marketing end of the business was unthinkable. Yet failure seemed to be stalking near. The situation called for decisive action.

Out of this discouraging state of affairs grew the idea that proved to be the turning point toward real cooperative marketing. Fighting against these odds, the organization hit upon the application of the very thing for which it was created—efficient and economical marketing, through cooperative channels, of the producers' products. This was accomplished by organizing their own sales agency. This did not come about by accident; rather, it followed intensive work and study on the part of the board and of the management. Both the board and the management realized the need of a better sales arrangement in order for the organization to succeed. The sales problem was studied from every angle. The result was that the management and all members of the board reached the conclusion that the creamery should have its own personal representatives in the eastern market, for the eastern market seemed to be the logical outlet for the commodities handled.

In casting about for some one to head this department, contact was made with Mr. C. E. McDaniel, formerly of Kansas City but then in Philadelphia, connected with a butter and egg firm there. Mr. McDaniel had the qualifications necessary, and was employed by the management and the board as eastern sales representative. His employment began in April, 1926. He has served in that capacity ever since that date, and handles the marketing of both butter and eggs.

By 1927 the volume of business of the plant had increased to a point where the capacity had to be enlarged. This was accomplished by the installation of additional equipment. Early in 1927 the egg department was established and put into operation. Although this department was not overly prosperous in the beginning, it has since shown a fine development and in the past year has given a good account of itself.

The financial condition of the Creamery had reached a point early in 1928 where it was possible and advisable to retire the financial obligations to the Farmers Union Jobbing Association, which were mentioned earlier in this article. The obligations were retired, and steps were taken to incorporate the creamery as a subsidiary of the Farmers Union Cooperative Produce Association. This was the intention of all concerned, in fact, from the beginning, just as soon as the Creamery was in a position to stand alone. The charter was approved for the Farmers Union Cooperative Creamery Association by the State Charter Board of Kansas.

It is difficult to realize just how much business has been carried on by the Farmers Union Cooperative Creamery, but a glance at the figures shown here will show that the volume of business is immense. Since its establishment the Farmers Union Creamery has churned approximately 14,000,000 pounds of butter. The plant has handled and packed over 9,000,000 dozens of eggs. The net earnings have been upward of a quarter million dollars. A portion of these net earnings has been returned to producing members, in cash, in cream, on the basis of deliveries. The balance has been placed to their credit in a five-year revolving fund on the basis of each individual's deliveries. This revolving fund is used for operating capital and for expansion of the business.

Expansion Program

The first step in the expansion program has been the establishment of the new creamery and produce plant at Wakeeney. This is a manifestation of the purpose of the firm to expand its business in the interests of those for and by whom the business has been established—the producing members. The new plant at Wakeeney has been erected to better serve the dairy and poultry producers of Western Kansas.

This new modern and up-to-date plant has been erected and equipped at an approximate cost of \$85,000. It will handle cream, eggs, poultry and feeds. It will serve a territory included in a radius of from 50 to 60 miles from Wakeeney, through local stations which are already established or which will be established. More than thirty of these stations are already established and ready to serve the plant. Service between the station and the plant will be carried on by truck routes, going out from the plant every day or every other day, taking feed and supplies out to the stations and picking up cream, eggs and poultry.

New Creamery Building At Wakeeney, Kansas

The new Creamery and Produce Building housing the new branch plant of the Farmers Union Cooperative Creamery Co., is a splendid addition to Wakeeney's business buildings. What was a short time ago a

Co-Operative Marketing Stimulated by Farm Board

Elimination of Private Grain Dealers a Possibility.

One constructive achievement to the credit of the Farm Board has been its stimulation of co-operative marketing. The grain co-ops have got to the point where they talk of the elimination of the private grain traders, and they don't mean maybe.

This at least is the position more or less explicitly assumed by the Farmers Union, a flourishing organization of farmers in the wheat and livestock belt with long experience in actual marketing along cooperative lines. Discussing the hostile forces of co-operation and private marketing, the Farmers Union Herald, organ of the union, says:

"There is war between the two groups. . . In a battle of this kind somebody is going to get licked. Either the private grain trade will win the fight and vanquish the co-operative movement or the co-operators will win and the private grain trade will disappear from the scene of action."

The union has been using federal loans at low interest to put up competing co-operative grain elevators where the private ones could not be bought from their owners. In cases where the co-operative elevators were deeply in debt to bankers and the private trade, the union has built new elevators of better design and sometimes at less than half what the debt on the old ones amounted to.

STATE PRESIDENT AND SECRETARY PLAN BUSY WEEK

SALINA, Kans.—A. M. Kinney, Secretary of the Farmers Union of Kansas, will attend a meeting of the Trans-Missouri-Kansas Shipper's Association, which will be held at St. Joseph, Missouri on Wednesday, September 17th. On the same date, C. A. Ward, President of the Kansas Farmers Union, is scheduled to appear on the program at the Iowa Farmers Union Convention, at Des Moines, Iowa. Saturday, September 20th, Mr. Ward will attend a County Picnic at Lathrop, where he will be on the program also.

LOCAL AND COUNTY UNIONS PLEASE TAKE NOTICE

The Publicity Department of the Income Tax Association is anxious that our organization assist in every possible way for the next six weeks in getting the program across to our membership and all others interested.

It necessarily takes some finances to proceed with this program. We are asking that you please mail to this office list of available speakers who can go out and intelligently discuss the tax question at public meetings. It is the plan that the speakers be paid not to exceed their actual expenses. Some speakers have already volunteered their services without any costs.

Arrange big tax meetings not only of our membership but of any and all voters who are interested and send in requests for dates to this office. As far as possible, those calling meetings should pay the expenses of the speakers.

Also, there are local and county units who can send to this office contributions to be forwarded to the Finance Committee of the Tax Association at Topeka to be used to defray some of the necessary expenses. Already some have volunteered financial help and we are sure others will wish to do so.

We all understand the first thing in tax Reform is that we should vote at the November election for the passage of the Graduated Income Tax Amendment.

C. A. Ward.



The first Farmers Union cream station in Wakeeney opened for business September 21, 1925, in the building pictured above. The night before the station opened, the building caught fire and the roof burned off; but this did not stop the opening. Cream was handled in the building without a roof.

THE KANSAS UNION FARMER

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

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

Acceptance for Mailing at Special Rate of Postage Provided for in Section 1102. Act of October 3, 1917. Authorized July 30, 1918.

A. M. Kinney, Editor and Manager
Mary Riley, Assistant Editor
Subscription Price, Per Year, \$1.00

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

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

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

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FARMERS UNION CO-OPERATIVE PRODUCE ASSOCIATION—201 Oak St. Kansas City, Missouri.

FARMERS UNION LIVE STOCK COMMISSION—400-3-10 Live Stock Exchange Bldg., Kansas City, Missouri; Live Stock Exchange Bldg., Wichita, Kansas.

FARMERS UNION MUTUAL INSURANCE CO.—Room 202 Farmers Union Bldg., Salina, Kansas.

FARMERS UNION AUDITING ASSOCIATION—Room 201 Farmers Union Bldg., Thomas B. Dunn, Salina, Kansas.

KANSAS UNION FARMER—Salina, Kansas, Room 208, Farmers Union Bldg.

FARMERS UNION MANAGERS ASSOCIATION
C. B. Thowe, President
T. C. Belden, Secretary

SALINA, KANSAS, THURSDAY, SEPTEMBER 18, 1930

ATTRACTIVE DOCTRINE

Alexander Legge, chairman of the farm board, has been telling New York farmers at the Syracuse fair that the success of the farm industry depends less on legislation and political action than on the employment of business methods in agriculture.

Governor Roosevelt, at the same place, now has told the New York farmers that the success of the farm industry depends less on the employment of business methods in agriculture than on legislation and political action.

Without assuming to judge between these two doctrines, and viewing them solely as speeches delivered at a state fair, our guess would be that Governor Roosevelt's was the more attractive, appeared to point the more direct way to the results desired and received the more applause.—K. C. Star.

THE PRESIDENT'S COLUMN

C. A. WARD

DROUTH EMERGENCY COMMITTEE HOLDS MEETING AT TOKEPA

At the call of the Governor, the Drouth Committee appointed some time ago, along with a number of bankers, met at Topeka on Monday, September 8 to discuss the drouth relief situation to the end that something might be done for the group of farmers and stockmen most seriously affected either directly or indirectly because of the drouth. This proved to be a very interesting meeting and as to whether or not any relief will come to the farmers of Kansas remains yet to be seen.

Mr. M. A. Limboccker of Emporia, President of the Kansas Bankers Association, presided at this meeting. Two proposed courses of procedure for drouth relief were advanced. One was to establish a statewide credit association and this Credit Association could, in turn, handle agriculture paper of Kansas through the Intermediate Credit banks. It was proposed that such an institution be set up with a capitalization of \$500,000.00. It was argued by some that this financial institution would be of material help, especially to the small bankers of the country, in as much as this Credit Association could handle paper that the small banker would be unable to take care of at this time. It was stated that the borrower would be asked to furnish a financial statement along with approved collateral.

This whole proposition was discussed at some length and finally it was decided to refer this question to the Kansas bankers themselves and we understand a meeting has been called by the Secretary of the Kansas Bankers Association to discuss this question.

In this discussion, it was brought out that the Government has no available funds that in any way can be used to take care of what we might call secondary loans. In the discussion of the setting up of this statewide Credit Association, it was also brought out that in event the farmers or stockman had approved security, his paper can very readily be handled if not through his own bank, in most instances the home bank has connections with larger institutions than can handle this paper.

The Farmers Union has contended all of the time, and this contention has been supported by our sister farm organizations as well as many others, that in Kansas we have a large number of farmers and stockmen who, because of the drouth and the failure of a corn crop, find themselves in the position of needing emergency help. There are hundreds of farmers who have from 50 to 100 head or more of hogs with no corn to finish them out. Also, their credit at the bank is exhausted, yet this class of farmers, we believe, if given a little help and time, will in almost all instances pay out and make good. This also applies to many dairymen and stock growers. It is our contention that the Government, through some of its agencies, could well afford to work out a program that would take care of this class.

At the Topeka meeting we were amazed at some of the statements being made by leading bankers of Kansas. Some bankers would make the statement that they were in splendid condition in their county and that there was no apparent need. Some even going so strong as to say the farmers were in good shape financially, when, in reality in some of these particular instances I know their corn will not make 5 bushels to the acre. It is to be regretted that there are leading bankers in Kansas who do not have a sympathetic understanding of existing conditions and needs.

The final outcome of the meeting was that Governor Reed, with John Vesecky and the writer were made a committee to draft a resolution and send to the Federal Farm Board asking the Federal Farm Board, through

the Stabilization Corporation and the machinery of the Farmers National Grain Corporation to use its powers in converting the 60,000,000 bushels of wheat into feed. Also, that they should buy oats, barley, in fact all grain which is used for feed, in addition to concentrates such as cotton seed products and the like, and sell these commodities to the farmers agencies to be set up by the Kansas Committee and approved by the Farm Board. The Farmer to be given a reasonable length of time to pay his notes at a low rate of interest.

It is not likely that the Farm Board will accept our suggestions in full but we hope that something might be worked out that will meet the situation.

KANSAS INCOME TAX ASSOCIATION EFFECTS ORGANIZATION

On Tuesday, September 9 more than a hundred men met and organized the Kansas Income Tax Association. The purposes of the organization are to provide and disseminate information favorable to the proposed graduated income tax amendment to the constitution of the state of Kansas.

There were three committees appointed. Finance Committee with Alfred M. Landon of Independence as Chairman. The Publicity Committee with Wm. L. White (Young Bill) as Chairman, and the Organization committee composed of Ralph Snyder, W. W. Bowman, B. A. Welch, C. A. Ward, C. C. Cogswell, A. M. Landon and W. L. White.

This proved to be a very interesting meeting. It was evidenced from the talks that were made that there is much sentiment in favor of the Graduated Income Tax Amendment which will be voted on this fall at the November elections.

This move was sponsored by the Committee of Kansas Farm Organizations and is being supported by many outstanding groups including the Kansas Bankers Association and certain groups of organized labor. Along with many others, Chancellor Lindsey of Kansas University gave a short address supporting the Income Tax as a fair and equitable tax.

Already an office has been opened in Topeka and in the very near future plans will be consummated whereby the Tax Association, through its Speakers Bureau and Publicity Department, will be in position to furnish speakers to all those groups who will arrange the meetings.

It is evidenced that the farm organizations of Kansas and others interested should get actively back of this program in order that the voters of Kansas may be educated to understand the amendment and to know that in event of its passage that it will not be an additional tax but rather an equalizing of the tax burden in a definite way taking the load off of real estate, both rural and urban.

Let us suggest to our local and county organizations that they discuss the question of an income tax and that we do all within our power that we may secure the passage of this amendment at the November election.

The writer also happens to be a member of the Tax Committee as appointed by the state Chamber of Commerce and our first meeting was held in Topeka on last Friday. At this meeting, of course, there were interests represented who opposed the Income Tax, but I was favorably impressed with the earnestness of the speakers as they discussed this whole question.

The final result of the meeting was that the Chairman, ex-Congressman Guy Helvering of Salina, was directed to appoint three sub-committees to report later. One will report on source of Revenue in Taxation. The second will report on administration of the Tax System. The third committee will report on ways and means of improving state and local Government with a view to keep down the cost of Government and obtaining a dollar's worth of service for a dollar spent.

Thus, all will readily see that the interest in tax revision is especially keen at the present time and we hope that the incoming administration will approach this problem with all sincerity and earnestness.

ART MCKNIGHT

The membership of the Kansas Farmers Union and especially those who knew him best are saddened at this time because of the sudden death of our friend and brother, Art McKnight of Westphalia, Kansas.

It can truly be said that perhaps no other member of our beloved organization entered into our program more sincerely and wholeheartedly than did Mr. McKnight. He, as many others, has sacrificed much for the organization and its principals, even to the extent in many instances of delaying his own work in order that he might assist in the organization of locals or be of material help in strengthening some of our activities.

The officials of the Kansas Farmers Union extend to the family and immediate friends our sincere sympathy in this sad hour of bereavement.

C. A. Ward.

THE INSURANCE CORNER

By CHARLES A. BROOM, Secretary

Many times each week we receive mortgage clauses that have been signed by the local agent. We know that this is the usual custom with many companies, but since none of our agents write the policies they are therefore not authorized to sign the mortgage clauses, or any other forms of endorsements. Do not request your agent to sign these clauses, but send them in to the office and the service is then complete and as agent, ask either the insured to send the clause in to the office, or do it yourself. Just remember this, that if you as agent, do not write the policy, you cannot under the law sign the endorsements.

Just now, errors in the writing of applications are causing a great deal of annoyance. There is room on the application to describe every building and two places on the application for the legal description, yet many applications come in each week that either lack the description of some building, or all descriptions, or the legal description is missing or written differently in the two places for it. Only a few days ago we handled an application in which the section number was written as 39, yet we all know that there are no more than 36 sections in each township. All these things cause lots of confusion and if you will check your application before mailing it in to the office, perhaps the errors can be caught and better service rendered to the policy holders.

NEIGHBORHOOD NOTES

STATE DELEGATES MUST BE ELECTED

IN SEPTEMBER

The attention of all locals is directed to Division B, Art. 1, sec. 2, page 6. Elect all state delegates in September and mail duplicate credential to State Secretary 30 days ahead of the State meeting.

Charles A. Baskitt, President Brown Co. Farmers Union.

ALLEN COUNTY

The Allen County Farmers Union will hold their annual picnic on Saturday, September 20th, in Gardner's Grove south of LaHarpe. Business session basket dinner, speaking and ball game. Mr. C. A. Ward, State President, will be the speaker of the day. We want every member in the county to attend this meeting and bring prospective members. Let's make this a big day. We also invite members from surrounding counties.

Robert A. Meliza, Pres.
C. A. Hawk, Sec'y.

NOTICE OF LINN CO. MEETING

The regular meeting of the Linn County Farmer's Union will be held at Goodrich, Saturday, Sept. 20.

We expect to have Mr. Ward, State President, with us at that meeting. We urge all Farmer's Union members and friends to be present.

It will be an all day meeting and a basket dinner will be served.

F. C. GERSTENBERGER, County President.

J. C. GREGORY HAS A NARROW ESCAPE

While in Osborne we heard a good

one on our friend, J. C. Gregory. We can not vouch for the truth of it but it is a good one anyway. It seems that J. C. or Clate as we know him had business at Superior, Nebraska for the Union and he took his wife along, which, of course, was the right thing to do. Well when the business was attended to and they were getting ready to start for home, Clate brought himself a bucket of syrup he wanted so after purchasing it they started for home. Now the only place for the syrup pail was thrown on his back, knocking the lid off and spilling the contents on Clate's back. He felt the shiny stuff oozing through his shirt and of course thought the steering post had run through his body and that he was badly injured. He began to holler and take on and call for the doctor as he thought he was dying. Of course he was hurt, but not as bad as he thought at first. His wife investigated and found that instead of blood it was syrup. We can't blame Clate for being scared and thinking his time had come when he thought the steering wheel of the car was driven through his stomach. They say Clate can't look at a syrup pail without turning sick at the stomach. Well Clate, cheer up, it could have been worse. It could have been blood instead of syrup you felt trickling down your back.—Osborne County Farmer.

A WONDERFUL FARMERS UNION ENTERPRISE

(Continued from page 1)

none too beautiful vacant space is now one of the beauty spots of Wakeeney, a place which local citizens can point out with a great deal of civic pride. This new and modern building has been erected on a site acquired by a long time lease from the Union Pacific R. R. Co. The railroad company has built a private spur to serve the industry.

The building is of fireproof construction throughout. It extends to a length of 180 feet and is 60 feet wide. It is divided into three units. The front part of the building, which is two stories high, and which measures thirty feet wide and 70 feet long, is the creamery unit. The first floor of this unit is devoted entirely to the creamery proper. On the second floor are the offices and warehouse space for supplies. A freight elevator serves the second floor.

The second unit is in the middle section of the building and measures 60 feet long and 30 feet wide. It is a 50-foot section of the building lying just back of the creamery unit. This unit houses the boiler, the refrigerating machinery and the butter milk machine. The cooling tower for the refrigerating plant is located above this middle section, or second unit.

The third unit extends back another 70 feet, and is 60 feet wide. It is the egg and poultry unit, and is complete with a basement. This unit is so constructed that a second story can be added whenever conditions justify it. Both the creamery and the egg department are equipped with coolers that will enable holding under refrigeration.

The walls and partitions of this new fireproof building are of hollow tile construction. The exterior finish is of mat face type, which presents a most pleasing appearance. The inside finish is a glazed surface, which makes for the utmost in sanitation and cleanliness, a most important factor in the handling of food products.

The tile used in the construction of the building was purchased from the Curtis Silo Company of Kansas City, Mo. Mr. E. W. Curtis, who is manager of the concern, rendered valuable service by counseling with the builders in matters pertaining to building construction.

The structural steel used in the building was purchased from the Builders Steel of Kansas City. The steel joists and window sashes came from the Trusco Steel Company.

Floors, docks and roof construction are of concrete. Dewey Portland Cement was used and was furnished through the local Wakeeney lumber yards, The Verbeck Lumber Co., and the Hardman Lumber Co.

Mr. E. W. Willour of Ransom, Kansas, was superintendent of construction, and very ably directed the construction of the building.

The building committee was composed of three men selected from the board of directors of the Farmers Union Cooperative Creamery Co. Mr. T. M. Turman is the chairman of that committee, and the two members are P. P. Peterson and H. B. Whitaker. These men are due for a great deal of credit for the efficient manner in which they handled the building activities.

The equipment is of the most modern type, embodying the latest improvements made in this kind of machinery. The major portion of the equipment, including the boiler and the refrigerating machinery, was bought from the Creamery Package Company of Kansas City, Mo.

A great deal of fuel necessarily will be used in the new plant and the best fuel for the purpose is oil. Equipment for the storage of 9,000 gallons of fuel oil has been installed and purchased from the Union Oil Company, a cooperative oil company located in North Kansas City, Mo. With this large storage capacity, oil can be purchased in car lot quantities and will enable the plant to afford a substantial saving in fuel oil costs.

Mr. E. A. Augustine, superintendent of the Creamery Department of the Farmers Union Cooperative Creamery Co., had charge of the installation of the equipment.

CHANGES IN LIVE STOCK MARKET DISCUSSED

(Continued from page 1)

tive to the live stock market. No one is more familiar with that fact than you who have had live stock on the market within the past few weeks, or who have been preparing live stock for the market, and who, therefore, have kept yourselves informed as to market conditions. What we can say here on the market situation might seem rather superfluous, as most of you already are pretty well informed as to market conditions, yet a few words on the situation might be well received.

The present situation is this: With too many calves on the market during the past week, the market has been larger than the pickles and, the cattle market has shriveled from one dollar to a dime. The market, as compared with the high time, on western grades and stockers and feeders of the medium and plain kinds. Not many choice lightweight yearlings are coming, and unless the prices get a good deal better we do not believe that advancing in the light weight stockers will let them come to market now, unless forced to do so by lack of feed or water.

The pasture contracts soon will terminate for the grass cattle, and frost is not far away. For these reasons, we look for some heavy runs of weighty cattle for the next six weeks.

As to buying stockers and feeders, it would seem that any one with plenty of feed and water, and who can handle cattle, would do well to load up with them. They could be bought now at prices that are far below the cost of production. Prices on stockers and feeders are, in fact, as low as they have been for some time.

In contrast with the stockers and feeders and with the plainer classes of cattle, the strictly dry lot grain fed cattle are advancing in price. This is due to the fact that cattle of this class are getting scarce. The market on this class has advanced every day this week and a good many loads of choice heavy weights, and of light weights as well, have brought prices up to the \$12 mark. The bulk of our fed steers are bringing from \$11 downward. Steers that have been short fed, or the grass, and those of the plainer quality, have suffered a break and are moving at prices around 50c lower for the week. Cattle receipts on the Kansas City yards were light today, and all fresh arrivals were cleaned up at prices steady with yesterday's market.

With the heaviest run of the stock of the season here this week, all classes of cows and grass heifers are 50c to 75c lower for the week, excepting canners and the better grades of culler cows. Canners are bringing from \$2.75 to \$3.25, and cullers, \$3.50 to \$4. The bulk of the better grades of killing cows are selling at \$4.25 to \$5. Grass heifers are selling down as low as \$4.50 for the plainer kinds, and up to \$6.50 for the better grades. Due to an oversupply of stock cattle this week, and to very little outside demand, cows and heifers that should be going back to the country have been selling to the killers at low prices. A mighty good kind of stock cow can be bought now from \$4 to \$4.25, with choice ones at \$4.50. The best buy, from a stocker and feeder standpoint, seems to be 500 to 600 pound grass fat heifers which can be had from \$5 to \$5.75 for good quality Shorthorns and \$5.75 to \$6.25 for Whitefaces. Fancy 500 pound Whiteface heifers that are ready for the feed lot can be bought at \$7 per cwt. Taking the present market as a basis, these heifers, with a feed of 100 to 110 days, would come back and bring \$10 to \$10.50 per cwt.

With a liberal supply of bulls over this week, our general bull market is around 50c lower for the week. Good

KANSAS UNION FARMER WEEKLY EXCHANGE

If members of the Union have anything to Sell or Exchange, they should advertise in this department. Rate: 5 cents a word per line. If run 4 times 10c per word for the four issues. Count words in heading, as "For Sale," or "Wanted to Buy," and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

CLASSIFIED ADVERTISING

WANTED

WANTED—Hear from owner having good farm for sale. Cash price, particulars. John Black, Chippewa Falls, Wisconsin. Phone 1291.

WANTED—Discarded Jewelry. Cash for Dental Gold, antiques, diamonds, Uhler, Sta. B., Brooklyn, N. Y.

FOR SALE

FOR SALE—20 choice con hounds cheap on Irish Red Kelly Kennel, Kevill, Ky. B 22

China Glits. Boar, Sow and Pigs.—M. Constable, Bennington, Kans.

Lambs and ewes. Also rams. Priced to sell.—Albert Meyer, 2 miles north of Griderly, Phone 1291.

CUT PRICES ON CHOICE IRIS PLANTS
7 Cents Each—Abilene, Amas, Attraction, Aurea, Azure, Mrs. Christian Caprice, Celeste, Cherubim, Candelabra, Clarence Wedge, Claret, Cretone, Camelot, Delecta, Dawn, Dimity, Dr. Mantor, Fairy, Flaxen, Gortade, Germania, Hillside, Gypsy Queen, Halfdan, Helga, Her Majesty, Honorable, Blakely, Ingeborg, Ignatie, Jacqueline, Johan De Wett, Juliana, Kochi, Kynsna, Lent, A. Williams, Lohengrin, Lorelei, Mary Garden, May Queen, Miss Earley, Mithras, Mrs. Chereau, Monsignor, Mrs. H. Darwin, Savilian, Sherwin-Wright, Pseudococcus (yellow water iris), Varicolor (blue water iris). The fifty for \$3.88. All plants labeled and postpaid. Your opportunity. Tell your neighbors. Circular FREE.—A. B. Katkamier, Macedon, N. Y.

SCALE BOOKS

RECEIPT BOOKS, CHECK BOOKS, ORDER BOOKS, REMITTANCE BOOKS ALSO LETTER HEADS, STATEMENTS, ETC.

GLOBE IMPRINT, Salina, Kas

to choice heavy bolognas bring \$5 to \$5.50. Fair to good, \$4.50 to \$5. Plainer kinds bring from \$3 to \$4.

We have had fairly heavy receipts of calves this week, and our calf market has held fairly steady. Good to choice veal calves bring \$8 to \$10 per cwt. Fair to good ones, \$7 to \$8.50. Common, \$4 to \$6. Medium weight and heavy killing calves weighing from 300 to 400 pounds bring mostly \$7 and down. Canner calves, \$5 to \$4. Baby beef calves weighing from 450 to 600 pounds, sell mostly from \$8.00 to 9.00. Good to choice Whiteface stock steer calves bring \$7.25 to \$8.50. Plainer kinds bring from \$6.50 to \$7.00. Whiteface stock heifer calves, if light, sell from \$7 to \$7.50. Heavier classes bring from \$6.50 to \$7. Shorthorn stock heifer calves bring \$5 to \$6.

Hog receipts on the Kansas City market today were 3,000, and the market was 15 to 25c higher than yesterday, with a top of \$10.80. Hogs weighing 200 pounds and better are in the best demand. The heavier hogs are getting closer to the top, and we do not believe it will be long before the good butchers and heavies are topping the market. Buyers have been pounding the light stuff each day, and making a big spread between light and light hogs. Stock pigs are bringing from \$8 to \$8.40. (to be concluded next week)

BROOM TO SPEAK OVER WIBW

Charles Broom, Manager of the Farmers Union Mutual Insurance Company will be the principal speaker on this week's Farmers' Union Hour program, to be broadcast over station WIBW, Topeka, Friday night, September 19, at eight o'clock. Wesley Pangrac of Culver will play violin selections and various other musical numbers will be featured.

RESOLUTIONS OF CONDOLENCE

Whereas our Heavenly Father in His Infinite Wisdom has called from our midst Charles Westerman, father of Brothers C. A. Westerman and Fred Westerman and L. M. Westerman and Fred Koenig;

Now Be It Therefore Resolved that we members of Piqua Union Local 2151 of the Kansas Farmers Union herewith respectfully pay tribute to the bereaved family our heartfelt sympathy.

Be It Further Resolved that we cause copies of the resolutions to be sent to the family of the deceased, that they be spread on the minutes and a copy be printed in the Farmers Union.

E. J. Kipp, C. P. Kipp, W. L. Habiger, Com.

RESOLUTIONS OF SYMPATHY
Whereas our Heavenly Father has called from our midst Brother Clifford Watson, member of Sand Creek Local No. 462;

Resolved that the loss of our brother and fellow worker will be greatly missed, and we therefore, we the members of Sand Creek Local extend to the relatives our heartfelt sympathy in their bereavement.

Also that a copy of these resolutions be sent to the Kansas Union and that a copy be spread on the minutes of our Local.

Mary Constable.

RESOLUTIONS OF SYMPATHY
Whereas it has pleased our Heavenly Father to remove from our midst the brother, Adam Schoenholzer;

Therefore, we the members of Excelsior Local 406 extend our heartfelt sympathy to his wife and family in their great loss, and also that a copy of this Resolution to be spread on the minutes and a copy be sent to the Kansas Union Farmer and one to our bereaved sister.

Jos. Erbert Sr. Bernard Erbert, Com.

CLEAR-CONCENTRATED HOG SERUM

AT MONEY-SAVING PRICES 80¢ PER 100 c.c.

Blood Serum 60¢ per 100 c.c. Virus 1 1/2¢ per c.c.

Bidwell-Johnston clear, pasteurized Anti-Hog Cholera Serum is used to treat 200 less serum—is more quickly absorbed—is safer and purer—gives maximum protection. Made and tested under Government supervision. Free blood serum, pure and potent. This type serum has highest endorsement of Government experts.

While receiving serum, shun immunization at same time against other diseases. Bidwell & Johnston, Kansas City, Mo. We pay express or postpaid. Sent C.O.D. if you prefer. Serum comes in 10, 20 and 50 c.c. bottles only. Virus in 5 c.c. and 10 c.c. bottles. Full particulars and complete price list on Vetcher card. Send for it. BIDWELL & JOHNSTON, KANSAS CITY, MO. 305 The Stock Exchange Bldg., Suite 20.

WHILE we would like to see every farmer in Kansas who has cream and eggs to sell market them thru the Farmers Union Cooperative Creamery—their farmer-owned and farmer-controlled institution—we do not expect them to do so for purely sentimental reasons; therefore we keep our prices in line with the markets and offer the very best of service.

If interested in marketing cooperatively write us.

Farmers Union Cooperative Creamery Association

201 Oak Street

Kansas City, Mo.

OUR COMPLETE LINE OF Stock and Poultry Feeds

Enables our dealers to order in car load lots without having to overstock on any particular product. Check up on your present stocks and send us specifications on your next shipment.

Prices are lower than they have been for some time. Let us also quote you on car load lots of Oyster Shell, Tankage, Linseed Meal, Meat Scraps, Cottonseed Products, etc.

Oklahoma Pools Are Getting Production

The Oklahoma Farmer's Union and the Panhandle Co-operative oil royalty pools are now "in production." Both pools own an interest in a tract of land in Lea county, New Mexico, on which a well has just been brought in. The well gives promise of being a really big producer. Better yet "the geology" of the well indicates that a number of other tracts of land in which both the Oklahoma pools hold an interest will be in the center of a new oil field.

Organized less than two years ago the Oklahoma Farmers' Union pool is now right in the midst of "the big play." Like its older sister pool, the Panhandle, it is attracting the attention of all classes interested in the oil industry. The two pools are not only in "the big play;" they are big stuff themselves.

We point to the success of the two Oklahoma pools because their success shows what can be done by the co-operative pooling of oil royalties.

The Kansas Farmers' Union Royalty company pool is organized under the same principles, works on the same basis and is exactly similar to both the Oklahoma pools. All three are organized by the Flag Oil Corporation.

The principles and practices that work for the farmers of Oklahoma will and can work for the farmers of Kansas. When the Kansas Farmers' Union pool is as old as the Oklahoma Farmers' Union and the Panhandle pools it will be doing as well—if not better. None of the co-operative oil royalty pools are "get rich quick" schemes. They are solid, substantial investments into which thousands of farmers have put their hopes of ease and wealth from oil.

They are not quick—but they are *certain*.

They are not schemes or dreams or wishes—they are firm, well founded organizations that are working now.

INVESTIGATE — *It Costs You Nothing To* — INVESTIGATE

No matter how much your royalty is worth BEFORE a well is drilled, you as a cautious farmer should POOL a part of your mineral rights for your own protection. A royalty deed worth \$50,000 on its prospects, even in so-called PROVEN TERRITORY, may be worthless unless a part of it is POOLED. The greater the POOL, the greater your protection. The wider the SPREAD of the pooled acreage the greater your security.

The Kansas Farmers' Union Royalty Company

Farmers' Union Insurance Building

KANSAS

SALINA

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Our Goal—A 500,000 Acre Spread—All Over the Map
Similar Pools Now Forming in Oklahoma, Texas and New Mexico

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

Gentlemen:

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

Name _____

Address _____

(Print name and address clearly)