



The Kansas Union Farmer

ORGANIZATION

EDUCATION

COOPERATION

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NUMBER 25

PROGRESS MADE IN COOPERATION

Four-Day Period of Meetings of Stockholders in Farmers Union Cooperative Marketing and Business Institutions Held Last Week

ENCOURAGING REPORTS ABOUND

Most of Meetings Held in Aladdin Hotel in Kansas City; Managers and Stockholders Exchange Ideas and Prepare for Advancement

Hundreds of Kansas Farmers Union members were in Kansas City most of last week attending the various annual meetings of the state wide Farmers Union cooperative marketing and business institutions. All the institutions, with the exception of the Union Oil Co., held their annual stockholders' meetings in the Aladdin Hotel. The Union Oil Co. meetings were held in the Community hall in North Kansas City, which is near the firm's plant and offices.

During the four-day stretch of meetings, cooperative marketing of the Farmers Union variety was reviewed, appraised, reported and discussed. Stockholders, board members, managers, field men, salesmen, yardmen and those of the various office forces rubbed elbows, exchanged ideas, and looked for ways and means to improve service and develop cooperative marketing in general. Throughout it all, there was an undercurrent of harmony, and a feeling of pride in the accomplishments of the Farmers Union marketing and business institutions.

Apparently, in most instances, the same men represented their respective communities, locals, or associations at the different meetings. This shows an interdependence to exist between the various divisions of Farmers Union cooperative marketing in Kansas. While each meeting will be reported separately, it may be said here that most of the business was in good, net profit and a very healthy surplus, which will enable them to withstand lean years, if they come along.

The state wide institutions which held stockholders' meeting during the week were as follows: Tuesday, January 31, Union Oil Co.; Wednesday, February 1, Farmers Union Cooperative Produce Association; Thursday, February 2, Farmers Union Live Stock Commission Co.; Friday, February 3, Farmers Union Auditing Association, and Farmers Union Jobbing Association.

Of particular interest in Farmers Union circles is the fine progress which the Farmers Union Cooperative Creamery Association is making, under the newly adopted, purely cooperative plan of procurement, processing and selling. The Creamery Association is the operating end of the cooperative known as the Produce Association. While reverse of recent years, entailing storage activities and a system of procurement not strictly cooperative—although necessary under former conditions—have caused the Produce Association to be faced with serious financial difficulties, the fact that continued loyalty, coupled with pure cooperation in the matter of carrying on a marketing program for its members, is the thing that is to bring the cooperative "out of the sink" and place it on a sound basis. It is doing that very thing now. Operations are showing profits, and volume is gaining. In fact, volume of business is greater by a comfort-

able margin, than had been anticipated. In addition to this, the products of the two plants are showing a marked improvement over last year's products.

The Jobbing Association also is demonstrating the feasibility of a new plan which ties the cooperative into a national cooperative marketing system. During the year just completed, the Jobbing Association merged its grain marketing facilities with those of the Farmers National Grain Corporation. The merger was affected by way of the Hall-Baker Grain Co. of Kansas City, which has been for some time a subsidiary of the Farmers National. The merger, it was pointed out, has been a good thing for the cooperative as well as for the individual members of the local cooperatives concerned. The statement and the general healthy financial condition of the Jobbing Association is proof of this statement.

The Farmers Union Live Stock Commission Company, with its main office and business at Kansas City, and with an extremely alive branch at Wichita, continues on its regular march to the front of the live stock marketing procession. It continues to hold a place in volume near the top on the Kansas City market—third place, in fact—and continues to hold undisputed possession of first place on the Wichita yards. It continues to save money for the farmers who make use of it, to pay back cash premiums, refunds, and to build up its reserves. It also continues to be active in building up the membership of the parent organization, the Kansas Farmers Union, as well as of the Missouri Farmers Association, the membership farm organization in Missouri with which it is affiliated. The Farmers Union Auditing Association, with headquarters in Salina, Kansas, is another cooperative Farmers Union state wide business (continued on page 4)

SIMPSON'S ADDRESS NEXT WEEK

The last half of the recent radio address delivered by John A. Simpson, president of the National Farmers Union, will be published next week, instead of this week as announced last week. The reports of the various annual stockholders' meetings held in Kansas City last week occupy most of the space available this week, and for that reason it was thought best to delay publishing the Simpson address until more space can be given it. The first half of his address appeared last week.

Oil Royalty Legislation

Members of the Kansas Farmers Union and especially those who have pooled a part of their mineral rights with The Kansas Farmers Union Royalty Company, will be interested to learn that United States Senator Elmer Thomas of Oklahoma, has introduced Senate Joint Resolution 247, the purpose of which is to make it legal for the Reconstruction Finance Corporation to make loans to managing agencies engaged in the business of organizing cooperative mineral acreage pools.

The same resolution was introduced in the House by Marvin Jones of Texas. A joint communication signed by Fred Breckman, legislative representative of the National Grange; John A. Simpson, National President of the Farmers Union; and Chester H. Gray, legislative representative of the American Farm Bureau Federation, urging immediate passage of this resolution is being mailed by the committee on Banking and Currency of which Congressman James G.

Strong, of Kansas, is a member. Pool members are urged to write Congressman Strong and ask him to push the resolution which means so much to the continued growth of this new form of cooperative enterprise.

Among other things in the letter to Congress from Breckman, Simpson and Gray, is the following statement: "The resolution embodies the results of a report made to Congress by the United States Department of Agriculture last year (Senate Document 93, 72nd Congress, 1st Session) which reveals that the cooperative pooling of farmers' mineral rights is a means of liquidating frozen farm assets. The orderly pooling of mineral rights would materially enhance income from farm crops in many distressed areas."

An effort will be made to induce President-elect Roosevelt to embrace the cooperative pooling of mineral rights in his broad program relative to a new national policy. If the resolution fails to pass in the short session, it will be immediately reintroduced when the special session is convened.

FARMERS MUST BE ORGANIZED TO GET NEEDED CHANCE

Aldrich Blake Tells WIBW Radio Audience of Farmers' Folly in Expecting Results without Being Organized Solidly

POOL MINERAL RIGHTS

Tells of Development in Matter of Cooperative Organization with Reference to Mineral Rights of the Land Owners

Without mincing words, Aldrich Blake of Oklahoma City, who is a business man who does not lay claim to being a farmer, but who has been a leader in organizing cooperative mineral acreage pools in Kansas and in other oil producing states, told his listeners over WIBW, Topeka radio station, of the value of agricultural organization and of the folly of farmers remaining outside their own organization. He talked Thursday evening, occupying the regular Farmers Union broadcast period. His talk had a direct bearing on a subject much discussed in Kansas at the present time. He said:

"Numerically, farmers constitute the largest single group in America. Their numbers alone make it possible for them to dictate the political policy of the nation.

"Potentially, farmers are the strongest economic factor in the civilized state. They feed and clothe the world, and most of the mineral resources come from their lands.

"Actually, the farmers as a class, have comparatively little political influence and still less economic power. Lawyers predominate in our legislative halls and bankers and industrialists control business. They always have and they always will unless the farmer wakes up.

"Heretofore the farmer has gotten the frosting while the other fellow ate the cake.

Why is this true? Well, did you ever hear of a lawyer who did not belong to the Bar Association or of a banker who did not belong to the Bankers Association or of a business man who did not belong to the Chamber of Commerce? Here and there you may have heard of one, but they are mighty few. These groups know the value and power of organization.

"Now, what about the farmers? If you will examine the figures you will find in a few states that about 29 per cent of them have joined their class organization—and less than 10 per cent in most states. Is it any wonder that the farmer, and ought to be equally, hogs organize themselves and struggle up close together to keep warm. It may be that none of the hogs is interested in keeping the other hog warm but each hog is at least selfish enough to want to keep himself warm, and he organizes for that purpose.

"Even hogs have more organization sense than some farmers. When the winter comes and the hogs look equally hogs organize themselves and struggle up close together to keep warm. It may be that none of the hogs is interested in keeping the other hog warm but each hog is at least selfish enough to want to keep himself warm, and he organizes for that purpose.

The day the farmers of America have sufficient sense to organize themselves as powerfully as other groups, will mark the beginning of the ascendancy instead of the dependency of agriculture. Until the farmers do organize, they will continue to be at the mercy of the law making bodies and big business. Not much sympathy will be, or should be, wasted on them. Those who refuse to help themselves can hardly expect help from others. That is the way of the world.

"Politicians fear organized power; big business fears big business. Two things farmers must learn before they get relief are first, that the average politician is a coward and yields his judgment to organized power, and second, that to compete with big business in the modern state, farmers must combine their own dollars and resources into combinations just as great as now control banking and industry.

The Kansas Farmers Union with twenty thousand members, has considerable influence at Topeka. The same Union with 100,000 members would be all-powerful at Topeka. American organizations with a few hundred thousand members have some power at Washington. The same organizations with several millions of members would be all-powerful at Washington.

"The American farmer might as well expect his wheat and cotton to grow without planting as to expect farm relief of a permanent and fundamental character to sprout in the halls of Congress unless he has the organized power to frighten the politician and bulldoze the banker and industrialist. Whatever else may be said of the present system of society, it must be admitted that in the last analysis it is a case of 'dog eat dog'—the survival of the fittest. Up to this time the farmer has been devoured and digested by groups whose organized power has far exceeded his own. It may be that during this period of stress and strain the farmer will be offered a generous supply of skimmed milk in the form of diluted remedies for his situation, but he won't survive for long on such a diet and I repeat that his only hope for permanent relief is through far greater organized effort than he has made in the past. (continued on page 3)

MEMBERSHIP REPORT LATER

A report on the membership drive and contest which closed recently will be forthcoming in an early issue of the Kansas Union Farmer. Right at this time it is impossible to report the results of the contest. Considerable work is entailed in checking over the reports, many of which came in right at the last of the contest. However, it can be said now that the results are fully satisfactory. The membership of the Kansas Farmers Union is several hundred greater than at this time last year. This is not all due to the contest. It is largely due to the fact that Kansas farmers realize more than ever the pressing need of organization in order to receive proper recognition in Congress and in the state legislative proceedings. It is gratifying to note, too, that the reports of membership did not quit coming in when the contest ended, but are continuing to pour in.

LIVE STOCK FIRM IS MARCHING FORWARD DESPITE DEPRESSION

Stockholders from Two States at Annual Meeting Wednesday in Kansas City Greeted Reports with Enthusiasm

GOOD NET PROFITS

Wichita Leads All Other Firms on Those Yards, while Kansas City is well up among Leaders; Board Members Are Re-elected

A Farmers Union cooperative marketing institution which has gone marching right on in spite of depression, lower commissions, less volume to handle, and other deterrent factors, is the Farmers Union Live Stock Commission Company, with the main office and business in Kansas City, and with a branch at Wichita. This cooperative has increased its net profits over last year's total, and maintains its place near the front of the procession as far as live stock marketing concerns of all kinds in the middle west are concerned.

This firm held its annual stockholders' meeting in Kansas City on Thursday, February 2, with the main session beginning at 1 p. m. in the roof garden of the Aladdin Hotel. A large number of stockholders were present, and all listened attentively to the reports and discussions with many taking part in the discussions. The Farmers Union Live Stock Commission Co. is not only a cooperative firm serving Kansas farmers and operating under the banner of the Kansas Farmers Union, but is also affiliated with the Missouri Farmers Association, serving a large number of Missouri farmers. Stockholders were present from both states.

At one point in the proceedings, the Kansas and Missouri delegations separated, each to select its members for the board and directors. The result was that all board members whose terms expired were re-elected, and the board personnel remains the same. The board members are: E. Martz, Adrian, Mo., president; B. George, Neosho, Mo., vice president; Alva Stricker, Blue Rapids, Kansas, secretary; John Fieggen, Higginsville, Mo.; J. P. DeMoss, Odessa, Mo.; L. C. Grettan, Kincaid, Kansas; and Joe Coffman, Overbrook, Kansas. G. W. Hobbs is general manager and in charge of the Kansas City house, while J. A. Alkire manages the Wichita branch.

T. B. Dunn of the Farmers Union Auditing Association read the audit and gave his report. Mr. Dunn took occasion to compliment the stockholders and the management of both houses on the fine showing made during the year. "It is a pleasure to give such a report as I am privileged to give now," he said. Combined net earnings of both houses amounted to \$18,180.89 for 1932. Net earnings for the Kansas City house amounted to \$12,891.35, while the net earnings for the Wichita branch were \$5,289.54. It was pointed out that only a few years ago the Wichita branch was several thousand dollars in debt to the Kansas City house, but that through the able management of L. J. Alkire, and the loyal support of the customers, that house has not only paid every cent of indebtedness, but now stands out with a healthy surplus, pays dividends regularly, and leads all other firms on the Wichita yards. Among other things the auditor's report said: "The net profits for 1932 show an increase over 1931 of \$3,077.07 which is extremely satisfactory in face of the reductions in commissions and the slump in the volume of business handled on the Kansas City yards in 1932." Total assets of the business, including both houses, amount to \$118,517.23. Cash on hand and in banks totals \$16,944.15. The firm owns \$47,687.50 worth of Liberty Bonds, and has \$6,863.05 invested in stock in other cooperative organizations. It has a (continued on page 4)

JOBGING ASSN. HAS MADE PROGRESS IN ALL DEPARTMENTS

Annual Stockholders' Meeting Held in Kansas City on Friday Revealed Fact that Net Profits for Year Exceed \$14,000

MERGER IS PRAISED

Combining Grain Handling Facilities with Those of Farmers National Proves Wisdom; Officers Re-elected

The Farmers Union Jobbing Association annual stockholders' meeting was the last of the group's meetings to be held in Kansas City last week. The meeting, after adjourning from Kansas City, Kansas, to the main meeting in the Aladdin Hotel roof garden, was called to order at 1 o'clock, Friday afternoon, February 3. E. A. Crall, of Erie, president of the board of directors, presided.

After H. E. Witham, secretary-manager, read the minutes of the last previous annual meeting, the auditor's report was read by T. B. Dunn, secretary-manager of the Farmers Union Auditing Association. Much interest was shown in this report, for it showed that even in a "bad year" such as has just been experienced, the Jobbing Association came through with flying colors, showing a net profit of \$14,193.71 for the year.

A close study of the report shows that the Jobbing Association has been of great value to the entire cooperative program as carried on by Farmers Union institutions. It has been able to assist materially several smaller cooperatives throughout the state, and has been of assistance to some of the state-wide groups. Few had accounts were charged off the books, but after all deductions had been made, the cooperative firm still showed a net profit of over \$14,000.00.

Something of the strength of the Farmers Union Jobbing Association can be realized when it is known that its assets amount to \$279,075.87. Listed among the assets is cash on hand and in banks amounting to \$7,828.40; Liberty Bonds valued at \$35,902.39; and in other cooperatives worth \$68,670.00. Other assets listed include membership in the Kansas City Board of Trade and in the K. C. Hay Dealers, notes and accounts receivable, commissions receivable, prepaid insurance, and automobiles. Under the list of liabilities are found the items of surplus amounting to \$97,226.31, and undivided profits of \$44,193.71.

Mr. Witham, in his manager's report, brought out the fact that during the year, the Jobbing Association had affected a merger of its grain handling facilities with those of the Farmers National Grain Corporation. He declared this arrangement "has been most satisfactory, and that it is a good thing not only for the Jobbing Association, but for the elevators and individual members involved. A certain brokerage is collected on all grain handled, which is advantageous to the Jobbing Association. By using a wall chart, Mr. Witham traced the development of the Jobbing Association set-up, and showed how the whole program has been strengthened by the merger with the Farmers National. The chart showed the individual members who had organized the local elevators. The individual members were shown at the foundation of the whole cooperative scheme. The local elevators were shown tied into the Jobbing Association. This indicates an outlet for the local elevators through cooperative channels. On past the Jobbing Association was shown the Farmers National Grain Corporation, as a future outlet through cooperative avenues, through which the regional cooperative (Jobbing Association) reached world markets. The connection between the Farmers National and the Farm Board, on the chart, was shown to be in the form of loans from the Farm Board. The Farm Board was also shown to possess an advisory capacity. The loans, it was explained, have been funded over a long time period.

"The entire set-up is cooperative from bottom to top, and is built on a firm financial and cooperative basis," summarized Mr. Witham. The Jobbing Association, as the result of the votes of the stockholders, continues with no changes in the personnel. Mr. Witham of Kansas City and Clifford Miller of Brewster, whose terms expired, were unanimously re-elected. P. W. Blauer of Leonardville, who has been appointed on the board upon the recent resignation of W. J. Spencer of Salina, was unanimously elected to serve for the term expired term. The other two members are E. A. Crall of Erie, and Homer Terpening of Wakeney.

The next annual meeting of the Jobbing Association will likely be held in Salina, Kansas, and the date moved up to the first week in March. This is due to the fact that this will give the Auditing Association more time to get the auditor's report ready. Salina is centrally located, and will therefore be more easily reached by many of the stockholders. The reports showed the Merchandising Department of the Jobbing Association to be in excellent condition, and making a profit. The twine contract has been the source of good business, as have been the coal contracts, feed and flour contracts, and other items of merchandising.

The Salina office of the Jobbing Association, under the management of A. T. Riley, also has been a source of profit.

The resolutions adopted included one which approved the Voluntary Domestic Allotment Plan.

CREAMERY REPORT TO BE PUBLISHED IN FULL NEXT WEEK

Editor Could Not Attend All of Annual Meeting in Kansas City Last Wednesday. Due to Meeting of State Board

Due to the fact that the editor was unable to attend all the sessions of the annual stockholders' meeting of the Farmers Union Cooperative Creamery Association held Wednesday in Kansas City, because of attendance at the meeting of the State Farmers Union board meetings, and also because of delayed mail service, a full report of the annual meeting cannot be published this week in the Kansas Union Farmer. However, next week a report covering activities of both plants and of the Association as a whole will be published.

Confirmation of selections of board members by the seven different districts was affected in the meeting. These members' names were published last week, as the selections had been made more than a week ago. It may be said here that the stockholders are well pleased with the manner in which the program is going forward. Satisfaction was expressed at the progress being made under the new 100 per cent cooperative plan of procurement, processing and selling now being followed by the Association.

ANOTHER YEAR OF ACCOMPLISHMENTS FOR UNION OIL CO.

Fourth Annual Meeting was Marked with Outstanding Enthusiasm, and Attended by Many Delegates from Kansas and Other States

EXPANSION PROGRAM

The Fourth Annual Meeting of the stockholders of the Union Oil Company (Cooperative) was held in North Kansas City, Mo., on Tuesday, January 31, and was attended by a large number of stockholders who came from many sections of Kansas and from other neighboring states. The board of directors met Monday and Monday evening, one day ahead of the regular stockholders' meeting. Other meetings and conferences were held Wednesday and Thursday, February 1 and 2. A banquet was given Tuesday evening.

All meetings were distinctive because of the enthusiasm displayed. The Union Oil Co., like most other cooperatives, is successful. Its success (continued on page 3)

WARD ON WIBW

President C. A. Ward, who is in Topeka as legislative representative for the various Kansas Farm Organizations, will have charge of the Farmers Union broadcast period over WIBW, Thursday evening. The program will begin at 7:30 o'clock. Mr. Ward's address will be interesting and timely, and readers are urged to tune in. On Thursday evening, February 16, the Farmers Union Creamery will have charge of the broadcast.

The State Board Meeting

The board of directors of the Kansas Farmers Union met in regular session in Kansas City on Wednesday, Thursday and Friday of last week, during the week of annual meetings of various state-wide Farmers Union cooperatives. The members of the board are: President C. A. Ward, vice president M. L. Beckman, secretary Floyd H. Lynn, also met as part of the meeting.

The personnel of the board follows: Ross Palenske, chairman, Alta Vista; F. C. Gerstenberger, Blue Mound; B. E. Winchester, Stafford; John Fiegel, Lincolnville, and Henry Jamison, Quinter. President C. A. Ward, vice president M. L. Beckman, secretary Floyd H. Lynn, also met as part of the meeting.

The secretary reported progress on the membership drive and contest just completed, showing a splendid increase in membership over the membership at this time last year. However, he was not able to give a complete report, since many reports came in at the close of the month of January, and the office had not yet been able to check them all over. He reported that the president and the secretary had worked out the details of the contest and had gone ahead with it, since they had been instructed to proceed in the member-ship possible to build up the Union Farmer, had been productive of wonderful results.

President Ward reported on progress being made in Topeka, where he

F. U. AUDITING ASSN. ONLY ONE REPORTED "NO LIABILITIES"

Is a Farmers Union Cooperative Service Company, and Holds Position of Much Importance with Reference to All Cooperatives

BUILD GOOD RESERVE

All Officers Re-elected; Stockholders Urged to Help Broaden Base of Service, as Association Well Able to Handle Business

The one cooperative Farmers Union institution reporting to its stockholders in the series of Kansas City meetings last week, which was able to report "Liabilities: None," was the Farmers Union Auditing Association. Of course it shows its surplus and net profits on the liability side of the ledger to balance the assets, but of other liabilities, it has not a single one.

The annual meeting of the Farmers Union Auditing Association was held in the Aladdin Hotel roof garden room on Friday morning at 11 o'clock, February 3. A representation of interested stockholders heard the reports. T. B. Dunn, secretary-manager of the Association, read the report. H. E. Witham of Kansas City, president of the board, presided.

The personnel of the board follows: H. E. Witham, president; W. J. Spencer, Salina, vice president; Alva Stricker, Blue Rapids, Kansas, secretary; John Fieggen, Higginsville, Mo.; J. P. DeMoss, Odessa, Mo.; L. C. Grettan, Kincaid, Kansas; and Joe Coffman, Overbrook, Kansas.

This cooperative, which is a cooperative service company, has built a good reserve, and is adding new customers, both among cooperatives and among independent companies over the state. It made a net profit during 1932 of \$1,235.60. Its surplus account shows a total of \$7,964.48. Different Farmers Union cooperatives hold memberships in the Auditing Association. The membership dues, amounting to nearly \$1000, will be refunded, according to action taken at the annual meeting. The balance of the net earnings will be placed to the surplus account. This is in accordance with action taken in former years. Income for the year was shown to total \$20,397.20, and expenses \$19,161.60.

Mr. Dunn, in his report, urged those present to recommend the services of the auditing association to their local cooperatives, stores, elevators and business associations. The Auditing Association has the necessary equipment and facilities to handle a great deal more business than it has been getting. It employs only the best of auditors, and naturally it could give more work to more auditors if its volume of business should increase materially.

Several stockholders present spoke during the meeting, telling of many instances in which the services of the Farmers Union Auditing Association had saved different firms many times the cost of regular audits. Every state-wide Farmers Union firm which held its annual meeting in Kansas City during the week had depended on the Auditing Association to audit its books. It was pointed out that the Auditing Association holds a position of much relative importance in the entire Farmers Union set-up.

Those board members whose terms of office expired this year were re-elected without opposition, and the personnel remains unchanged.

is in charge of the farm organization lobby during the present session of the state legislature. He reported that the farm organizations are reputed to have the strongest lobby in Topeka.

A resolution adopted by the board, and forwarded to John Simpson, president of the National Farmers Union, to whom it was directed, was as follows:

Whereas, President-elect Roosevelt has declared that he will be glad to support any agricultural plan which may be agreed upon by the major farm organizations and sponsored by them through their respective leadership, and

Whereas, we as the executive board of the Kansas Farmers Union believe we reflect the sentiment of our state membership when we say we are desirous of working with the new President of the United States and are desirous of offering complete cooperation in the matter of assisting him to arrive at a policy of agricultural legislation looking to relief and assistance of American farmers, therefore be it

Resolved, that we urge you as president of the National Farmers Union to cooperate fully with the other major farm organizations, through their leaders, in formulating such a national policy of farm legislation; and that after such a policy has been formulated as a result of cooperation between yourself and the other leaders, even though such plan or policy may not carry or embody all the features which you as our national president may have insisted on originally, or even though such plan or policy may contain some details which you do not wholly approve, that you vigorously support whatever plan may be so formulated.

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

Copy, with the exception of notices and including advertising, should be handed up until noon Saturday on the week preceding publication date.

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FARMERS UNION LIVE STOCK COMMISSION—Suite 127 Live Stock Exchange Bldg., Kansas City, Mo.; Live Stock Exchange Bldg., Wichita, Kas.

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FARMERS UNION MUTUAL INSURANCE CO.—Room 202 Farmers Union Bldg., Salina, Kans.; W. J. Spencer, President-Manager.

FARMERS UNION AUDITING ASSOCIATION—Room 205, Farmers Union Bldg., Thomas B. Dunn, Secretary-Manager, Salina, Kans.

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

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T. C. Belden, Secretary

SALINA, KANSAS, THURSDAY, FEBRUARY 9, 1933

GIVE MEMBERSHIP A THOUGHT

Last week in Kansas City, and a few weeks ago here in Salina, the various state-wide Farmers Union cooperative marketing, insurance and business institutions held their annual stockholders' meetings. At these meetings, the development of cooperation was apparent. Accomplishments achieved by cooperation were brought out for an airing. The success of various cooperative firms doing business under the Farmers Union banner has been nothing less than astonishing under the stress of these adverse times and conditions.

Thousands of independent or "old line" marketing and business firms look with a great deal of envy at the successes achieved by these Farmers Union cooperatives. Thousands of individuals who have failed, or who are entirely too familiar with that wolf at the door, would be jubilant if their statements could compare with some of the statements read at these meetings.

Much of the credit for this success is due the various managers. Nothing should be said to belittle the efforts of these managers. Then, too, daily faithful discharge of duties by those in the offices, or out in the territories served, or out in the stock yards, or wherever employees of these cooperatives may be working, comes in for a great deal of credit.

Yet, after all is said and done, all managers admit, and even insist, that the basis of success lies in the loyal support of cooperative customers. In other words, the willingness among Farmers Union members to cooperate and even among those who accept and support cooperative marketing without paying their dues in the Farmers Union state or parent organization, is the thing that puts cooperative marketing across, and makes the terminal agencies successful.

Therefore, the state membership organization—has a great responsibility, and a big job to do. Furthermore, the success of the parent organization is not to be judged by whether or not it has laid up funds in its own name, nor whether it is able, by its own individual efforts, to maintain a reserve or keep its budget balanced. In prosperous times, this matter of balancing

a budget in the state office was not a troublesome matter. Now, it is a real problem.

The state organization is not a money making organization. It depends mostly on voluntary dues from Farmers Union members to carry it along. It has the same amount of work to do, in a general way, whether the membership is large or small. It has two general duties to perform. One has to do with legislation. The other important duty involves the fostering of cooperation, which is put into practice at the offices of the cooperative marketing or business institutions, and which shows up in tangible form in the statements issued by those institutions. It is a sad fact that no matter how well the state membership organization may have developed and fostered the idea of cooperative marketing, which may have made a wonderful showing on the books of the terminal cooperatives, its own books do not always show a good statement.

Any one who says loyalty among the membership is responsible to a large extent for the success of the cooperative business and marketing concerns, is paying a compliment to the state membership organization. He may be paying this compliment knowingly or unknowingly.

The success of the state-wide marketing and business institutions, then, is due in a large measure to the efforts and rightly measured success of the state membership or parent organization. The leaders realize this fact. Their sense of responsibility to their cooperative stockholders prompts them to do what they can to keep the state organization working effectively. Therefore, they recommend membership in the state organization, on the part of those who cooperate through their firms.

This editorial is not directed at the state-wide cooperative institutions. Rather, it is directed at those thousands of Kansas farmers who receive the benefits from cooperative marketing as administered by these cooperative institutions. Those thousands of Kansas farmers receiving cooperative benefits are believers in cooperative marketing. It is natural that they should be, for they have learned by experience that cooperative marketing eliminates the middle-man's profits or margins, that their marketing his done at cost, and that they are served by

their own firms who actually have a real interest in giving the best of service possible.

These thousands of farmers want cooperative marketing to continue. They want it to grow and develop, and improve. They want it to expand and to continue to succeed. They want it to be able to withstand the bitter attacks of those who, before cooperative marketing came into being, handled the farmers' marketing entirely, taking huge profits for themselves at the expense of the farmers.

Too great a number of farmers who benefit through cooperative marketing, who patronize the Farmers Union institutions, are careless in the matter of support of the state Farmers Union membership organization, which, after all, is the original source, the birthplace, of cooperative marketing. By this carelessness, they cripple the organization which gives life to the system of cooperative marketing. Therefore, they in turn tend to cripple the institutions which put into practice the cooperation which is fostered by the parent organization. Without this crippling influence which originates with the farmer who fails to support his own class organization, the cooperative institutions would be better able to serve the cooperating farmers.

Farmers generally should come to realize what the managers and directors of the cooperative institutions already realize; that is, that without the state membership or educational organization, the Farmers Union cooperative business firms and marketing firms would have nothing to stand on, and would either die off or revert to old line, competitive business methods.

Therefore, the remedy lies with the farmers. Any farmer who receives benefits from cooperatives doing business under the banner of the Farmers Union owes it to himself to pay his dues regularly in the Kansas Farmers Union. If he believes in cooperative marketing, he should support the entire system—from bottom to top, and not just at the top. The editor takes the responsibility of sounding a warning to the effect that if all the support is given at the marketing or administrative end, and the parent organization is allowed to suffer and finally disintegrate, the whole system will become topheavy; and the benefits of cooperative marketing, so long in being built, will be lost.

This does not need to come to pass. In fact we do not believe it will ever happen. However, we do believe a warning along this line is in order, and that there are many farmers who need to give the matter serious consideration. Perhaps those who need this warning most do not receive this paper, for it goes principally to the paid up membership. However, those who do receive it might well discuss these facts with their neighbors, who might need to hear such facts and to think about them.

PRESIDENT'S COLUMN

CAL A. WARD
President Kansas Farmers Union

ECONOMY PROGRAM SEEMS TO BE WELL TAKEN

Gov. Alf M. Landon in his campaign speeches said he would give Kansas a business administration and would effect all possible economies. The legislature has been in session four weeks, and we have reason to believe that Mr. Landon meant what he said in the campaign. He has asked for a consolidation of many state departments where such consolidations would appear to be consistent with good business. He has recommended and advocated a general reduction of salaries as well as the removal of many inspectors and state employees to eliminate seeming duplications.

If the state of Kansas sets the example, and the counties, townships, municipalities and schools follow suit, we certainly can effect at least a 25 per cent saving in taxes. This is absolutely necessary in the face of present distressing conditions, at least until such a time as our purchasing power is restored and we are able to go forward again.

Lower License Fees for Light Trucks and Automobiles

Both branches of the legislature have passed a bill reducing automobile tag license fees 50 per cent, which means that you can purchase your car tag at just one-half the price you have been paying. The truck license fee probably will remain the same on all trucks with a capacity in excess of one and one-half tons. But fees for trucks from one and one-half tons down to a ton capacity will probably be reduced from \$15 to \$10; on trucks from one ton to half a ton the reduction will be from \$10 to \$7.50; and on trucks of half a ton capacity or less, the fee will be cut from \$7.50 to \$5. This schedule will probably meet the approval of our Kansas people fairly well and will be a distinct saving of about two million dollars.

Various Bills to Protect the Farmer from Foreclosure

Several bills will come before the legislature which propose to act as a sort of a moratorium to the farmer by giving extension of time, and so forth, and making it easier for a farmer to redeem his home after his interest and taxes have become delinquent.

The Committee of Kansas Farm Organizations is interested in all these measures, which would make the burden as easy as possible until, if ever, we get into the position to pay our debts again. As these measures receive final action, we will inform you through the columns of this paper, and any suggestions bearing on the subject will be gladly received.

New Income Tax Bill Will Now Receive Attention

The tax committees of both the house and senate are giving considerable attention to hearings on a proposed income tax law. This law will be one of the major problems to be considered by this legislature. Both the Democrats and the Republicans were for the graduated income tax amendment, which makes it possible to pass an income tax law without party friction. Now the entire legislature, as well as the governor, has the responsibility of passing a law that will not be an additional tax but which, instead, will lighten the burden on already over-taxed real property. The income tax law through its triple-check on the source of incomes should add to the property tax rolls hundreds of thousands of dollars worth of stocks, bonds and intangible property that heretofore have unjustly escaped taxation at the ad valorem rate.

Gas Tax Hearings Continue

As stated in this paper at various times, there has been a growing sentiment among some interests for the elimination of the gas tax exemption, which applies to all gas consumed except in motor vehicles that operate on our highways. The Committee of Kansas Farm Organizations in the judgment of many has been able to protect the farmer in this regard. The Denious bill allows the farmer to take his exemption for gas used for agricultural purposes without advancing the tax to the state and then having it refunded back, as proposed in the Blood bill. The farm groups are for the Denious bill. They feel it is unfair to ask the farmer to advance the state this money, especially so when it is almost next to impossible for our farmers to pay for their gas without exemption.

We have reason to believe that more than a million dollars is lost to the state in gas tax that should be paid. The farmers are violators to some extent, but the notorious violators are the bootleggers of gasoline who connive with unscrupulous service and bulk station operators in evading the tax. This has become a racket. The farmers should show good faith in trying to correct this evil. Present bills being considered would attempt to close these leaks, stop the evasions and penalizing the violators.

Senate Defeats Inflation Resolution The Senate last week defeated by a vote of 21 to 20 the Cowden resolution memorializing Congress to devalue the gold dollar in order to inflate commodity and labor prices. The Cowden measure had a hectic career after it was passed in the house by a substantial majority. First reported adversely by the Senate judiciary committee, it was re-referred for consideration when the Committee on Commerce and Labor brought pressure to bear on Senate members. Due to the farm group influence, the senate committee reported the bill out a second time in such a manner as to bring it to a vote on the senate floor. After debate, in the senate senators advocated the resolution as a farm relief measure, a poll was taken. The vote was 20 to 20. Lieut. Gov. C. W. Thompson de-

cided against the resolution, defeating it.

Senators voting in favor of the resolution were: Baird, Benson, Coffman, Cox, Dale, Denig, Dodge, Finley, Fishman, Frost, Krouse, Miller, Nelson, Oyler, Rees, Rexroad, Schoen, Skovgard, Stauffer and Todd.

Senators voting against the farm measure were: Bateman, Beckett, Bender, Bradley, Carter, Conkey, Delaney, Friend, Hansen, Harlan, Knapp, Logan, McCarty, McDonald, Ralston, Russell, Rust, Taggart, Warren and Webb.

Allotment and Mortgage Refinancing Resolution Passes The resolution introduced by Carl Gerstenberger, of Douglas county and passed by the house, which memorialized Congress to enact the so-called domestic allotment plan or similar legislation and laws providing for the re-financing of farm mortgages through a federal agency fared much better in the Senate, thanks to the active support of the Committee of Kansas Farm Organizations and its friends in the chamber. The vote was 26 for, 11 against, three senators not voting.

Senators voting for the Gerstenberger resolution were: Baird, Bateman, Beckett, Benson, Carter, Cox, Denig, Dodge, Fishman, Friend, Frost, Hansen, Harlan, Krouse, McDonald, Nelson, Oyler, Ralston, Rees, Rexroad, Schoen, Skovgard, Stauffer, Taggart, Todd and Warren.

Senators voting against the farm-endorsed resolution were: Bender, Bradley, Conkey, Dale, Delaney, Knapp, Logan, McCarty, Russell, Rust and Webb.

Senators Coffman, Finley and Miller did not vote.

The gratifying number of letters that have poured into the Committee of Kansas Farm Organization headquarters during the past weeks indicates the tremendous interest of our farm people in legislative matters. We are always glad to receive any comments, ideas or suggestions. Letters should be addressed to Cal A. Ward, Room 500, Jayhawk Hotel, Topeka, Kansas.

PARAGRAPHS FROM WASHINGTON

W. P. Lamberton
Feb. 4, 1933

Members of Congress are just as superstitious as other folks. No one would file on Room No. 1313 in the new House Office building.

Only ten of us who came here in the 71st Congress or earlier are staying in the old building. Even it is far ahead of what we have been used to at home.

When the governors dine with the President, each sits at the table in rank according to when his state was admitted to the Union.

Another paradoxical problem that Washington has been seeing and Congress has been grappling with is whether to prepare adequately for war to maintain peace or to save taxpayers' money and take a little chance.

Delegates of the forty-two women's patriotic organizations met here this week. They stand distinctively for abundant preparedness. An equally large group recently meeting here under the banner "The Cause and Cure of War" advocate minimizing armaments and all things militaristic.

The maintenance of the Army and Navy, care of soldiers and interest, what we call "fixed charges," constitute seventy-five per cent of the nation's expense.

On meeting the end of four years here, I regret only two votes, one that helped to create the Federal Farm Board and the other one for the moratorium of a year ago. However, my greatest chagrin is that I have not been permitted to vote on any comprehensive measure that would cheapen the dollar.

If the National Congress were meeting in Des Moines at this time I don't believe there would be any committed sent from its upper body to investigate in New Orleans a purported election fraud. This is some evidence of fiddling while Rome burns.

THE FARMERS WILL LEAD WAY

The industrial News Review brings out an interesting fact, when it says that, "The work shop for the members of farm cooperation is in his home balliwick. Right there, in the country community is where America is going to be made over in the next 10 years or so."

The cities have had their run. When the cities were heading the parade, it was the city man who led it. Now good roads and automobiles are giving the country community almost everything that the city has, on top of the kind of life that the city never did and never will have.

The farmers with their cooperative associations perhaps can head the parade in the new era, as the city man with his chamber of commerce has led in city building. The farm community that gets the most out of this new age will be the one that does the most and it will be through cooperation—work, not medicine.

In the full sense of the word farm cooperatives are civilizing agencies. They develop a fuller, finer life for the farmer and the farm family, as well as a more prosperous one. They are a social force as well as an economic machine.

The farmer who joins a cooperative, works with and for it, and gives it his loyal support is working for himself, his neighbors and the American family generally. Agriculture has many problems—and the cooperative idea touches them all.—Scandia Journal.

An inexpensive way of keeping the cold from entering a house is by making weather stripping out of narrow bags of unbleached muslin sewed just the width of the windows and filled with sand. Place these long bags on the window sills and at the juncture of the upper and lower sash.

Farm real estate taxes per acre in 1932 for the United States were 20 per cent below the 1929 peak but were approximately double the 1913 tax per acre.

+ NEIGHBORHOOD NOTES +

MANAGER ST. JOE FARMERS UNION FIRM DISTRIBUTES CHECKS

Twenty-five Members of Diamond Local Received Total of \$468.19 at Annual Meeting and Oyster Feed, Near Leona

Carrying with him 25 patronage refund checks amounting to \$468.19, C. F. Schwab, manager of the Farmers Union Live Stock Commission Co. of South St. Joseph, and three other employees of that cooperative selling agency, attended the annual social meeting and oyster feed of the Diamond Local No. 1556, of the Kansas Farmers Union. The meeting was held in the Diamond School, three miles southwest of Leona, Kansas, and was well attended.

Mr. Schwab reported to the meeting concerning the operations of the Farmers Union Live Stock Commission during the past year, and told of the wonderful success of the cooperative selling agency, and of the progress of cooperative marketing of live stock. He distributed the 25 patronage dividend checks to those in the community who marketed their live stock cooperatively through this agency.

Mr. W. C. Olden, secretary-treasurer of the local, presided at the meeting.

BUCKEYE MEN ENTERTAIN

"The men of the Buckeye Farmers Union Local 1031 cordially invite you and your wife to attend a 6:30 o'clock dinner, January 18, at the Buckeye Community Hall. There will be no charge. Come have a good time with us."

Thus heralded the men of Buckeye Local their esteemed wives. This invitation is directly due to an appreciation of these ladies for their loyal service in all other "feeds", and the benevolence of the member who offered a sheep free of charge to the men for the purpose.

Immediately the men put on their thinking caps and plans shaped themselves rapidly. Great secrecy prevailed in the atmosphere in all the homes. Wives felt their curiosity ever mounting in lieu of the secrecy. The men are giving the treat this time.

Tuesday, the official clean-up day, finds the men all present to get the hall ready and further plans for the next day, while the cooks in the kitchen are obliged to "roast and peel" all day Wednesday. The Beauty Parlor operator and footmen, too, planning their events.

"You can't come down here!" this adamantly spoken to a fair guest by the doorman at the top of the basement stairs.

"And I'd like to know why not!" she retorted indignantly. All because the men had surprised her and the true set for them, 6:30. Promptly at that hour the guests came into the dining room. An elegant meal of roast mutton, mashed potatoes, coleslaw, baked apples, with cake, coffee and all trimmings before them. Footmen, blacked to suit their offices, attended to the wants of the guests, passing foot-tubs, as a novelty, to serve as finger-bowls.

Afterwards a peppy dance ensued upstairs for everyone, except a few of the cooks downstairs patiently washing dishes. But the ladies' comments on the excellency of the food forms their bright spot.

Four new members joined at the next meeting. Everyone is hoping for more such splendid entertainments. Cooperation, here, is the supreme ruler.—By Raymond Peterson, Secretary-Treasurer, Buckeye Local 1031.

MEETING AT CONWAY

L. A. Peterson, president of Conway local No. 1026, Conway, Kansas, announces a meeting of the local to be held in Conway on Monday evening, February 13. This meeting was to have been held on Monday of this week, but due to inclement weather, it was postponed.

The state secretary of the Kansas Farmers Union will be present and will speak on the Farmers Union program. Other speakers may be present. Refreshments will be served. It is hoped a large crowd will attend.

FRANKLIN COUNTY MAKES A CHANGE IN MEETING DATE

The Franklin County Farmers Union will meet at Pomona, Tuesday evening, February 14, instead of February 21, as reported before.

Due to this serious National legislative situation, President C. A. Ward plans to meet with us and discuss present conditions as they exist in Washington at this time, and explain what the support of the membership means to the leadership of the farm organizations.

Everyone should make an extra effort to attend this meeting as this information is of vital importance to all.

Refreshments will consist of a sack luncheon.

Mrs. Harry Morgan, Sec'y.

OTTAWA COUNTY MEETING

The Ottawa County Farmers Union held their regular monthly meeting on February 3, and it was one of the best meetings ever held in the county.

Much interest is being shown by all the Locals and even the city people are looking to the Farmers Union to show them the way out of the depression.

A short snappy program was given by members of the various Locals and our Junior members, especially good in taking part in our programs.

A general discussion of farm problems resulted in the adoption of several resolutions relative to our National, State and County problems.

Cooperation is going to solve our present difficulties much quicker and more satisfactorily than we can hope that the politicians will ever do.

A splendid lunch was served at the close of the meeting and the rest of the evening was spent in dancing.

All Farmers Union members are invited to attend our next meeting which will be held on March 3, at 8 p. m.

I. E. Sewell, President.

ROCK CREEK MEETING

Mr. Floyd Lynn, Salina, Kansas, Dear Secretaries:

Just a few lines concerning our meeting of Friday, Feb. 3.

After reading of minutes of the two previous meetings our local president, Mr. T. G. Ramsey, and our vice president, Mr. Tony Reh, discussed a membership campaign with an urgent appeal to each member to bring in a new member. Mr. Ramsey and Mr. Reh deciding to make a special drive together.

Mr. Ramsey then gave us the highlights of the meetings just held in Kansas City, and discussed some of the pending farm relief measures.

Mr. H. A. Giskie, County Agent, showed two reels of pictures, "Soil and It's Ancestry," and "Lenox Pottery," followed by an illustrated lecture on seed corn selection, which proved extremely interesting. We hope to have him with us frequently.

In the short intermission vocal selection was rendered by the Fitzgerald sisters, and refreshments of sandwiches and coffee completed a most interesting meeting.

Committees for March: Entertainment: Mr. H. A. Willis, Dwight Ramsey and Harry Funk; Refreshment: Mrs. Wesley Graham, Mrs. H. A. Kissinger and Mrs. Harry Funk.

Mr. Ramsey announced the stockholders meeting for Otis, F. U. Oil Co. for Tuesday, Feb. 7, Masonic hall. Basket dinner at noon.

The next county meeting was announced for Feb. 14 at Pomona with Pomona local, and we trust that Pres. Ward will be with us at that meeting.

Sincerely,
H. A. Kissinger, Sec.

SPRING HILL MEETING

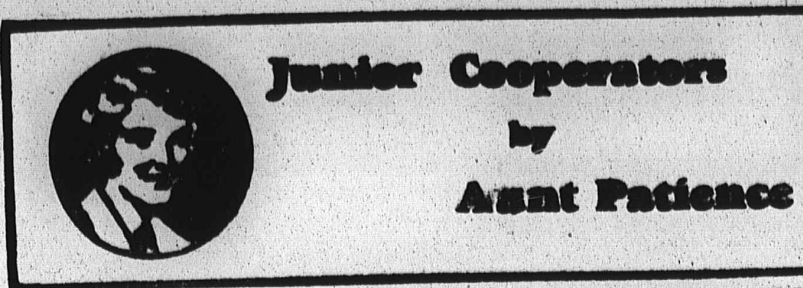
Minneapolis, Kans., Jan. 30, 1933
Spring Hill Local No. 1570 met Jan. 27 for the regular meeting. At the meeting, a fine program was given by different members, which was enjoyed by a large crowd including several visitors.

(Reporter for Spring Hill Local. (continued on page 4))

100 Per Cent Locals

Below are printed the names of the locals, together with the counties in which they are located, with membership paid up 100 percent for 1933. Watch the list grow—and HELP THE LIST GROW.

Local	County
Swanson—1191	Clay county
Lone Willow—1083	Thomas county
Cottonwood—317	Cloud county
Champion Hill—705	Phillips county
Dist. No. 28—753	Trego county
Lincolnville—404	Marion county
So. Verdigris—1498	Greenwood county
Lena Valley—1538	Wabunsee county
Cottonwood Grove—1604	Wabunsee county
Lone Cedar—1864	Marshall county
Axtell—1792	Washington county
Ark. Valley—2195	Sedgewick county
Obendorf—1275	Nemaha county
Snflower—1181	Thomas county
Crooked Creek—1205	Riley county
Liberty—1988	Stafford county
Sand Creek—504	Rush county
Bethel—1969	Cowley county
Ross—1124	Clay county
Sunny Slope—1861	Wabunsee county
Richland—968	Marshall county
Heart of America—2164	Wyandotte county
Admirer—1255	Lyon county
Three Corners—769	Russell county
Fairmont—987	Marshall county
Barrett—1071	Marshall county
Pleasant Hill—1175	Washington county
Pleasant View—833	Marshall county
Antioch—1121	Ellsworth county
Little Wolf—1876	Stafford county



Junior Cooperators by Aunt Patience

HOW TO BECOME A MEMBER OF THIS DEPARTMENT
Any boy or girl between the ages of six and sixteen, whose father is a member in good standing of the Farmers' Union, who writes a letter for publication, can be a member of this department, and is entitled to a pin. The address to which all Juniors should send their letters: Aunt Patience in care of the KANSAS UNION FARMER, Salina, Kansas

Vassar, Kans., Jan. 13, 1933

Dear Aunt Patience:

How are you? I am pretty well except that I have a cold.

Yes, I thought of Rally's name myself. At first I thought I would call him Bob but then I thought of Rally and named him that.

We have a house cat. Her name is Madam Queen. She is all tan but a white breast and four white feet.

I got fairly good grades in exams. I got 100 in history, 9 in arithmetic, 97 in English and 91 in geography. I do not know my spelling, writing, and reading grades yet.

Did you have a nice Christmas? I did. I got a pencil box, handkerchief, two books, a pair of gloves and three pairs of hose. I might have told you this before but I don't think I did.

Rally sure is getting fat. He likes Mac but Mac don't like him so well. Well I guess I shall stop writing.

Your pupil,

Oral Bullard.

P. S. Please put your picture in the paper.

Dear Oral:

I hope that you've entirely recovered from your cold, now—they can become serious if they last too long. I think "Rally" is a clever name—and I think that "Madam Queen" is a good name for your cat, too. I think those were fine grades—were your other subjects as good? Yes, I had quite a nice Christmas. I didn't give or receive many presents this year, though. Your Christmas presents were lovely—and you've never told us who "Mac" is. When I get a picture, I've promised to put it in—Aunt Patience.

Well good-bye,

Shirley Strobel.

Healy, Kans., Jan. 12, 1933

Dear Aunt Patience:

Am rather late getting my lesson in. Hope it doesn't bother you.

Are you all right now? I am fine. I hope you are, too. I do not have much to say but just thought I'd slip a letter in with my lesson.

I haven't found my twin yet but am looking for her. My birthday is June 9. I am nine years old.

Well good-bye,

Shirley Strobel.

Dear Shirley: I'm always glad to receive the lessons—even when they are late. And I appreciate your thinking of me—and including your letter with the lesson. Yes, I've about recovered from the "flu"—or at least, I hope so. I'm sure you'll find a twin—as I've told so many of the others, I wish you would write to one of our new members, until you succeed in finding your twin. When you do, let me know to whom you've written—Aunt Patience.

Well good-bye,

Shirley Strobel.

Goff, Kans., Jan. 10, 1933

Dear Aunt Patience:

How are you? I am well and would like to join your club. I am 11 years old and am in the sixth grade. My birthday is February 13. I am glad I was born in February because many noted men had birthdays during this month. If I have a twin I wish he would write to me. I have a pet dog named Billie West. We live on a farm and help to do the chores. I would be pleased if you would send me a club pin and book.

Yours truly,

Albert Kramer.

Dear Albert:

We are all so glad to welcome you into our Club—and we hope you'll like being one of us. I'm so sorry that I can't send your notebook but I know you'll understand about it. Yes, February is a fine month to have a birthday in—Aunt Patience.

Well good-bye,

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Dear Shirley: I'm always glad to receive the lessons—even when they are late. And I appreciate your thinking of me—and including your letter with the lesson. Yes, I've about recovered from the "flu"—or at least, I hope so. I'm sure you'll find a twin—as I've told so many of the others, I wish you would write to one of our new members, until you succeed in finding your twin. When you do, let me know to whom you've written—Aunt Patience.

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Well good-bye,

Shirley Strobel.

ANOTHER YEAR OF ACCOMPLISHMENTS FOR UNION OIL CO.

(continued from page 1)
cess is not for itself, but for the large number of farmers whose cooperation makes it possible. That condition is pointed out as the reason for the enthusiasm.

Important features of the meeting had to do with reports on the program of expansion, and with the report of a twelve and one-half percent patronage refund on gross profits. The report of Howard A. Cowden, president of the cooperative, was an interesting highlight of the meeting.

In his report, Mr. Cowden traced the progress of the cooperative from the time in 1927 when it started with nothing more than an idea, backed by a little band of pioneers possessed with an unflinching faith that by working together they could save farmers money on petroleum products. He told of how the cooperative company had grown, and had added to its volume of business, and to the number of commodities handled. In 1930 a patronage dividend of 20 percent was paid, and 25 percent on gross profits was paid in 1931. He continued, in part:

And now, that we have finished another year, 1932, I think we may well consider what we have accomplished during the year with pride. As we discuss our growth and operations for the year, I think we should do so in the light of general economic conditions. A recent statement issued by the Federal Trade Commission points out that the comparatively few business firms in the United States showed a profit during the year.

I think it is remarkable that we have come through a year like 1932 with a profit and while it is not as large per gallon as it has been in the past, we have nevertheless made a very gratifying record. I will discuss our profits more in detail a little later.

National Cooperation
Outstanding among our accomplishments for the year, I consider the leading part our group has taken in working out plans for the National Consumers Cooperative, Inc., a great national cooperative buying organization.

What does it mean for our group to become a part of such an organization? The following figures will give you some idea of the possible buying power which ultimately means a saving for the consumer who patronizes his cooperative organizations all along the line.

The combined volume of the district and regional cooperatives which have participated in forming plans for this great national organization is more than 14,000 carloads of gasoline, kerosene, and distillate annually. Their volume of lubricating oil is over 3 million gallons per year and they have a grease volume which runs over 2½ million pounds. Collectively they are handling approximately \$500,000.00 worth of tires and tubes annually. These organizations are serving approximately 500,000 consumers. Think of it—half a million farmers buying their gasoline, oil, greases, tires, and tubes together.

With other groups we have contracted our supply of raw materials which will be used in making our Union Certified oils during 1933 at a much better price than we could have gotten by working alone.

We have also been able to make a very attractive grease contract whereby we will save our members on grease, several thousands of dollars during the coming year. We are negotiating other contracts equally advantageous.

New Gasoline Contract
We consider our new gasoline, kerosene, and distillate contract, just completed, to be one of the greatest immediate advantages of this group buying on a large scale.

Our efforts in working out the gasoline arrangement have been in line with our policy of always working our matters so that the members will enjoy the greatest of advantages. A year ago we had definitely decided that the "old-line" refineries were not for the cooperatives, because of their activities at various times. They have demonstrated by their actions that they would enjoy seeing the cooperatives close up. If space permitted, we would like to go into this matter in detail. It is an interesting story in itself. It suffices to say, however, in this report, that the activities of a group of refineries put us face to face with the realization that the cooperatives must arrange for a permanent source of supply. Their activities have demonstrated to us that we could not indefinitely depend upon the "old line" refineries.

Almost a year ago we hired a refining engineer and made a thorough investigation as to the cost of refining equipment. We at that time also appraised several refineries which were for sale. We continued for several

(continued on page 4)

FARMERS MUST BE ORGANIZED TO GET NEEDED CHANCE

(continued from page 1)
Cooperation Extends Below Surface
Of late years farm organizations have sponsored a number of cooperative enterprises. These enterprises are growing and with their growth the economic life of the farmer is increasing. Slowly, but surely, he is realizing the necessity of combining his dollars and resources so that agriculture may achieve equality with industry. The rapidity with which this equality is achieved depends largely upon the success of the cooperative enterprises, and their success, in turn, depends upon the ability of the farmer to organize himself and stay organized.

In the past the farmer has been an extreme individualist. Collective thought and action have been foreign to his mental state by the very nature of his position in society, which has been one of extraordinary independence. It has been hard for him to realize that he has fallen the victim of the machine age and a new civilization the same as all other groups and

that he can no longer survive as an individual at a time when collectivism is essential to progress.

"This broadest is primarily to call attention to a new form of cooperative enterprise with the purpose to give the farmer economic power in a field which so far has escaped his notice. Heretofore, the farmer has devoted all of his attention to problems concerning the crops which he grows on the surface of the land. In the great southwestern states there is another crop. It lies below the surface of the land. It is known as mineral wealth and in the five states of Kansas, Oklahoma, Texas, New Mexico and Colorado, the total annual value of this mineral wealth has almost equaled the combined annual total value of the farm crops produced in these states.

The red man was the first to realize the value of the vast treasure chest hidden beneath the point of the plow. He was the first to recognize the importance of pooling his mineral rights so that each member of the tribe would participate equally in all of the sub-surface wealth. As a result of an act of congress, passed at the insistence of a full blood Indian, each of the 2229 Osages of Oklahoma has received in cash more than \$110,000.00 representing the share to date of each member of the tribe in the mineral resources of their nation, while their white neighbors across the line boasting even more mineral wealth but who failed to visualize the benefits of the common ownership there of, are still trying to get the mortgage on the farm. Here and there, of course, some one of these white farmers has been lucky and has amassed a tremendous fortune, but the vast majority are living in huts and hovels, miserable in their poverty, and completely oblivious of the security, and happiness they might have had if they had followed the example of their red skinned neighbors.

Farmer Good as Indians
"The Kansas Farmers Union Royalty Company and similar cooperative enterprises in other states represent an effort on the part of the white farmers to do for themselves what the government did for the red man. Each farmer who owns land in the potential mineral belt of Kansas is asked to give a deed to part only of his mineral rights for a share in a cooperative mineral acreage pool, each of those joining the pool to receive his prorata part of the mineral proceeds from all of the properties acquired. Already more than 1300 quarter sections have thus been pooled in central and western Kansas, valued in excess of one million dollars.

"In many instances, landowners who do not own acceptable mineral acreage, or farmers or others who own land, have purchased the required number of mineral acres and have exchanged same for shares in the pools.

"Neither the Kansas pool, nor any of the others, develop their own properties. On the contrary, they sell their leases to major companies and industries who own land, always reserving the royalty interest. Proceeds from the sale of leases as well as annual rentals thereon are distributed prorata to pool members the same as the royalty income when there is such.

"The cooperative pools have no market or no fixed price, always under a unique financial plan are kept free from general overhead expense and liabilities.

"All of the revenues are trusted with corporate trust companies; officers and directors receive no salaries, no one can own more than a share in each pool member has only one vote regardless of the number of shares he owns. Hence the shares are commonly referred to as "headrights". None of the properties acquired by the pool can be disposed of without a referendum vote of the headright owners and likewise the by-laws cannot be changed without a majority referendum ballot.

"Obviously, it is impossible in the few minutes at my disposal to explain these cooperative mineral acreage pools in detail. Suffice it to say that they received the unanimous endorsement of the Farmers Union at its national convention held at Omaha, Nebraska, November 15th last and that in response to a resolution passed by the United States Senate they were made the subject of an exhaustive inquiry by the Bureau of Land Economics of the United States Department of Agriculture which rendered a favorable report to the American Congress May 9th, 1932. Incidentally, this report is now being made the basis for pending Congress for favorable legislation governing cooperatives of this kind.

Move Has Good Start
"It is interesting to know that more than 8,000 farmers and landowners in Kansas, Oklahoma, Texas, New Mexico and Colorado already have decided a part of their mineral rights for headrights in these pools and that the total value of the properties acquired by the several companies up to this time exceeds six million dollars. More than 1,100,000 acres have been pooled.

"Much development is now taking place on or near properties acquired by the pools. In Kansas, a location for a well was made last Tuesday on the land of E. D. Nelson south of Lindsborg, and other tests are contemplated by oil operators on pooled tracts in Kansas at an early date. In short, it is confidently expected that reasonably soon a large number of farmers in Kansas and elsewhere will begin to realize an income from the mineral wealth derived from some of their properties. Of course, the farmer on whose land oil or gas is struck will receive individually one-half the proceeds by virtue of having reserved one half of his mineral rights and the balance will be divided prorata among the members of the pool, including himself.

"If headrights in The Kansas Farmers Union Royalty Company, earn as much per acre as headrights already have earned for the Osage Indians, each Kansas headright will pay more than \$11,000.00 and the end will not even be in sight. It is confidently predicted by those who founded this enterprise that each headright in the cooperative mineral acreage pools will be worth more than the average farm, with all of its improvements.

"By virtue of the fact that leases

in the Osage Nation were sold only to the highest bidder at public auction, the Osage Indians have received on an average \$152.00 per acre for their leases as contrasted with an estimated average of less than \$2.00 who sold individually and without regard to market conditions or the potential oil and gas possibilities of their lands.

"It is not improbable that these cooperative mineral acreage pools eventually will dispose of their leases in the same manner as the Osages and if the same results are achieved the lease monies alone will net the pool members far more per acre than the average value of their lands.

"It is nothing short of a crime that all of the mineral resources of the United States were not originally reserved for the benefit of its citizens. Had the policy been followed the American people would not be confronted with a tax problem today. Billions of dollars would have been flowing into the public treasury and federal tax burdens would not have been known.

But the mistake was made and it is now too late to correct it. The only alternative is for farmers and landowners themselves who reside in the potential mineral belt of the nation voluntarily to pool a part of their mineral resources and distribute the proceeds thereof prorata among themselves.

"It may be that the American farmer is still too much of an individualist to join a cooperative movement of this sort; that he will continue to be satisfied to part with his sub-surface wealth at a nominal sum and let the Wall Street banker absorb the mineral resources of the nation. Or it may be that he will finally wake up and realize that much of his wealth lies beneath the point of the plow and that by cooperating with his fellow farmer he may earn a stake in the vast natural resources of his country.

"It may be also that the vast majority of farmers will refuse to join their farm organizations, meaning, of course, that they will continue to suffer the pangs of poverty and the nightmares of a debt-ridden class. On the other hand, and let us hope, the American farmer may have learned something from this depression. If so, he will realize that the old doctrine of rugged individualism upon which he was nurtured now means, "rugged individuals" and that his only hope for a permanent solution of the agricultural problem is to join his class organization and thus in-

crease the political and economic power of agriculture.

"The farmers of the nation have the resources and the power not only to save themselves from ruin but to place agriculture on an equality with industry. If they fail to use their power and their resources through organized effort and cooperative endeavor, they will have nobody but themselves to blame. The unorganized farmer deserves little sympathy for his plight. He will deserve still less sympathy if he fails to rise to the occasion, back his farm organization and through that organization secure that to which he is rightfully entitled.

"I say to the farmers: Salvation is in your own hands. You are not a privileged class. Why should you expect favors from other clashing and warring groups in our complicated economic system? Either join the

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F. U. LIVESTOCK MARKETING NOTES

FARMERS UNION LIVE STOCK SALES

Below is published a list of representative sales of live stock handled during the week of Jan. 30 to Feb. 3, by the Farmers Union Live Stock Commission Company at Kansas City.

W. P. Dial—Riley County, Kansas—27 Steers, 973	5.20
Oscar Carlson—Riley County, Kansas—9 Steers and heifers, 708	5.00
Chas. Batt—Marion County, Kansas—9 yearlings, 563	5.00
Chet Bryson—Osage County, Kansas—6 Steers, 1055	5.00
E. L. McCann—Neosho County, Kansas—12 Steers and Heifers, 625	4.50
Mart Hartman—Osage County, Kansas—13 Steers, 1047	4.50
Pogue Bros.—Ottawa County, Kansas—9 Heifers, 655	4.50
Oscar Carlson—Riley County, Kansas—13 Steers, 1265	4.50
S. A. Anderson—McPherson County, Kansas—16 Steers, 1143	4.50
O. C. Davis—Kingman County, Kansas—44 stk. steers, 701	4.50
Reynolds and Burrows—Allen County, Kansas—6 Yearlings, 603	4.50
Mart Hartman—Osage County, Kansas—18 Steers, 906	4.25
Fred Doherty—Clay County, Kansas—8 Yearlings, 732	4.25
W. F. Schwartz—Riley County, Kansas—23 Steers, 1074	4.25
H. V. Williams—Lyon County, Kansas—11 Yearlings, 660	4.15
Ed Mauch—Osage County, Kansas—11 Yearlings, 1150	4.00
A. P. Larson—Ottawa County, Kansas—19 Steers, 925	4.00
P. I. Jacks—Osage County, Kansas—14 Steers, 915	4.00
Edward Oeman—Sedgewick County, Kansas—21 Steers, 1196	4.00
Joseph Hemme—Jefferson County, Kansas—8 Yearlings, 712	4.00
Emil Samuelson—Clay County, Kansas—9 Steers, 983	4.00
Geo. Imhoff—Shawnee County, Kansas—7 Heifers, 464	4.00
Patterson and Lea—Franklin County, Kansas—6 Yearlings, 736	4.00
Reynolds and Burrows—Allen County, Kansas—7 Heifers, 470	4.00
Adam Hinkel—Neosho County, Kansas—14 Steers, 1182	3.90
Dr. Frank McVeigh—Anderson County, Kansas—26 Steers, 821	3.85
Wm. F. Solbach—Russell County, Kansas—12 stock steers, 758	3.85
Patterson and Lea—Franklin County, Kansas—8 Steers, 823	3.85
C. L. Reed—Shawnee County, Kansas—10 Steers, 1116	3.75
Elroy Wyatt—Ottawa County, Kansas—30 Heifers, 691	3.75
Geo. Hammerlund—Pottawatomie County, Kansas—46 Steers, 1120	3.60
W. W. Skinner—Ottawa County, Kansas—21 Steers—1261	3.60
Joseph Hemme—Jefferson County, Kansas—16 stk. Steers, 760	3.60
F. R. Raida—Kingman County, Kansas—8 Heifers, 653	3.60
W. F. Schartz—Riley County, Kansas—22 Heifers, 743	3.60
Fred Mallory—Scott County, Kansas—7 Steers, 1051	3.50
H. W. Hakes—Osage County, Kansas—11 Yearlings, 765	3.50
Julian Buchele—Chautauque County, Kansas—10 Steers, 703	3.50
A. Van Hoveling—Plainview, Texas—11 Yearlings, 703	3.50
O. C. Davis—Kingman County, Kansas—14 stk. Steers, 745	3.50
Chas. Day—Allen County, Kansas—11 Steers, 849	3.50
Clyde Sample—Ottawa County, Kansas—3 Cows, 1230	2.50
J. W. King—Ottawa County, Kansas—10 Cows, 1113	2.25
Stanley Hake—Marion County, Kansas—9 Cows, 997	2.25
Geo. W. Pray—Dickinson County, Kansas—4 Cows, 942	2.25
Elin Selberg—McPherson County, Kansas—9 Cows, 1245	2.25
Wm. F. Solbach—Russell County, Kansas—10 Cows, 1087	2.25
J. W. King—Ottawa County, Kansas—10 Cows, 1370	2.00
Joe Brown—Phillips County, Kansas—10 Cows, 1103	2.00
W. Worthington—Kingman County, Kansas—3 Cows, 1163	2.00
Barton M. Gibson—McPherson County, Kansas—3 Cows, 1163	2.00
Reynolds and Burrows—Allen County, Kansas—13 Sheep, 80	5.40
Leroy Hoffman—Dickinson County, Kansas—4 Sheep, 86	5.25
Roy Polfer—Miami County, Kansas—16 Sheep, 91	5.15
Warren B. Bonar—Jefferson County, Kansas—20 Sheep, 85	5.15
Roy Anderson—Dickinson County, Kansas—31 Sheep, 113	5.15
C. W. Martz—Bates County, Missouri—4 Sheep 107	5.00
Orvil Bruher—Lafayette County, Missouri—4 Sheep 107	5.00
John Hoffman—Dickinson County, Kansas—9 Sheep, 107	4.50
Geo. Buttel—Douglas County, Kansas—15 Sheep, 62	3.50
Ed Davenport—Livingston County, Missouri—5 Sheep, 52	3.50
W. L. Blaylock—Douglas County, Kansas—5 Sheep, 52	3.50
Roy Gunter—Henry County, Missouri—7 Hogs, 191	\$3.15
Fred Magerfleisch—Leavenworth County, Kansas—14 Hogs, 166	3.15
Peter Anderson—Osage County, Kansas—25 Hogs, 184	3.15
Joe Booker—Anderson County, Kansas—6 Hogs, 200	3.15
Clyde Park—Chase County, Kansas—2 Hogs, 203	3.15
A. H. Brightbill—Dickinson County, Kansas—10 Hogs, 180	3.15
E. A. Habiger—Woodson County, Kansas—5 Hogs, 222	3.15
W. L. McCann, Mgr.—Neosho County, Kansas—10 Hogs, 225	3.15
Ray Houston—Coffey County, Kansas—19 Hogs, 198	3.15
John Schnakenberg—Lafayette County, Missouri—21 Hogs, 209	3.15
Frankfort F. U. S. A.—Marshall County, Kansas—33 Hogs, 207	3.15
D. A. Reake—Lyon County, Kansas—18 Hogs, 160	3.15
Chas. Houston—Coffey County, Kansas—7 Hogs, 181	3.15
Roy Wilson—Nemaha County, Kansas—7 Hogs, 198	3.15
Frank Borgartz—Ellis County, Kansas—11 Hogs, 203	3.15
Emil Samuelson Mgr.—Riley County, Kansas—24 Hogs, 224	3.15
Wm. B. Reddington—Marshall County, Kansas—8 Hogs, 223	3.15
Walsburg F. U. Ship Assn.—Riley County, Kansas—14 Hogs, 245	3.10
Pete Schreuder—Mitchell County, Kansas—18 Hogs, 245	3.10
Dr. Frank McVeigh—Anderson County, Kansas—2 Hogs, 181	3.10
Harry Feldhauser—Marshall County, Kansas—5 Hogs, 226	3.10
H. L. Perry Lyon County, Kansas—17 Hogs, 204	3.10
W. S. Boehm—Miami County, Kansas—15 Hogs, 224	3.10
L. A. Barrett—Coffey County, Kansas—11 Hogs, 234	3.10
H. S. Cook—Douglas County, Kansas—5 Hogs, 242	3.10
V. E. Oman—Riley County, Kansas—13 Hogs, 270	3.05
Emil Samuelson, Mgr.—Riley County, Kansas—6 Hogs, 246	3.05
Henry Eggers—Henry County, Kansas—10 Hogs, 202	3.05
C. Fisher—Dickinson County, Kansas—15 Hogs, 202	3.05
A. H. Kohlenberg—Miami County, Kansas—13 Hogs, 193	3.05
W. E. McMillan—Clay County, Kansas—17 Hogs, 197	3.05
C. W. Miesner—Franklin County, Kansas—7 Hogs, 200	3.05
Eugene Hoyt—Franklin County, Kansas—25 Hogs, 168	3.05
John Linn—Jefferson County, Kansas—6 Hogs, 181	3.05
Paul Palmer—Miami County, Kansas—5 Hogs, 200	3.00
Walsburg F. U. S. A.—Riley County, Kansas—26 Hogs, 272	3.00
C. O. Veerhusen—Dickinson County, Kansas—20 Hogs, 221	3.00
Daniel Doolin—Anderson County, Kansas—22 Hogs, 206	3.00
John McDonough—Anderson County, Kansas—15 Hogs, 300	2.70
Arthur Adams—Ray County, Missouri—25 Hogs, 200	3.00
Peter Soderberg—Saline County, Kansas—43 Hogs, 201	3.00
F. U. S. A.—Norton County, Kansas—43 Hogs, 201	3.00
Ed Duke—Chase County, Kansas—5 Hogs, 218	3.00
Herman Windler—Miami County, Kansas—13 Hogs, 171	3.00
G. A. Wingert—Franklin County, Kansas—14 Hogs, 202	3.00
L. M. Hurla—Jackson County, Kansas—8 Hogs, 185	3.00
Bert Townsley—Linn County, Kansas—9 Hogs, 206	3.00
Guy Ankenman—Norton County, Kansas—10 Hogs, 205	3.00
Guy Miller—Wabasha County, Kansas—37 Hogs, 223	3.00
F. U. Coop. Assn.—Furnas County, Nebraska—38 Hogs, 188	3.00
Guy Sturdy—Wabasha County, Kansas—20 Hogs, 205	3.00
Ira L. Hunt—Geary County, Kansas—10 Hogs, 225	3.00
W. H. Rayburn—Livingston County, Missouri—38 Hogs, 227	3.00
J. C. Duguid—Miami County, Kansas—14 Hogs, 192	3.00
O. R. Schroder—Henry County, Missouri—11 Hogs, 254	3.00
Dr. Frank McVeigh—Anderson County, Kansas—62 Hogs, 211	3.00
Ernest Olson—Osage County, Kansas—22 Hogs, 284	3.00
John Dickson—Franklin County, Kansas—25 Hogs, 220	3.00
Peter Anderson—Osage County, Kansas—13 Hogs, 227	3.00
D. C. Cornwell—Miami County, Kansas—65 Hogs, 216	3.00
Julius Kolster—Lafayette County, Missouri—6 Hogs, 226	3.00
Fred Shaull—Linn County, Kansas—7 Hogs, 238	3.00
John Linn—Jefferson County, Kansas—10 Hogs, 226	3.00
John Flentie—Nemaha County, Kansas—22 Hogs, 269	2.85
Emil Samuelson, Mgr.—Riley County, Kansas—38 Hogs, 276	2.85
Wm. B. Reddington—Marshall County, Kansas—43 Hogs, 283	2.85
H. C. Wiedner—Woodson County, Kansas—13 Hogs, 243	2.85
R. M. Small—Lafayette County, Missouri—6 Hogs, 248	2.85
Gus Hilgedick—Lafayette County, Missouri—10 Hogs, 233	2.85
Frank Payne—Coffey County, Kansas—18 Hogs, 230	2.85
Chris Anderson—Coffey County, Kansas—30 Hogs, 225	2.85
Farmers U. Coop. Assn.—Furnas County, Nebraska—36 Hogs, 210	2.85
Florn Calkins—Osage County, Kansas—17 Hogs, 194	2.85
Frankfort F. U. S. A.—Marshall County, Kansas—20 Hogs, 281	2.85
R. S. Hughes—Livingston County, Mo.—25 Hogs, 274	2.85
H. M. Watts—Douglas County, Kansas—5 Hogs, 270	2.85
H. H. Wirsig—Henry Co. Mo.—13 Hogs, 253	2.85
Tom Williams—Pottawatomie County, Kansas—5 Hogs, 154	2.85
Wes Sedlack—Cherokee County, Kansas—7 Hogs, 255	2.85
Harvey J. Ward—Coffey County, Kansas—25 Hogs, 252	2.85
F. U. Coop. Assn.—Furnas County, Nebraska—9 Hogs, 235	2.85
Roy W. Williams—Henry County, Mo.—5 Hogs, 264	2.85
C. H. Peckman—Miami County, Kansas—15 Hogs, 251	2.85
Herman Clausen—Miami County, Kansas—9 Hogs, 257	2.85
A. C. Sharp—Clay County, Kansas—36 Hogs, 255	2.85
Geo. Miller—Chase County, Kansas—15 Hogs, 251	2.85
Harvey Swank—Linn County, Kansas—14 Hogs, 252	2.85
F. U. Coop. Assn.—Furnas County, Nebraska—12 Hogs, 256	2.85
T. B. Tucker—St. Clair County, Mo.—16 Hogs, 287	2.85

READY FOR TEST ON POOLED TRACT OF FARMERS UNION

Farmers Union Royalty Co. Owns Royalty under 80 Acres on which Test to be Made Soon, in McPherson County

1300 QUARTERS POOLED

Farmers Urged to Exchange Part of their Mineral Rights for Headrights in Farmers Union Royalty Company

First test on a pooled tract acquired by the Kansas Farmers Union Royalty Company was announced last week by Shirley L. Clum, of Oklahoma City, who blocked the leases for the well which will be drilled three miles south of Lindsborg in McPherson County.

Mr. Clum picked this location as a result of favorable indications following the expenditure of thousands of dollars by the Empire Oil and Refining Company for core drilling purposes.

Other major companies, interested in this block, besides the Empire, include The Texas Company, Sinclair and Magnolia.

Exact location of the well is the center of the SE 1-4 of the NW 1-4 of Sec. 12, Twp. 18-S, Range 4-W. This particular land is owned by E. D. Nelson, a pool member.

The Kansas Farmers Union Royalty Company owns its part of the royalty under the 80 acres on which the test will be drilled and under an additional 240 acres off-setting the test. The company also owns its interest in an eighty located three-quarters of a mile south of the well.

This block lies well within the trend of production, running from southeastern Kansas into Rooks County and through McPherson County, where the wells already have been discovered, the wells varying in size from a few hundred barrels to several thousand.

Mr. Clum announces that he is contemplating tests on other pooled tracts which he regards favorable for the discovery of oil and gas.

Landowners who have not yet exchanged a part of their mineral rights for headrights in the Kansas Farmers Union Royalty Company are urged by officials of the company to submit their acreage at once.

"We already have pooled about 1300 quarter sections," said Mr. G. Creitz, state manager of the pool in an interview Monday. "The pool is limited to only 2220 and several hundred of these will not be exchanged until after the company is in production so that better acreage will be acquired. This leaves only a limited number for exchange now."

Landowners whose acreage is not acceptable may purchase the required number of acres for exchange for a headright in the pool and those who desire to do so should immediately write the office at Salina, Kansas.

NEIGHBORHOOD NOTES

HUSKED HIS CORN

It isn't any wonder that Pleasant View Local No. 833 is on the list of locals paid up 100 per cent. They are the right kind of people. This local is in Washington County. Some time ago, one of the members, C. M. Harshaw, had an automobile accident and has been laid up since. He had twenty-five acres of corn which he had not been able to husk. So about thirty of his neighbors drove fifteen teams and wagons into his field recently and husked his corn, according to a report from G. H. Barbour, secretary.

Mr. Barbour also reports that the Local held its annual supper on January 27, with about thirty-five folks there to enjoy it.

ALL OLD MEMBERS PAID AND 16 NEW MEMBERS

Fairview Local No. 2154 held a special meeting Jan. 25, to entertain and give the obligations to the new members. Sixteen new members and their wives were present. Among the members we have taken in and the old members, our total has been built up to 34 members. All old members paying last year have paid this year.

It was voted to change the meeting night from Wednesday to the first night of each month to the first Thursday night. After a short program refreshments of sandwiches, cake, fruit salad and coffee were served.

Sada McKeener, Sec.

Though tears flow freely and without a cash cost among members of the formerly called "water sex" they can be saved by peeling onions under water.

PROGRESS MADE IN COOPERATION

(continued from page 1)
institution which, each year, grows in importance to the entire Farmers Union program, and grows in the number of service rendered. The work and influence of this cooperative was evident in every meeting held. It furnished the audits which formed the basis of all the reports. Each manager and each board of directors spoke of the fact that they turned to this Association for guidance during the year. It is common knowledge that the findings of this Association are used throughout each year in conducting the business of the various institutions.

The Union Oil Co., although one of the youngest cooperatives, is one of the fastest growing cooperatives. Its affiliations now extend beyond the Farmers Union, and the territory it serves is becoming more extensive year after year. It has saved Kansas farmers, and farmers in other states, thousands and thousands of dollars. It is still saving money for those who have seen the light and who are purchasing their petroleum products cooperatively through a specially cooperative institution.

The board of directors of the Kansas Farmers Union, together with the state officials, were present at the meetings during the week, and heard several sessions of their own in the Aladdin Hotel. That hotel, by the way, captured the admiration and friendship of every Farmers Union man who attended the meetings. Everything possible was done to make the visitors comfortable, spacious auditorium was furnished for the meetings, and meals distinguished by wholesomeness and good service were served in the Coffee Shop of the Aladdin.

LIVE STOCK FIRM IS MARCHING FORWARD DESPITE DEPRESSION

(continued from page 1)
surplus of \$33,884.56, and undivided profits for 1932 of \$18,180.89. As has been previously reported in the Kansas Union Farmer, the firm is paying a cash patronage refund of 10 per cent on commissions paid in during 1932. A general reduction of expenses more than offset the reduction in income brought about by reduced commission charges and less volume of business to handle.

Every one present showed distinct approval of the manner in which the affairs of the firm have been handled. During the course of the stockholders' meeting, the stockholders were addressed by C. A. Ward, president of the Kansas Farmers Union, and by Floyd H. Lynn, secretary. Both Mr. Hobbbs and Mr. Alkire gave interesting reports, and both reports were greeted with a show of real appreciation.

Resolutions adopted recommended lower feed costs at the stockyards, and other reduced fixed charges by the yard company. A resolution urged farmers to discontinue shipping hogs direct to packers, recommending marketing through the Farmers Union firm. There was an endorsement of attempts at beneficial farm legislation by farmers organizations in Washington. The management of the Aladdin Hotel was given recognition in the resolutions, for the excellent manner in which the meeting and the various guests from the organization were taken care of.

Considerable discussion was heard relative to the part the Farmers Union Live Stock Co. is taking in the matter of building up membership in the Kansas Farmers Union and in the M. F. A. The firm is paying the cost of those who purchase capital stock in the Live Stock Commission Co., provided they are not already members in their own locals. These men are made members of the Heart of America Local in Kansas City, if they live in Kansas, and in a Farm Club local in Kansas City, if they live in Missouri. If they are in the Wichita territory, they are issued membership in their own locals. Mr. Hobbbs explained that such members as are taken into the Heart of America local are encouraged to demit to their own locals, if such locals exist in their respective communities.

FARM GROUP EARNINGS HIGH

Hutchinson, Kas., Jan. 29.—Imagine an 8 per cent dividend and then a special 100 per cent dividend on top of the 8 per cent dividend. This is what the Farmers Union Grain and Supply Company of Burdett, Albert Martin, who has managed the Burdett Cooperative twenty-three years, made a highly satisfactory report at a meeting of the Farmers Union Grain and Supply Company here, who attended the meeting.

The company had net earnings for the year of \$3,866.65 and is capitalizing for \$10,000. The report showed slightly more than \$40,000 in cash and liquid assets.

John Flentie—Nemaha County, Kansas—35 Hogs, 281 2.80 || J. H. Vols—Miami County, Kansas—25 Hogs, 285 | 2.80 |
Farmers U. Coop. Assn.—Furnas County, Nebraska—16 Hogs, 254	2.80
Farmers Union Ship Assn.—Norton County, Kansas—5 Hogs, 268	2.80
John B. Nannings—Riley County, Kansas—23 Hogs, 280	2.80
Everett Benton—Osage County, Kansas—5 Hogs, 286	2.80
Chas. Hashbarger—Anderson County, Kansas—11 Hogs, 289	2.80
Farmers Union S. A.—Norton County, Kansas—11 Hogs, 241	2.75
Farmers Union S. A.—Norton County, Kansas—6 Hogs, 161	2.75
W. A. Martin—Henry County, Mo.—8 Hogs, 308	2.75
Fred Steinmeyer—Wabasha County, Kansas—17 Hogs, 291	2.75
P. A. Gillett—Pottawatomie County, Kansas—25 Hogs, 244	2.75
W. S. Bailey—Riley County, Kansas—32 Hogs, 297	2.70
Radcliffe and Son—Osage County, Kansas—20 Hogs, 321	2.70
Everett W. Cren—Anderson County, Kansas—27 Hogs, 309	2.70
Wilfred M. Johnson—Riley County, Kansas—23 Hogs, 308	2.70
P. U. Coop. Assn.—Furnas County, Nebraska—12 Hogs, 320	2.65
Walsburg F. U. S. A.—Riley County, Kansas—5 Hogs, 154	2.65
Geo. Poore—Marshall County, Kansas—5 Hogs, 180	2.70
J. S. Harlow—Leavenworth County, Kansas—9 Hogs, 440	2.55
Frankfort F. U. S. A.—Marshall County, Kansas—5 Hogs, 322	2.35
Peter Soderberg—Saline County, Kansas—5 Sows, 462	2.35
Chas. Sherriff—Chase County, Kansas—10 Hogs, 303	2.35
Frankfort F. U. S. A.—Marshall County, Kansas—7 Hogs, 201	2.25
Farmers Union Coop. Assn.—Furnas County, Nebraska—12 Hogs, 472	2.20
Farmers Union Ship Assn.—Norton County, Kansas—8 Hogs, 625	2.15

BUTTER AND EGG MARKET LETTER

By P. L. Betts, General Manager Dairy & Poultry Cooperatives, Inc.

Butter
While the market did not make a new low during the current week, it finished within a quarter-cent of the previous low at 16 1/2 cents for both Extras and Standards.

One notable feature of late has been the relatively narrow spread between the top and the lowest grades; for instance, all week 87 score seconds have sold within about a cent of fancy 92 score Extras on all markets. The demand seems to be for something just a little cheaper.

It is said the reason for this is the big fight between the chain and independent retail stores to undersell each other. We sometimes wonder just how much of a factor that is in the present low prices for farm, dairy and food products generally. In these days of Congressional investigations, why not a Senate investigation to determine such effect on our depressed condition generally? It was said that this fight was directly responsible for the extremely low turkey market, for both the Thanksgiving and Christmas holiday seasons.

January is becoming as low priced a month as June on butter. The reason for this is the very general change, especially in the more intensive dairy sections, to winter milking. Almost as many cows now freshen in the fall and early winter as in the spring. This, coupled with the high increase in dairying, now produce more than twice as much butter as we did in 1920, is causing a mid-winter flush in production, so that we require very little storage butter for a two-months period, when formerly fully one-half our butter requirements had to come from storage during these months.

The result is a rush on the part of storage holders to dump what they have on hand, and consequently the present extremely low winter prices. This factor is making many dairymen store any quantity of butter during the summer flush. Which is causing the very general prediction that we can easily have a 10 to 12 cent butter market next June.

There is only one remedy for this situation, and that is the voluntarily reduction of our dairy production by 15 per cent. That would do it. No use to create surpluses and pile them up in the visible supply where they stick out like a sore thumb, and expect to get anything for what we produce. Let each member do this and make himself a committee of one to see that his neighbor does likewise.

EGGS

The egg market has continued to lose ground during the current week. There is a lot that could and should be said about eggs, but space will not permit this week. Next week I expect to make the egg situation the main topic for discussion.

ANOTHER YEAR OF ACCOMPLISHMENTS FOR UNION OIL CO.

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months to make a thorough investigation. During that time we also discussed with the president of one of our member companies, where we would share in the profits of their refining operations. As a result of these extensive surveys and investigations, we have finally completed arrangements with this refinery whereby we will share in the refining profits on the gasoline which we supply our members.

This refinery has an ample supply of crude oil. They have a refinery at Blackwell, Okla., one near Chicago, Ill., and are just completing the most up-to-date plant in this part of the United States, right in the heart of the consuming territory in Kansas, where they have available the best crude produced in the state. Not only do they have good crude, an up-to-date plant but also a competent corps of men who know how to operate their plants efficiently, and how to make good products. Thus our cooperative brand of gasoline will be the highest possible quality.

We will participate in 50 per cent of the refining profits on our gasoline. In the mean time, we are buying cheaper in relation to the general market structure than we ever have in the past, made possible by the large volume which we have pooled. This means that should there be no refining profits, our contract nevertheless is a good one, and a better one than we have had at any time in the past. All this is made possible because we have built substantially and can turn a great cooperative volume to one company.

Incidentally, according to surveys, the refining business has been profitable over a period of years. It is our opinion that those who control the petroleum industry will not, in the future, attempt to make as much profit out of the marketing end of the business but will expect to make a profit in their refineries. This, we have been able to work out to our advantage, and furthermore, that we ultimately own and operate our own refinery.

It is our hope that in a comparatively short time profits will accumulate sufficient to permit us to build or buy our own refining facilities.

New Members
We added 53 new companies to our group during the year. We are extremely proud of our new members. These are, for the most part, companies which have in the past purchased a "old line" brand. They have, however, been watching our progress in the marketing of our own cooperative brand and the development of our central cooperative company. We have used our best efforts to keep all cooperative oil companies informed on our progress and to let them know just exactly how we operate.

We have added several new members since January 1, and have meetings arranged with boards of directors of several other companies which, we believe, will result in these com-

panies becoming members in the near future. All indications are that 1933 will be another year of substantial growth.

CO-OP Tires—Batteries
The enormous increase in our volume, since we began to market our own CO-OP brand of tires and tubes shows that our group find a real advantage in marketing a cooperative brand, rather than an "old-line" brand. Our increase in the sales for 1932 was 256 per cent over 1931, while tubes show an increase of 288 per cent. This is the first year we have handled batteries