



THE KANSAS FARMERS UNION



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Big F. U. Letters Being Painted On Term. Elevator

George Bicknell Is Manager of Jobbing Association's Newest Service Development

It will not be long now before great tall, newly painted letters on a 556,000 bushel terminal elevator in North Topeka will be publicizing the Farmers Union. Every Farmers Union family is urged to drive in and inspect this new facility in cooperative grain marketing. The purchase was completed April 28 by the Farmers Union Jobbing Association which has headquarters in the Board of Trade building, Kansas City.

Located just a block east of the Union Pacific freight depot, just off Highway 75 running north and south, the property is easily accessible both by truck and rail.

Being so centrally located and on rail lines directly from rich Kansas grain country benefits are self evident. Farmers Union people will now realize for themselves the savings made possible in the mixing and blending of grain and other terminal elevator operations.

Is Room for Expansion
"There is plenty of room for expansion," commented H. E. Witham, general manager of the Jobbing Association. "We have space for building a million bushels more storage easily—and then we really would have a terminal." The purchase is considered a progressive, but conservative business development.

George Bicknell, experienced grain man, will be in charge of the terminal elevator and of the merchandise warehouse which the purchase included. Before joining the Jobbing Association several years ago, Mr. Bicknell was with the Osborne County Farmers Union business association. He has a thorough understanding of cooperative business management from the local manager's viewpoint, as well as regional. There will be three regular employees at the new terminal elevator and warehouse, with additional help used in the seasonal grain rush.

The purchase was made at a bargain, according to Mr. Witham. A government appraisal of the terminal elevator recently set a valuation of \$60,000. The 556,000 bushel structure would cost 16 cents a bushel to build, it is said, making a replacement valuation of close to \$90,000. The Farmers Union Jobbing Association secured the elevator at a cost of considerably less than 10 cents per bushel storage capacity.

In addition to grain storage, there is space for a feed mixing plant which will enable the Association eventually to manufacture all its commercial feeds.

Concrete and Steel Bins
The elevator has concrete and steel grain bins which are in excellent condition. As it is a federally licensed elevator, the Jobbing Association will be able to handle government storage grain as well as wheat on which government loans have been made, in addition to grain its members store at that point.

The elevator has been known as the Willis-Norton. Until a fire a few years ago which destroyed the mill, the elevator was used in coordination with the milling activities. Not Farmers Union, but "White Leaf Flour," as it was called, was produced from the mill storage bins.

The merchandise warehouse is a fine one, with a loading dock fronting toward No. 75 highway, and spacious quarters within. Now the Jobbing Association will have three merchandise warehouses across the state—at Kansas City, Kan., North Topeka, and Wakeeney. The Jobbing Association reports a fast increasing volume of feed, hogs, and other livestock and farm supplies, and is now enabled to give new improved delivery and service to local business associations.

The Jobbing Association maintains a grain office in Salina, in addition to Kansas City. Art Riley is the manager at Salina. Harry Neath is manager of the merchandise warehouse in Kansas City, and M. M. (Pat) Gardner is manager of the Wakeeney warehouse.

Directors of the big Kansas Farmers Union association are J. C. Gregory, president, Osborne; Homer T. Penning, vice president, Wakeeney; H. E. Witham, secretary and manager, Kansas City; D. O. Vanamaker, near Cawker City; D. O. Delore, near Lawrence; Sol D. Delore, near Lawrence; C. B. Thowe, Alma; and Joe Erwin, Cicero.

VISITORS FROM KANSAS STATE

Jobbing Association Welcomes 15 College Students and Prof. Montgomery
Kansas State College students in the Cooperative class joined those in the class in a tour of inspection of cooperatives at Kansas City, May 2.

They called on H. E. Witham, general manager, Farmers Union Jobbing Association, after visiting the trading floor where grain is sold on the Kansas City market, and the inspection rooms where the grain is inspected. Mr. Witham summarized the history of the Association since its beginning in 1914, and explained how it serves its members.

The young men noted the great number of elevators throughout Kansas which are members of the Association, and were interested to learn that, including the grain originated by Equity Grain Co., the Association had handled 13,500,000 bushels of grain cooperatively in 1938.

In the group were Prof. George Montgomery, Pears Wilson, Robert McVay, Reed C. Fleury, Kenyon T. Payne and John McCoy, all of Manhattan; Richard Muggli, Zurich; Harry Longberg, Soldier; Delore Brent, Alton; J. R. Foster, Effingham; Mack Zenger, Saffordville; Edward Brenner, Bazine; Allen E. Starosta, Iola; Alfred E. Anderson, Courtland; Paul Danielson, Lindsborg; and Gerald McMaster, Eskridge.

F. U. Wholesalers To Join Together

"Farmers Union Wholesale Cooperatives, Inc." Launched At Omaha Meeting, May 9—New Regional Includes F. U. Jobbing Association

A regional cooperative wholesaler, named "Farmers Union Wholesale Cooperatives, Inc.," was launched at a meeting of representatives of five Mid-Western Farmers Union cooperative wholesalers held in the Farmers Union building in Omaha on May 9. Tentative articles of incorporation and by-laws were outlined, and a temporary board of directors elected.

Following are the organizations that will become incorporators of the new regional wholesaler, and the names of those who represented them in the Omaha meeting:

Farmers Union Central Exchange, St. Paul, Minn., by Alex Lind, president; E. A. Syftestad, general manager, and J. L. Nolan, manager of the oil department.

Farmers Union Cooperative Brokerage, Sioux Falls, S. Dak., by Jesse Kistler, president, and G. L. Mosseson, manager.

Farmers Union Brokerage Service, Des Moines, Iowa, by P. L. Hawthorne, president, and D. W. Van Vleet, manager.

Farmers Union Jobbing Association of Kansas, Kansas City, Mo., by J. C. Gregory, president, and H. E. Witham, general manager.

Farmers Union State Exchange, Omaha, Neb., by L. Lauritsen, president, and John Brodrick, secretary, and C. McCarthy, general manager.

Others who sat in the meeting were H. G. Keeney, president of the Nebraska Farmers Union; Geo. E. Kinney, manager of the oil department of the Nebraska State Exchange; Henry Negley, educational director, Nebraska Farmers Union; J. H. Bollen, manager, Nebraska Farmers Union Auditing department, and L. S. Harlan, editor of the Nebraska Union Farmer.

Name Five Directors
Directors named to serve until the first meeting of the new organization are E. A. Syftestad, Farmers Union Central Exchange; G. L. Mosseson, Farmers Union Cooperative Brokerage; D. W. Van Vleet, Nebraska Farmers Union; J. C. Gregory, Kansas Farmers Union; and C. McCarthy, Nebraska Farmers Union State Exchange.

The objects of the new regional wholesaler are to engage collectively in the processing, manufacturing, development, distribution, and sale of farm supplies, equipment, or any other merchandise, and to carry on cooperative business for the purpose of supervising the administration of such contracts.

The discussion in the meeting showed clearly that this is not a separatist movement. Unanimous endorsement was given to the sentiment expressed by several representatives that it would be the policy of the new organization to work with the existing cooperative movement, a corresponding organization composed of cooperative wholesalers in the eastern states, and National Cooperatives, Inc., the national cooperative wholesaler, which ever such joint action was advantageous to the whole cooperative movement. The new organization will be devoted particularly to operations that are of regional concern.

Because the principal place of business of the new regional wholesaler must be in the state in which it is incorporated, and because it is deemed advisable to have the principal place of business centrally located, it was decided to incorporate in Nebraska.

Incorporate in Nebraska
At first, the majority of the representatives favored incorporation under the non-stock cooperative law. But when it was considered that the new organization would have no provision for a profit, or surplus saving, such as accrues in handling merchandise, and when it was understood that the Nebraska share-capital cooperative law, very flexible and fixes no requirements in regard to the amount of capital that must be paid in, the decision was unanimous for incorporation under the share-capital law.

Net savings of 10 per cent of the surplus reserve, will be returned to patrons in proportion to their contribution to the savings. The board of directors will be authorized to retain the surplus funds of the non-shareholder patrons that are eligible to become shareholders in payment for shares. The size of the shares is fixed at \$100. "Cooperative Wholesale Organizations Organized Under the Cooperative Law of any state" are eligible to become members of this regional wholesaler.

The member wholesalers are given equal voting power by one vote each in meetings of the federation, and may be represented by one or more delegates. Each member wholesaler can select its delegates in any way it chooses, and each will nominate a member for the board of directors.

C. McCarthy was chairman of the meeting, and E. A. Syftestad, secretary. These men were named as a committee to shape up the articles of incorporation and by-laws and submit them to the member organizations for final approval and signatures. Then the articles will be filed and published and the new regional wholesaler will be ready to go.

All the representatives agreed that this new organization should make no sudden splurge. It will have no warehouses filled with goods and no factories in operation within the next week or 10 days after it starts. For the immediate future, it will serve principally as a conference group and an agency for the making of contracts and connections in producing and distributing household supplies to be handled by the member wholesalers.

While the incorporators of this new regional cooperative wholesaler do not expect to do big things suddenly, they do have great faith in its tremendous possibilities, and can vision developments in the future as great as those in the powerful and potent cooperative movements in Europe.

SEE WAS STILL THERE
English Teacher: "I have went. Why isn't that correct, Bobby?" Bobby: "Because you ain't went yet."

Okla. Economists Analyze Benefits—Praise S. 570

Senate Hearings On Cost of Production Printed On Request From Riley Co.

Editor's Note—The following report is taken from Calendar No. 251, Report 234, of the U. S. Senate, and is published, although S. 570 is now killed in committee, at the request of Victor E. Hawkinson and Henry G. Nanninga, president and secretary of the Riley county Farmers Union.

Economists of the University of Oklahoma and economists of the Oklahoma State Chamber of Commerce were called upon to analyze S. 570 and contributed the following memorandum in March, 1939:

Section 1 provides that crops of one year having a value of \$10,000 or more shall not be sold to domestic consumers for less than the cost of production for that part consumed in the United States.

There will be no practical difficulty in the enforcement of the bill, because the first year's costs of production will be based on the conditions as they exist at this time, which will not vary greatly from year to year. The experiences of the past year will be based on the conditions as they exist at this time, which will not vary greatly from year to year.

Managers Enjoy Fine Discussions At Spring Meet

New F. U. Managerial Officers Are Pat Nash, Pres., Ellsworth; Dave Train, Sec.

The new president of the Farmers Union Managerial Association is Pat Nash, general manager of the Ellsworth county Farmers Union business association. He replaces C. B. Thowe, manager of the Farmers Union store at Alma, who has served for the last nine years. Dave Train, manager of the Farmers Union elevator at Lindsborg, was elected secretary-treasurer, replacing T. C. Belden, manager of the merchandise department of the Farmers Union Jobbing Association, Kansas City, who has held this office for six years.

Glenn Hewitt, manager of the Osawatomie Farmers Union elevator, was re-elected vice president. Both Mr. Thowe and Mr. Belden had expressed themselves in a belief that such long tenure of office is not advisable, and asked to be relieved.

John Ritz, manager of the Farmers Union elevator at Cornish, was elected the Managerial delegate to the state Farmers Union convention this fall. It was voted that the annual spring Managerial meeting should be held in Salina in 1940.

The meeting in Salina, May 16 was one of the liveliest in many years. Attendance was about 70, coming from all directions and various distances. The round table discussion featured a discussion of the Farmers Union check-off system, federal income tax exemptions, Bank for Cooperatives rulings was especially informative.

Pass Three Resolutions
Resolutions passed by the association are as follows:

"Resolved, that this group go on record as opposed to the ruling of the Bank for Cooperatives that the membership requirement clause be stricken from local association by-laws borrowing from that agency."

"Resolved, that if funds are available the Managerial Association make a donation of \$10 to the Wheat Improvement association to assist in carrying on their work. (It was announced funds were available)."

Whereas our Farmers Union of Kansas is doing a good work building and promoting cooperative organization; Be it resolved that each of our Farmers Union cooperative contribute to the state organization our earnings according to the respective boards."

"Cooperatives can't live with dictators and are our only hope for the salvation of civilization because they hold human rights above fanatic nationalism," said John Vesecky, national Farmers Union president, the first speaker of the program. After emphasizing the importance of the legislative program now being introduced into Congress, and explained particulars of the bill to provide for the issuance of certificates on wheat.

Mr. Vesecky A Speaker
Mr. Vesecky asked that support be given the Farm Security Administration, pointing out that over 60 per cent of the farmers in North Dakota are dependent on its agencies, and that a great many Kansas farmers would be in dire straits at this moment of prospective crop failure without the FSA services.

Miss Esther Ekblad was the second speaker, telling of the National Conference on Farm Youth Problems which was held recently in Washington. D. C. Her interest was evidenced in the description she gave of the conference and her report of discussion.

John Fengel, president of the Kansas Farmers Union, made a plea for appeal to managers to encourage Farmers Union organization, and even to recognize its value in a community.

H. E. Witham, manager of the Farmers Union Jobbing Association, was called on for a brief message. He spoke of the new terminal elevator just recently purchased in North Topeka with storage capacity of 556,000 bushels, with lots of expansion room "if we need it." He asked the managers to use "their own" terminal for their storage requirements.

Harry Stephens of the Wichita Bank for Cooperatives was also introduced. Mr. Stephens spoke of the service the bank was giving Kansas cooperatives in the financial field.

The President's Message

By J. P. Fengel, State President

During recent months as my friends are aware it has been my privilege as well as my duty to visit many sections of the state as my work calls me in the daily performance of my duties in connection with the Farmers Union membership, their local and county meetings and their business institutions, wherever I may be helpful to them.

Kansas as a state can well be proud of its capable and very industrious citizenry, the wonderfully productive fields and the natural resources of the state, with which nature has blessed our state. And as one travels our highways in this wonderful productive state, and counts the farm homes as one drives by that are so sadly in need of repair and paint, with the tumbled down shacks that are no longer habitable along the roadside, and the evidences of where there used to be a farm home and now only a trace remaining as a reminder that at some time there had been the home of one of our former farm families, who could refrain from asking himself a lot of questions as just why should this be, and why the disparity between the appearance and surroundings of the country from the homes in our towns and cities.

If we will only take the time to make a comparison between the per capita farm income and the non farm per capita income we will have the answer to one angle of the situation and then if we will just go a little further, and also make a comparison of the farmer's share of the national income, we will have the answer to the other angle of the situation and we have the picture before us.

Low Per Capita Income
Just for example our farm population is about one-fourth of our entire population and even in the good year of 1929 with a national income of a little over 81 billions of dollars the farm income was seven and a quarter billions, or less than one-eighth of the national income. Compared to other industries we farmers should have received over twenty and a quarter billions and as we come on down through the years we can see and measure the decline of agriculture by the proportionate decline in the farmer's share of the national income as compared to other industries.

In 1937 our National Income was \$69,817,000,000, with the actual farm income of \$8,223,000,000, when to establish an economic balance the farm income should have been \$17,175,000,000.

There is also another comparison that is pertinent at this time and that is between the farm and non farm incomes.

In 1929 the non farm income averaged \$817 per capita while the average farm income per capita was only \$240 and has continually declined until at the end of 1937 the non farm income had declined to \$655 per capita and the farm income to \$196 per capita.

During this period the farmer has (continued on page 4, col. 5)

Declare 1938 Dividend

A 3/4 of a cent a bushel patronage dividend was voted on 1938 business by the directors of the Farmers Union Jobbing Association at a recent meeting. The first 20 per cent will be in stock and the balance in cash. Credits have already been set up on the books to the different local grain associations and will be paid out later.

FOREIGN BEEF TO NAVY

Roosevelt Orders Bid for Argentine Canned Meat Accepted

President Roosevelt has directed the navy to accept a bid on Argentine canned beef for feeding navy personnel in place of the American bid because, he said, the foreign product was found to be cheaper and superior in quality.

Discussing an amendment by Senator O'Mahoney of W. Va. in Kansas, the navy's appropriation bill designed to prevent purchase of the foreign beef, the President said the Argentine product was offered at 15 cents a pound, including a 6 cent-a-pound duty, as against the American bid of 23 cents a pound.

He added the foreign beef was far superior and he felt because of this factor, and also the cost angle, that the "Buy American" policy was not being violated.

AAA PICTURES \$43,666.20

Is Kansas Cost for 1939 Aerial Photography of Acreage

The Agricultural Adjustment Administration has announced the awarding of contracts for 215,192 square miles of aerial photography in 16 North Central and Western states at a cost of \$476,362.72. The Federal Service Corporation of Philadelphia, Pa., received the contract to photograph the 25,686 square miles for \$43,666.20.

Aerial photography is used under the conservation phase of the AAA farm program as a cheaper and more accurate means of checking performance on farms. With the use of a planimeter or rotometer the area of fields in the farm can be determined.

Call Miltonvale Meetings

Announcement is made by George Shannon, president, and John Matson, secretary, of the Farmers Union Jobbing Association of three Farmers Union meetings, Wednesday, May 31, to Friday, June 2.

John Fengel, president of the Kansas Farmers Union, will be a speaker at each meeting. Miss Esther Ekblad, state Farmers Union junior leader, will be a speaker Friday night also.

The meetings are to start promptly at 8 o'clock. The meetings will be held as follows: May 31, Carmel schoolhouse; June 1, Grass Valley schoolhouse; and June 2, Miltonvale park.

Waterville—John Tommer, state conductor of the Farmers Union, lost the end of his right third finger when he caught it in a lister gear, May 13.

DID HIS BEST

Joe: "What caused the explosion on Cy's farm the other day?" Jack: "He fed a chicken some 'Lay-em-or-bust' feed and it turned out to be a rooster."

Discuss Live Stock Markets

The following discussion of livestock marketing is from the speech by W. W. Fetrow, associate chief, cooperative research and service division, Farm Credit Administration, at the Kansas State Fair, April 14, on Gearing Cooperatives to Marketing Conditions.

Livestock markets are nationwide. Increased production and sales in any area or region affects the livestock market throughout the whole country. Distribution is on a national scale. Lambs produced in California are eaten in New York, and meat from hogs raised in Iowa is sold in every state, as well as many foreign countries.

In fact, two-thirds of our meat is consumed east of the Mississippi. Many livestock producers are inclined to overlook these important facts, considering livestock marketing, therefore, it is necessary to look beyond the borders of your farm, your county, your state, and to view it as a national industry rather than a local enterprise.

Livestock is one of the principal sources of farm income in Kansas. According to the U. S. Department of Agriculture, there were 2,789,000 head of cattle, 1,045,000 hogs, and 1,045,000 sheep and lambs on Kansas farms on January 1, 1939. Of the total farm income for the state in 1938, slightly less than 60 per cent was derived from livestock and livestock products including dairy and poultry.

Are Recent Market Changes
Marked changes have occurred in livestock marketing in recent years which have affected cooperative development to a marked degree. Among these changes should be listed growth in motor-truck transportation, increase in direct marketing, and rise of local markets and livestock auctions. Each of these changes has exerted a decentralizing influence on livestock marketing. Decentralization calls for a more elastic marketing structure which will co-ordinate marketing both at central and local points.

One successful approach toward developing the problems that follow decentralization has been made by the Cincinnati Producers through the establishment of branch sales agencies at Dayton, Ohio, and Lexington, Ky.

Others have been made by the Columbus and Pittsburg Producers through the marketing of graded lambs, hogs and other stock from concentration points in their areas. Others, however, have kept pace with changing conditions and are now faced with decreased receipts at these markets.

Motor trucks are now transporting more than 50 per cent of the livestock of the country to market, compared with less than 5 per cent in 1917. At some Corn Belt markets, from 90 to 95 per cent of all receipts now arrive by truck. Trucking has been an important factor in speeding the growth and development of direct marketing, concentration points, local markets, and livestock auctions. Each has tended to reduce terminal receipts and to concentrate the terminal receipts on important local markets, each drawing its supplies from territory within a trucking radius. Livestock trucking has thus tended to subulate the terminal market from its outlying territory through the development of a succession of local markets and auctions, each with its own trucking controlled territory.

Figures on Direct Marketing
15 years ago, livechattel, as it is called, direct-to-packer marketing has shown steady growth for the past 15 years. In 1938, 25 per cent of the cattle, 36 per cent calves, 32 per cent of the hogs, and 32 per cent of the sheep and lambs were sold direct, compared with 11 per cent of the cattle, 14 per cent of the calves, 26 per cent of the hogs, and 18 per cent of the sheep and lambs in 1923.

Few exceptions livestock cooperatives have taken little part in the direct marketing movement. Many have been more inclined to fight direct marketing rather than to assist in the direct marketing of their products to the direct method of sale.

Since 1928 there has been a rapid increase in the number of local markets, concentration points, and livestock auctions throughout the country. The number of local markets and concentration points is unknown, but a survey conducted in 1937 showed that there were 1,347 local livestock auctions operating in 37 states. More than 82 per cent of these livestock auctions were organized since 1932. According to our records, there were 139 livestock auctions operating in Kansas in 1937.

Livestock cooperatives generally attempt to take their commodity as far through the marketing channel as the meat-packing plant. Attempts to operate such plants cooperatively have not met with success in this country. Producers should recognize the fact that while their selling is being decentralized, the actual control of the supply is being centralized in the hands of a few strong hands.

According to the U. S. Department of Agriculture, four large packers have increased their combined percentage of all livestock slaughtered under Federal inspection since 1920, except for cattle. For the 5-year period 1933 to 1937, these four large packers handled 32 per cent of the hogs, 65 per cent of the cattle, 71 per cent of the calves, and 80 per cent of all the sheep and lambs slaughtered under Federal inspection in the United States.

Nat'l. President Vesecky Outlines F. U. Legislation

Is Broad Program to Relieve Agricultural Needs—for Family Farmers

By John Vesecky, Pres., Nat'l. F. U.

It has been quite a long time since my last message to Farmers Union folks in Kansas. Most of the time since New Years I have been working on Legislation. As you will remember, the National convention at Madison, Wisconsin, outlined a rather full program of legislation for the coming year.

Among the things they asked us to do, or try to do, was first—to take care of the farm families who have been dispossessed or are just about to be dispossessed.

The next, was to work out some plan whereby the farm tenants could become owners at a fair price, and then was possible under the Bankhead-Jones Farm Tenancy Bill.

The third was to try to get legislation passed which would help compose the debts which farmers owned to Federal lending agencies to an amount which the farmer could be expected to pay from the proceeds of his farm.

Then, we were also requested to support a Federal Health Bill. And, support it that any legislation which was passed tended to safeguard the interests of the family sized farm and of our Farmers Union cooperatives.

Fairly Good Progress

We have made fairly good progress along all of these lines. We have worked hard to get a definite amount set aside for the Farm Security Administration so they would be able, not only to take care of their present clients, but also to help other farmers who have not been able to get help from any other agency and whose only chance of survival is a new start in life depends upon the funds available to the Farm Security Administration for farm rehabilitation.

In working with farm debt adjustments, we have been ready for 8-1936 makes available to farmers federally insured loans at 3 per cent interest which, within a period of 3 years, would enable thousands of farm tenants to buy farms, even without any down payment.

James G. Patton and I have testified before the Senate committee on Labor and Education in favor of health legislation which would give the low income family of our population to get adequate medical care.

Before moving on the last part of our program, the price adjustment of farm products—I want to call your attention to the fact that the last two national conventions. These conventions instructed the National President to select commodity committees, whose duties it would be to study the needs of the different commodities produced on our farms and recommended the legislative program best suited for those commodities.

Commodity Committees Act
In accordance with the plan of the Conventions, I have appointed a Wheat committee, a Cotton committee, a Corn-Hog Committee, a Dairy Committee, a Fruit Committee, and a Vegetable Committee. Of those committees, only the Wheat and Dairy committees have thus far worked out a definite legislative program. The Wheat Committee and the Cotton Committee had their bills ready to introduce, when I left Washington on May 8.

Senator Wheeler of Montana—one of the original co-signers on the so-called Kennedy-Ward Cost of Production Bill, introduced our Wheat bill in the Senate. The number given to the Bill in the Senate is S-2395. I do not have the number of the Cotton Bill, nor the Dairy Bill at the present time. There are other bills being worked out by the other committees. On the income certificate plan and the rice growers have also introduced a Bill, on the certificate plan, for rice.

The basic principle of the income certificate plan, is that a committee of three producers, one consumer and one representative of the Government will make a study of the price at which, wheat, for instance, would have to sell in order to assure the farmer a fair share of the national income. This price to be based on the parity price, or cost of production, which ever is higher.

Based upon the findings of this committee in regards to the necessary price level and the average market price of the commodity, the Secretary of Agriculture shall issue Income Certificates equal in value to the difference between the average market price of the commodity, and the fair income price as indicated by the studies of this committee. Income Certificates allotments shall be issued to each farmer upon the basis of the consumption part—and in wheat, upon the domestic consumption, plus the normal export of its average historic production, figured on a ten year basis with allowance being made for production trends. Ample provision in this plan is made for exempting the production of family sized farms under a fair level, from any reduction in the certificate.

Have Income Certificates
For instance, a farmer who produced 5,000 bushels of wheat or 5 bales of cotton will get an income certificate for the entire production of his farm. For production above a minimum amount, the farmer will receive the family sized farm, the percentage of certificate will be gradually reduced until the grower's surplus will receive only 50 per cent income certificate value for his excess production.

(Continued on page 4 second col.)

Junior and Juvenile Department

Juniors from 16 to 21

Juveniles from 6 to 16

Junior Motto: "He Loves His Country
Best Who Strives to Make It Best"

DISHES

Men may love their horses and their dogs. Their guns and games, but since the women began, and homes were built, clay or sod or logs, women have loved a dish, a bowl, a pan. Have set them on high shelves to catch the gleam of sunlight through a window or a door. Bright symbols of an ancient lovely dream, dreamed by women centuries before. A dream of home, and of the kind spread in some dear spot made sweet by wind and sun. Where a family could be gathered to break bread. After their simple, daily tasks were done. As woman's love of dishes is as old as the hills, so her love of the hearth. They are her emblems, her receptacles to hold the fibres and the essences of earth.

YOUR LEADER'S MESSAGE

Grace Noll Crowell
(American Mother of 1938)

Esther Ekblad
Mothers

In every village, town, and city mothers were honored last Sunday. How hard it is for us to express our deeper feelings toward our mothers when we are so often unappreciative of all the things they do for us. We are fortunate to have such poets as Grace Noll Crowell to express those sentiments for us. Mrs. Crowell, who is a much beloved poet of our day, was last year chosen as the "American Mother of 1938." Her poems alone, many of them written of homely things, made her worthy of that high honor.

It is said that the things of home, gleaming pots and pans, and all the tasks that mothers do have been Mrs. Crowell's supreme delight. Ill health has oftentimes taken her away from these things which she loves most, but from her pen has come beautiful verse of home, mothers, and dishes. Words that have done much to awaken others to a greater appreciation of home.

Greenbelt—A Model Community
"How quiet!" "How peaceful!" These are a sample of exclamations heard as Farmers Union delegates of the Washington Farm Youth Conference approached the town of Greenbelt, Maryland. Greenbelt, which is located between Washington, D. C., and Baltimore, is a community planned and built under the supervision of the Farm Security Administration. The name Greenbelt was coined because the town is surrounded by a broad girde of land which will be preserved for gardens and parks. No buildings will be allowed on that green strip.

Scientific community planning is a new idea with us, and we might add that public housing programs did not exist in this country until the late 1930s. Great Britain, Sweden, Holland, and Belgium have long been planning and constructing homes and communities for low-income families. The first known greenbelt town was established in England in 1898. Sweden is known for its modern cooperative communities and apartment houses, which are probably partly responsible for Sweden's lack of slums. As for our own country, we must admit to a very meager public housing development, and we can find slums wherever we turn. Astonishing as it may seem, there is a slum district within a block of the National Capitol.

Greenbelt is an example of what can be done to eliminate some of America's housing sore spots. The green girde of land around the town will prevent overcrowding. Homes and apartment houses are so arranged as to give generous lawn space, frequent playgrounds for small children, and a minimum of noisy streets. Near the center of the town is the shopping and community group. All activities are operated on a cooperative basis, so Greenbelt has but one large modern grocery store, one drug store, one dry cleaners, one oil station, also a theatre, community house, and schools. A swimming pool is nearing completion and we were told that fifteen boats had recently been bought for the nearby lake. Doesn't that sound interesting? The residents are not only given low-cost housing, but are also given access to the sports and social activities which all Americans enjoy.

The building of Greenbelt was financed by the Farm Security Administration as a project to give constructive work to unemployed, but the town has not been given to the residents on a charity basis. The residents are paying for their homes through long time loans. Eventually the entire town including all its fine recreational facilities will belong to the people who live there.

Washington is a beautiful city with a wealth of historic beauty and grandeur. We were thrilled with all of it. But for those of us who are most interested in securing better living conditions for more of our people, our enthusiasm mounted at Greenbelt. The thought came to us that it is certainly a great accomplishment to make it possible for men, women and children to live normal happy lives. Children who can have plenty of sunshine and a place to play have a much better chance of becoming intelligent citizens than those who must grow up in dark crowded tenement houses. We saw many happy chubby children at Greenbelt.

WITH ESTHER EKBLAD Junior Leader

The journey to Washington, D. C., for the National Conference on Problems of Farm Youth is yet upmost in our minds. Now that we are home again, caught up on lost sleep, and almost recovered from a follow-up cold, let's talk about it again.

As a sideline to the Conference we managed to see a few of the sights, of which there is enough around Washington to keep you busy for weeks. On the road to and from

Spring Fashion Book

For a pattern of this smart model, send 15c in coins, your name, address, pattern, number and size, to Kansas Union Farmer Pattern service, 106 Seventh Avenue, New York, N. Y. Our new Spring and Summer Pattern Book is now ready with more than 100 charming new fashions that you can easily make for yourself. Pattern Book alone, 15c. One Pattern, and one copy of Pattern Book, ordered together, 25c.



8376. A Darling Tot's Outfit
Designed for sizes: 2, 4, 6 and 8 years. Size 4 requires 2 1/2 yards of 36 inch fabric for the skirt, pantie and bonnet. 3 3/8 yards for the blouse. 2 yards ribbon for bows on blouse. Price 15c.
8464. Small-Waisted Frock
Designed for sizes: 12, 14, 16, 18, 20 and 40. Size 14 requires 3 5/8 yards of 36-inch fabric; 6 1/2 yards of braid or ribbon trim. Price 15c—Kansas Farmers Union, Salina, Kansas.

Washington, we looked and looked, not wanting to miss anything. At night, our eyes were extremely tired and heavy. In our car we were East four North Dakotans, Mary Jo and Walter Uphoff, who were always counting white horses, Dorothy Pulley, Frances Link, and the lone Kansas, Mary Jo Uphoff is Junior Leader of North Dakota, her husband, Walter Uphoff, is working for FSA and lives in Lincoln, Nebraska most of the time. Dorothy Pulley is Mary Jo's secretary, and Frances Link works in Mrs. Edwards' office. It was pleasant to travel on the highways and be our own bosses, so that if we saw something unusual and interesting, we could stop and investigate. Pottery shops caught our eyes many times, and at one time on the homeward ride, piles of bright rock brought us to a halt. We discovered that one was being processed into what would eventually be chromium.

Visit National Capitol
Arriving in Washington on April 23rd, a beautiful Sunday morning, our highway went by the Arlington Memorial Cemetery so we made that our first stop. There we saw the thousands of markers telling the story of men who gave their lives in war. We saw the tomb of the Unknown Soldier before which there marches a sentinel, every minute of the day. Somn and poised he paces forth and back. We wonder if the Unknown Soldier is resting in peace, or does he try at times to break his bonds and rise to tell the world that wars are futile, cruel and wicked?

Sunday afternoon we had high aspirations of visiting Mount Vernon but lo and behold, we were caught in a traffic jam. To move an inch about every five minutes was progress! Friday Sunday evening on till Wednesday noon the Conference took every minute of our time; eight-seeing was out—except for a brief visit to the Congressional Library Tuesday evening. So many told us to visit the Library at eight, and now we can underscore that advice. It is indeed beautiful. In the Library on display are many of the important documents that have played a part in our nation's history, chief among them is the original copy of the Declaration of Independence. And this was news to me, two copies of every book that is copyrighted are placed in the Congressional Library.

Wednesday afternoon, after the Conference had adjourned, we visited the National Capitol. We went first to the House of Representatives, but it was noisy and unorganized. Just a few Representatives were present; one of them was speaking, but no one heard what he said. The Senate wasn't in session at all that afternoon which was a little disappointing. Upon leaving the Capitol we Farmers Union folks just couldn't seem to be good cooperators and decide unanimously where we wanted to spend the remainder of the afternoon. Finally we divided into groups of three, and four, each going where it wished. Four of us went to the Washington Monument; rode the 505 feet to the peak on the elevator drank in the beauties of the city from that high vantage point and then walked down

the 505 feet Yes it was FEET that needed attention!

We then went to the Smithsonian Institute, but the afternoon was almost gone so we just got a glimpse there. That glimpse included Lindy's "Spirit of St. Louis," and the models of the wives of our heroes. "The Leaders' Message" tells of our trip to Greenbelt, Md., Thursday morning. Really, we enjoyed that more than anything else. On Thursday afternoon we drove around Hains Point to see the Japanese Cherry trees which were still in bloom. We could have stayed there all day, drinking in the beauties of the Cherry Trees and also the beauty of the Potomac.

Enjoy Every Minute
Washington is gorgeous at night—the lighted dome of the Capitol, the Washington Monument outlined in the Lincoln Memorial Reflection Pool, and the lighted domes of the Potomac, casting glimmering rays on the water. Speaking of Washington at night, we attended two very enjoyable evening entertainments. Wednesday evening we went to the National Theatre to see Shakespeare's "Hamlet," given on the stage. It was four hours long, but it was so absorbing, we forgot all about time.

Thursday evening we attended the National Folk Festival. The Festival was a portrayal of American folklore in song, dance, and story. There were dances by the Kiowa, Zuni, and Apache Indians in native dance costumes. Folk dances and singing games of Tennessee and Colorado, Negro songs and dances, French Minuets and Scotch Bagpipers. Some of the singing games and folk dances were familiar to us, having danced them in the 85th year class camp. Leaving the city Friday morning we stopped at Mount Vernon, the Shrine of George and Martha Washington. We could but think of George Washington sacrificing the joy of life in a home so beautiful and comfortable to take command of the Revolutionary Army.

After leaving Mount Vernon, we were really on our way in a South Dakota car. Dorothy Peterson, Junior Leader of S. D., Dorothy Peterson, youth delegate, and Merland Moseeson, conference visitor, both of S. D., Frances Link, North Dakota, and the Kansas making up the rest of the car. Driving steadily Friday afternoon and Saturday we absorbed as much of the beauty along the way as possible, and by Saturday night we were ambitious enough to drive on through the night to St. Louis Sunday morning. However we did not get to Kansas City until Sunday evening, a stop at the Lake of the Ozarks being the reason. The inner room at the hotel was very interested in the Bagnell Dam which has made that beautiful lake possible.

At Kansas City our ways parted and with just one lap of the journey left, we felt that we were at the end of a perfect trip.

Farm Youth Speak
Note: The following comments on the Farm Youth Conference were written while we were in Washington by Mrs. Mary Jo Uphoff, Junior Leader of North Dakota. We thought you would, as we did, enjoy the comments of another delegate.

Washington, D. C.—All day we have been sitting in a crowded conference room at the north end of the Hotel Raleigh in Washington, high above the rumble of city traffic. The weather is warm, the atmosphere humid, and the out-of-towners from the west and east are gathered in a circle of white-covered tables sit 30 young men and women all under 25 years of age, alert, clean-cut. The best farm organizations have to offer. Center front, a large, round, charming man is keeping the discussion on the topic—"What are the problems of rural youth?" The elders around the room, outside the "magic circle," are eagerly listening for every word that is said. And the speaker, it is very hard for them to sit by and say nothing.

Are Not Enough Farmers
A pretty dark-haired Iowa girl says she thinks youth's biggest problem is not being able to farm—there aren't enough farms. A tall, thin, earnest young man from Ohio replies that he thinks parents could help if they would. They usually pocket all the farm income even though all the family work for that income. Boys, he thought, should go into partnership with their fathers.

A merry-faced boy from Iowa thinks that most boys won't support two families. What's more, the corporations and land companies are getting rich on ownership of much of the land.

The boy from Montana had been sitting on the edge of his chair for some minutes and broke in with a question. "What are the problems of rural youth?" he asked. "Machines now do the work of a number of men, even on the farms. Will it help matters any to have machines?"

There isn't over-production of anything, insisted the Ohio boy, it is maldistribution.

If we have a surplus of farm products, the boy from Montana said, it is because of the surplus of farm products. The boy from New Hampshire, we force rural young people into the cities, when farm products can be thus used?

Hard Work and Long Hours
The pretty blond, pink-cheeked little girl from South Dakota spoke up earnestly: "I don't know if this is correct, but I read somewhere that about 70 per cent of our farm young people cannot get into the farming, because they are not needed in that industry."

The North Dakota Farmers Union boy spoke up with conviction: "I've lived on a farm all my life. There are eight of us children and we worked hard for long hours—sixteen to eighteen hours a day. We are losing our farm and we've done all we could. I think this problem is a reflection of the whole economic status of farmers. If the problems our parents face could be solved, ours in a large measure would be corrected too."

At Your Service

Farmers Union Cooperative
Educational Service
Gladys Talbot Edwards

"Education—A debt due from the present for future generations."

Rural and Urban Women's Conference
Called by Secretary Wallace to discuss action in America and what can be done about them; this group of fifty women sat down around the discussion tables and talked to real advantage. Twenty-five rural homemakers and twenty-five city homemakers, with their discussion leaders formed the group. Specialists from the Department of Agriculture sat in the outside circle ready to be called upon for substantiating facts and figures.

The discussions were opened by A. Drummond Jones of Washington, D. C. who is one of the nation's outstanding leaders in the field of rural education. The questions posed in the morning's discussion were: "Do we have abundant living in America?" There was general agreement that we do not. "What are the proofs that we do not?" Examples of a third of a nation, ill-clothed, ill-housed and ill-fed, were forthcoming from all groups. "Could we have abundance here?" Dr. Ezekiel, economic advisor to the Federal Reserve Board, answered this. Dr. Ezekiel stated that if America produced for use instead of profit, the incomes of the groups who are in the 85th year class could be raised to \$2,500 per year, without touching a cent of the incomes above \$2,500.

The next question was, "Why do we not have abundance here?" There was a general agreement upon the answer that the trouble lies in distribution rather than in production. The next session was spent in a discussion of food, clothing, shelter, education, and recreation. The lack of food, clothing, shelter, education, and recreation, the lack of adequate food, clothing and shelter is due to carelessness, selfishness and general lack of education rather than inadequate buying power. It was noticeable that the women representing organized agriculture and organized labor were in agreement upon low buying power being the real cause. The food educator, Wallace visited this session after which the group were received at the White House by Mrs. Roosevelt.

The third session led by Mrs. Alton Hubbard Bishop, New York City, took up the question of "What can we do about this maldistribution of abundance?" This was a hot session. Out of it we remember especially the address of an urban woman from the south:

"Let us never forget that liberty is more precious than food"—and the quick answer, "Liberty is more precious than food to persons with full stomachs, but there are 22,000,000 people in this country who have no food to eat. Food is rapidly becoming more important than liberty."

The final session was in charge of Mrs. Raymond B. Sayre of Iowa and dealt with the question of what the government now doing to aid in making life more abundant for both urban and rural families. Here was brought out the value of soil conservation, of crop insurance, pest control, of crop insurance, pest control, of plant and animal disease, flood control, development of new food and fiber plants and studies of consumer values.

The Conference ended with a better understanding of conditions on both the rural and urban side. Mrs. Edward Bevan of Helena, Arkansas presided during the meeting.

Rural Youth Problems Conference
From all parts of the United States came the delegates to this Conference. It was a youth conference even though adult delegates were present, for few of the adults took active part in the discussions. The young people, who sat in the inner circle, who contributed their time in its making. We do appreciate the support our local groups give us.

After the program and drawing of numbers, Mr. Vernon Lundquist auctioned off the pies. We appreciate very much Mr. Lundquist's doing this for our free of charge. After necessary expenses were taken care of, we found we were richer by \$18.00 for our camp fund. This fund is steadily growing and we hope that by camp time we will have enough in our treasury to take our whole group to camp.

Betty Peterson, Reporter.

ence of Children in Democracy, which was held in the White House on April 26. President Roosevelt opened the conference with a keynote speech which set the aim very high. Mrs. Roosevelt spoke about the same line (quoting some of the things she had heard at the Rural Youth Conference the day before.) Homer Folks, member of the first conference in 1910 and Chairman of the Report Committee now said, "If we knew where in the United States now lives the child who will be President in 1980, we should surround him with everything possible in the way of proper food, clothing, shelter, education and all other necessities to make of him the right kind of man to be President. We don't know where he is, so we must make it our business to give those advances to all children."

Members of the Conference representing the Farmers Union are Mrs. Edwards, National Junior Leader, Mrs. Mildred Stoltz, Montana Junior Leader, and James G. Patton, Colorado State President and National Board Member.

In Crawford County
The Girard Farmers Union Juniors held their regular meeting with the Local at Warner's Hall, April 5. Roll call was answered by giving an educational phrase.

Mrs. Bollwinkel presented a very interesting lesson. The Juniors voted not to hold their second meeting this month because several were working on a play.

The next meeting will be May 3 at the Farmers Union Hall, Crawford County, Thelma Hanshaw, Reporter Pro Tem.

The Brazil Farmers Union Juniors had a very good meeting April 10 for a series of educational meetings. Mrs. Bruenjes giving assistance, we will be hearing of some very interesting meetings. Plans were made to have a party at the public school house in Brazil May 10. All the young people in the vicinity of Brazil are invited.

The Farmers Union State President, John Fengel was in Crawford County for a series of educational meetings. The meetings were scheduled: Walnut, May 2; Girard, May 3; Brazil, May 4.

"Percy Cuts Loose" a 3-act comedy was presented by the Girard Farmers Union Juniors, Farmers Union Hall, Girard, May 1; Walnut High School, May 5; 8:00 p. m. The Cast: Mrs. Wilbur Gordon—Mrs. Krog; Mr. Gordon—Francis Billard; Percy Gordon—Bob Harr; Bob Whitford—Raymond Krog; Anna—Thelma Hanshaw; Mona—Olivia Hanshaw; Ben Bolt—Marvin Brees; James—Charles Martens.

Elsie Clausen, Co. Jr. Leader.

In McPherson County

A decisive step forward was made by the Junior group and its camp program when on the evening of April 20 we enjoyed a community pie social and program. Mr. Donald Wade from McPherson entertained the crowd with several impersonations. These were cleverly given and enjoyed by everyone. An outstanding event of the evening was drawing the winning number on the beautiful gold and blue quilt that the ladies of our local made and gave us. We want to thank every one that contributed their time in its making. We do appreciate the support our local groups give us.

After the program and drawing of numbers, Mr. Vernon Lundquist auctioned off the pies. We appreciate very much Mr. Lundquist's doing this for our free of charge. After necessary expenses were taken care of, we found we were richer by \$18.00 for our camp fund. This fund is steadily growing and we hope that by camp time we will have enough in our treasury to take our whole group to camp.

Betty Peterson, Reporter.

PRECEPTS TO FOLLOW
Those who cultivate calmness and self-possession will live longer and enjoy life better. Hence, someone has collated a number of precepts to practice, as follows:

Learn to like what doesn't cost much.
Learn to like reading, conversation, music.
Learn to like plain food, plain service, plain clothing.
Learn to like fields, trees, woods, brooks, fishing, rowing, etc.
Learn to like life for its own sake.
Learn to like people, even though some of them may be as different from you as a Chinese.
Learn to like to work and enjoy the satisfaction of doing your job as well as it can be done.
Learn to like the song of the birds, the companionship of dogs, and laughter and games of children.
Learn to like gardening, carpentering, putting around the house, the lawn, and the automobile.
Learn to like the sunrise and sunset, the beating of rain on the roof, the rustling of the gentle fall of snow on a winter day.
Learn to keep your wants simple. Refuse to be owned and anchored by things and the opinions of others.

Local Supplies

Below is a Price List of Local Supplies, printed for the convenience of all Local and County Secretaries in the Kansas Farmers Union.

Cash Must Accompany Order
This is necessary to save expense in postage and mailing.
Application Cards, 20 for .50
Constitution50
Credentialed Blanks, 10 for .50
Federation of Farm Boys 50c
Local Sec. Receipt Book .25c
Farmers Union Watch Fob .50c
Farmers Union Button .25c
F. U. Song Leaflets, dozen .10c
Farmers Union Song Books 50c
Business Manual50c
Delinquency Notices (100) .25c
Secretary's Minute Book .50c
Book of Poems, (Kinney) .25c
Above, lots of 10 or more 50c
Above, lots of 100, each .15c
Militant Voice of Agriculture (John Simpson) each .75c

WRITE TO
Kansas Farmers Union
Box 296 Salina, Kansas

Need Organize for Mutual Protection

The estimated farm mortgage debt totals seven billion eighty-two millions, according to a report recently issued by the F. C. C. This load carried by the weary shoulders of about one-third of the farmers in the United States. It means that one-third of the farmers have "eaten up" that much of their capital; been forced to do this in order to exist and to keep on producing food for the rest of the nation.

Every so often, there comes to my desk releases from the farm credit administration. Toward the end of last year, one release after another, boasted about the manner in which the number of mortgages had been reduced. How? Other releases told of the demand for farm lands which the organization had to sell, and while not so worded, one release also related how many young farmers were buying these lands and "going on their own."

How did the Farm Credit Administration happen to be able to report numbers of farm mortgages reduced during the year of 30 cent wheat, and how did the agency happen to have all these lands to sell to hapless adventurers? FORECLOSURES! That's the answer to both.

Are Forced Foreclosures
The story back of most of these numbers of mortgage reductions is one of blasted hopes; bodies broken by hopeless toil and spirits dulled by despair. And in a few short years, most of these one-third of the farmers of the United States still struggling against impossible odds to pay the interest on the farm mortgage debt, will reach the end and join the army of those who have already beaten in the struggle.

Now there must be sound reasons why one-third of the farms of the country are mortgaged and why the mortgage total would show a constant increase if it were not for the fact that constant liquidation by foreclosure is taking place; why tenancy is increasing in practically direct ratio to foreclosure by the Shylocks. No individual puts in longer hours at hard work than the farmer in his effort to make both ends meet. No class in this country tries harder to meet its obligations. He is rooted in the community in which he lives. His entire stake is there. Unlike the transient laborer, his entire life and that of his family is woven about his job; the job of feeding himself, his family and producing food for the nation. He doesn't spend money on theaters and entertainments.

It can't be because he produces something for which there is little demand. The millions actually wanting more of the products of his efforts deny all arguments of that kind. Why is it then, that the section of American industry managed by him is failing?

Is it not simply because he does not receive a fair return for the products of his labor? It must be. And there must be a reason for that.

Is Chiseling On Farmer

If he doesn't get a fair return for the products of his labor, then someone is chiseling on him. He is producing commodities essential to life—producing real wealth, but someone is robbing him of enough of that wealth so that he cannot meet the expenses of production. There is what is known in business parlance as "leak" that has to be stopped. And

there must be a reason for that.

One reason for the present farm problem, in the opinion of A. F. Turner, Kansas State college extension agent, is that cities are selling power to instead of buying power from farmers.

In years past farmers sold millions of dollars worth of horses and mules to cities for use in trucking and driving and then sold the cities feed for the animals. Now, Turner, said farmers are buying tractors,

trucks and automobiles and also the fuel with which to operate them. They sell little in the way of horses or feed to the cities.

"In 1915 it required 96,000,000 acres of farm crops to feed the horses and mules in the United States. In 1938, only 54,000,000 acres were required. Similarly, pasture requirements dropped from 80,000,000 to 55,000,000 acres."

Bill: "Your girl is somewhat spoiled, isn't she?"
Jim: "No, it's just the perfume she uses."

Price List of Vaccines and Serums

CATTLE

Abortin Vaccine—For lasting or long time protection	53c
Money back guarantee, per dose	53c
Blackleg Bacterin, Life protection in 100 dose lots, per dose	75c
Bovine Mixed Bacterin, For prevention and treatment of shipping fever, Hemorrhagic, 100 dose lots, per dose	75c
Pinkeye Bacterin, For prevention and treatment,	75c
100 dose lots, per dose	75c
Mastitis Bacterin (gargol), 10 doses	1.00
Calf Scour Bacterin, 10 doses	1.00
Branding Fluid—1 lb can, (for approximately 100 head), used with cold iron	1.00
Branding Iron, 3 inch bronze letter	1.00
Special brands \$3.00 each	
De-Horning paste—preventing growth of horns on calves and goats. For 50 head	1.00
Wound Paint—Used after dehorning or castration and on screw worms. Per gallon	3.00
Syringes (Heavy Duty) Last a lifetime, 40 cc. 2 cc. 5 cc. 10 cc. 20 cc. 30 cc. 40 cc. 50 cc. 60 cc. 70 cc. 80 cc. 90 cc. 100 cc. 110 cc. 120 cc. 130 cc. 140 cc. 150 cc. 160 cc. 170 cc. 180 cc. 190 cc. 200 cc. 210 cc. 220 cc. 230 cc. 240 cc. 250 cc. 260 cc. 270 cc. 280 cc. 290 cc. 300 cc. 310 cc. 320 cc. 330 cc. 340 cc. 350 cc. 360 cc. 370 cc. 380 cc. 390 cc. 400 cc. 410 cc. 420 cc. 430 cc. 440 cc. 450 cc. 460 cc. 470 cc. 480 cc. 490 cc. 500 cc. 510 cc. 520 cc. 530 cc. 540 cc. 550 cc. 560 cc. 570 cc. 580 cc. 590 cc. 600 cc. 610 cc. 620 cc. 630 cc. 640 cc. 650 cc. 660 cc. 670 cc. 680 cc. 690 cc. 700 cc. 710 cc. 720 cc. 730 cc. 740 cc. 750 cc. 760 cc. 770 cc. 780 cc. 790 cc. 800 cc. 810 cc. 820 cc. 830 cc. 840 cc. 850 cc. 860 cc. 870 cc. 880 cc. 890 cc. 900 cc. 910 cc. 920 cc. 930 cc. 940 cc. 950 cc. 960 cc. 970 cc. 980 cc. 990 cc. 1000 cc.	50

HOGS

Hog Serum—Cholera—100 cc	.75
Virus, 100ccs	.75
Swine Mixed Bacterin—"Flu," swine plague, hemorrhagic Septicemia, Para-typoid, etc., per dose	.08
Hog Worm Capsules—Guaranteed to rid hogs of worms, per box of 50 with instruments	3.50
Cresol Dip Disinfectant, per gallon	1.00

HORSES

Sleeping Sickness Vaccine. One treatment package (2 10-cc doses)	2.25
Five treatment package (10 doses)	10.00
Equine Influenza Bacterin—distemper, influenza, shipping fever, 10 doses	1.25
Equine Polyvalent Bacterin—for abscessed infections, fistulous withers, etc. 10 doses	1.25
Colic Capsule for horses—Indicated in colic and gastric indigestion. 3 in box	1.00
Purgative Capsules for horses. Rapid. Dependable. 3 in box.	1.00
Dalling Gun, Brass, heavy nickled. For giving apules to horses and cattle. Only	2.00

POULTRY

"Big Pay" mineral. For all livestock and poultry 100 pound bag. (5 bags \$20.00)	4.25
Poultry Antiseptic Tablets. 100 tablets makes 100 gallons drinking water, box	1.00
Respirators. Used in lung type poultry diseases, 100 tablets to box	1.50
Poultry Worm Tablets, adult size, per dose	14c

We Sell Results—At Reasonable Prices—That's What You Want. Direct Orders, with remittance, to

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SALINA, KANSAS
Box 296 Phone 974

Need Gear Work of Cooperatives Up to Efficiency

Research Economist Advises the Expansion of Operations for Competitive Advantages

"Unless farmers' cooperatives have the same competitive advantage in their operations as the private agencies, the success of the cooperatives will be uncertain," advised W. W. Fetrow, associate chief of the Cooperative Research and Service division of the Farm Credit Administration at the Kansas Cooperative Conference in Manhattan, April 14.

"Associations performing only isolated services in the whole marketing process are at disadvantage in competing with private agencies that have integrated a number of these services."

"Records show that there are 439 cooperative marketing and cooperative purchasing associations in Kansas. Strictly speaking, however, there is not really a very complete line of cooperative services offered in this state. Only a limited number of farmers' cooperatives perform a complete marketing service between producers and consumers and purchasing associations' services are likewise limited."

"Generally it may be said that farmers, in marketing their products or purchasing their supplies through their own cooperative associations, should take over as many of the necessary marketing facilities and functions as efficiently as possible."

"Kansas is the leading wheat-growing state of the nation. This state produces some 15 to 20 per cent of the total United States crop and 35 to 45 per cent of the total crop of hard red winter wheat."

Study Grain Markets

"Where are the markets for Kansas wheat? What kind of marketing machinery is needed to efficiently reach those markets? Taking an average crop of 150 million bushels of wheat, what disposition is made of it? About 25 or 30 million bushels will stay on the farms for seed and feed; 65 million bushels, or about one-half of the crop that moves into the channels of trade, will be ground into flour by mills. The remainder of the crop will be shipped to markets outside the state; probably to the East and Southeast and to Gulf ports for export."

"We would probably all agree that farmers' cooperative grain marketing associations should not attempt, for some time at least, to carry their services in marketing grain beyond sales to flour mills. In this connection, some figures of the marketing of flour mills in Kansas and the United States might be of interest. The 1937 Census of Manufacturers shows that there were 96 establishments in Kansas making flour, and other grain products. A report of the Federal Trade Commission in 1937 in the 75th Congress contains this statement:

"In their fiscal years 1934-35, coinciding closely with the crop year, the 13 principal flour milling companies reporting to the Commission purchased a quantity of wheat which equalled 44 per cent of the total crop and 65 per cent of the commercial crop of 1934. Purchases of the three largest reported companies represented in the same crop year 26 per cent of the total and 38 per cent of the commercial crop of 1934."

"The foregoing indicates that Kansas cooperative grain-marketing associations must gear their operations to reach State, National, and International markets insofar as they can efficiently do so. The fact that local cooperative grain marketing associations in Kansas have combined to set up regional sales agencies shows a sound method of attack on grain-marketing problems."

Real Regional Development

"Kansas has made progress in the support given a regional cooperative associations in both grain and farm supply business. Three years ago local cooperative grain marketing associations in Kansas should go in expanding their present marketing functions."

"Are farmers' elevator associations doing everything they can to gear their operations to rapidly changing transportation conditions? Are they fighting progress in this field, or are they really thinking in terms of the best interests of farmer-owners?"

"Good roads and trucks have made it difficult for some of the elevators to retain adequate volume, especially those not too well located. One can understand, if not pardon, a private dealer whose business is directly affected by trucks when he fights to retain volume by supporting various uneconomic measures aimed at driving trucks from the highways. His is the profit motive, and trucks hurt his business and its earnings to the bone. What about cooperative elevator? Its objective is to provide service to the farmer at actual cost. It is the farmers' own agency—a tool for him to use for his own best interests."

Toward Better Management

"Another aspect of improved transportation which must be faced is that it may eliminate the need for part of our elevator facilities and some of them may be cooperative. That brings up the matter of consolidation. There may be some cases where consolidation of several existing cooperatives may be to the farmers' best interest. There are things to be said in its favor—consolidation of volume, opportunity to employ greater managerial ability, and elimination of unnecessary facilities. If such a situation arises, can local groups join together and act for the best interests of the larger group as well as their own?"

"Some problems of cooperatives can be dealt with successfully by the management of each individual association. Others can be solved only by united effort among associations. Many limiting conditions, however, are beyond the reach of management regardless of how efficient it may be. In such cases all the manager can do is to gear his operations to existing conditions as best he can."

"Agricultural cooperatives are circumscribed by numerous conditions which restrict their performance. These conditions vary from associa-

WPA Shelterbelt

The Works Progress Administration of Kansas and the United States Forest Service cooperatively are operating the Prairie States Shelter Belt project in 25 Kansas counties. Relief workers are planting hundreds of thousands of trees across the path of the prevailing southwest winds to retard and prevent the destructive effects of wind erosion in Kansas. Testings of early planting now stand as surprisingly good evidence of success in growing trees in the central and west central portions of the State. It is reported in the Reno and Stafford County sections, the Shelter Belts there are to be found trees 25 feet high. These were planted in 1935.

Varieties of trees, adapted to areas of scant rainfall such as cottonwood, Chinese elm, Russian olive, seedling apricot, choke cherry, hackberry, red cedar, Ponderosa Pine, Osage orange, tamarix, Burr oak, black locust, honey locust and catalpa, are used in the plantings.

The belts are from 8 to 12 rows wide with rows from 8 to 12 feet apart. Taller varieties of trees are planted in the center and low growth, shrubby trees on the sides. This method prevents the penetration of the wind into the belt to an appreciable extent and allows leaves and other natural mulch to protect roots and conserve moisture.

Maintain Own Nurseries

The Forest Service maintains its own nurseries in which the trees are grown from seeds gathered by project workers. The present supply of Ponderosa pine is being brought from Colorado.

The trees are set in the Shelter

belt by hand. Each workman averages 552 trees per day of 8 hours. This is indicative of the efficiency of the project operation. In the nurseries where the tiny seedlings are set in rows, each two men, using two setting boards, set 5500 trees per day. One nursery of 40 acres is located about 8 miles southwest of Hays.

In Reno County alone 200 miles of Shelter Belt will have been planted at the end of this season.

Operate in 25 Counties

The project is being carried in the following counties: Barber, Barton, Clark, Comanche, Dickinson, Edwards, Ford, Gray, Harper, Harvey, Kingman, Kiowa, Meade, Mitchell, Pawnee, Pratt, Reno, Rice, Riley, Rooks, Russell, Sedgewick, Stafford and Sumner and employs at this time nearly 1,000 men.

The fact that the Shelter Belts actually function against wind erosion may be determined by observing crop conditions adjacent to the belts in Stafford County, where the young belts have protected wheat fields to a noticeable degree. Close by the belts, good wheat may be seen. Farther away, where the wind dips down and the ground velocity is undisturbed, the wheat is blown out. It is felt by persons in charge that wind erosion can be reduced to a negligible minimum by the possibility of future work being extended eastward in the form of protection against water erosion is expected to be given careful consideration in connection with future Soil Conservation work which it is anticipated will be done generally in a few years.

NAT'L PRESIDENT VESECKY OUTLINES F. U. LEGISLATION

(Continued from page one)

All of these Income Certificate Bills are so framed as to encourage farm ownership and family operation of farms and to discourage the corporation and large scale farming.

The Dairy Bill is not yet introduced, and is built upon somewhat different principles because the committee headed by Kenneth Hones, president of the Wisconsin Farmer-Labor Union, claims that the Certificate plan would not work in the case of dairying.

I am much encouraged at the prospects of passing legislation based on the Income Certificate plan, and I believe such legislation will really be of great service to our farmers.

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I personally, and all the members of the National Board are being criticized for coming out openly in opposition to S-570, the Kennedy-Vard Cost of Production Bill. Our members will please remember that I have, at all times, emphatically stated that any farm legislation, to be really of service to the farmers, must protect the interests of the family sized farm, must protect our cooperatives, and must be democratic in principle and in operation. None of those basic fundamentals are taken care of in S-570.

The purpose of the Bill, that is getting the farmers out of production for the products is admirable, but the method of approach is, according to the best opinions of members of the National Board and myself, not such as would either get the farmers real cost of production or tend towards democracy in operation.

World Welcome Suggestion

I hope our Farmers Union members in Kansas will get copies of the wheat bill S-2385, and the other bills sponsored by the National Farmers Union as they are introduced, and study them carefully, and then give me their reactions to the bill as a whole, and their suggestions for betterment, if they think of any. Your officers are not like the farmers of S-570 who publicly stated that they do not want and will not permit any suggestions or amendments to their bill. We are anxious to get a real workable benefit out of farm legislation, and we welcome the help of all real friends of agriculture. We will be very glad to consider the honest suggestions of any of our farm folks, which are given in good faith to help make our legislative program more serviceable and effective.

We must remember that there are certain fundamentals which we must have in any bill if it is to do the job which we expect it to do. First, it must protect the family farm home. Second, it must not work a hardship on our cooperatives and hinder their continued growth and expansion. Third, it must be built as to fit into our democratic ways of administration and Government, so as to build up, rather than tear down our time honored, liberal institutions. And the most important, it must be so built as to do things efficiently and well and to be able to get sufficient support in Congress to pass it.

It is of no value to frame up a bill that has a fancy sound, but that it might be impossible to get passed through Congress. We must be realistic and work with conditions and facts as they are, not as we would like to have them. So, be sure to get copies of the bills as soon as they are introduced, read them over carefully and write to me what you think should be changed or strengthened.

Our legislative program for this year is such that it merits the hearty support of every honest farmer in Kansas. Our Cooperative program has built up some of the best cooperative institutions in this state. Our Junior program is building up a young youth movement in Kansas that will be the pride and bulwark of this nation. All of these are so worth while that every farmer in the state should make it his duty to not only join the Farmers Union himself, but to also get his neighbors to join.

You Farmers Union members who have not yet paid your dues for 1939, if you love your family, if you love your country, if you even love your God, you will do your duty towards your family, country and God by joining the Farmers Union—an or-

WPA Shelterbelt

Belt by hand. Each workman averages 552 trees per day of 8 hours. This is indicative of the efficiency of the project operation. In the nurseries where the tiny seedlings are set in rows, each two men, using two setting boards, set 5500 trees per day. One nursery of 40 acres is located about 8 miles southwest of Hays.

In Reno County alone 200 miles of Shelter Belt will have been planted at the end of this season.

Operate in 25 Counties

The project is being carried in the following counties: Barber, Barton, Clark, Comanche, Dickinson, Edwards, Ford, Gray, Harper, Harvey, Kingman, Kiowa, Meade, Mitchell, Pawnee, Pratt, Reno, Rice, Riley, Rooks, Russell, Sedgewick, Stafford and Sumner and employs at this time nearly 1,000 men.

The fact that the Shelter Belts actually function against wind erosion may be determined by observing crop conditions adjacent to the belts in Stafford County, where the young belts have protected wheat fields to a noticeable degree. Close by the belts, good wheat may be seen. Farther away, where the wind dips down and the ground velocity is undisturbed, the wheat is blown out. It is felt by persons in charge that wind erosion can be reduced to a negligible minimum by the possibility of future work being extended eastward in the form of protection against water erosion is expected to be given careful consideration in connection with future Soil Conservation work which it is anticipated will be done generally in a few years.

Maintain Own Nurseries

The Forest Service maintains its own nurseries in which the trees are grown from seeds gathered by project workers. The present supply of Ponderosa pine is being brought from Colorado.

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NAT'L PRESIDENT VESECKY OUTLINES F. U. LEGISLATION

(Continued from page one)

All of these Income Certificate Bills are so framed as to encourage farm ownership and family operation of farms and to discourage the corporation and large scale farming.

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machines such as small gas engines, cream separators, large grain threshers, and 2-bottom tractor-drawn plows. Prices of hay loaders, 1-row riding cultivators, side delivery rakes, and 7-foot disk harrows are more than twice as high as they were 25 years ago.

The report is one of a series on prices paid by farmers for commodities and services, and is a part of a larger study on income parity for agriculture.

The Bureau said that prices paid by farmers for farm machinery and motor vehicles declined during the depression but remained above the pre-war average. They advanced from 1933 to 1938 when the average of 158 per cent of pre-war for machinery and motor vehicles, "was the highest on record with the exception of the immediate post-war period 1919-21."

The new index number of prices paid by farmers for farm machinery and for motor vehicles have been constructed by the Bureau "to improve the measures of changes in prices for farm machinery and motor vehicles in measuring parity price and income relationships. The collection of data for revising the series was begun in 1936 as a part of a comprehensive study of income from agriculture."

The index of prices of farm machinery includes 29 items in the base period and for subsequent years until 1923, when the combine was added. This made a total of 30 items in the 1923 date. Highest prices in the last 30 years were in 1920 when the average was 65 per cent above pre-war. Lowest prices since 1920 were in 1933, averaging about 38 per cent above pre-war.

Discussing motor vehicles, the Bureau said that prices of automobiles and tractors declined sharply from 1910 to 1917, but since 1917 they have followed much the same general trend as prices of machinery and other commodities that farmers buy. The combined prices of motor vehicles used in production advanced from 1917 to 1920, then declined in the early 1920s and have since the early 1930s. Prices advanced from the low point of 1933 to somewhat above the 1917 level in 1938.

Bureau officials commented on the relationship of prices of farm machinery and motor vehicles to the prices received for farm products. They said that whereas 1938 prices of farm machinery other than motor vehicles were 58 per cent above pre-war, the index of prices received by farmers for farm products averaged 5 per cent below pre-war.

TEXAS MANAGERS MEET

Elevator Men Organize and Will Work Out Problems Together

"Co-operative Elevator Managers Club," an organization set up by the elevator men of the state, which will help work out common problems, was formed at a meeting in Amarillo, April 10. The club elected Marion Benton, Dimmitt, president; Emmett Gee of Poncha, vice-president; Guy Bennett of Friona, secretary-treasurer.

Roy B. Davis, Houston bank secretary and former manager of Plains Co-operative, said that he believed in managers being actively involved in federated co-operative affairs, said that managers work for the board of directors and the producers and can be discouraged or told what to do at any time and therefore they should organize of their place by organizing a club. "But coming right down to it, the manager is a mighty important man in any co-op," he said.

"The federation is just a continuation of what the locals are doing. All are organized to help the producer and the closer you are to the co-op, the more you know of the whys and wherefores of the co-op, the more you are on it and the more confidence you have in it. Nothing will replace confidence and it is important in keeping down trouble. I am sure that that local manager can make a lot of difference in the co-op. He is the one that can pay the highest penny at all times—and so we need confidence to make us stick and be loyal."

"If a co-op has to depend on being able to pay the highest half cent at the time of trouble, you must deliver to it because you have confidence that at the end of the year any profits will be there for you. In my mind there is no question but that local managers can make a lot of difference in the co-op. You want the central grain co-op to sell your grain at the highest price possible on the average at the time and that is its job. You have your job in the local. Every time your co-op makes a dollar,

it is a dollar made for the producer. "When two or more co-ops organize together it is with the expectation that they will benefit. But they will profit according to the individual jobs they do. The more wheat one gets, the better it is for all. Anything we do to help our neighbor co-op helps us. One elevator could not maintain terminal facilities. All together, you can. But—as you expect to profit by the good things of working together, you also stand to lose by the bad things. If the elevator makes a bad showing, it hurts your collective profits. So it is your job to watch and speak out if the other fellow is weak in any point. If the Central takes a loss, it is your money. But your common problems on the table.—The Producer-Consumer."

THE PRESIDENT'S MESSAGE

(continued from page 1)

fulfilled his mission by producing the necessities of life in their abundance, even to what is considered in many circles to be a surplus that would forever work harm in the market place while at the same time we have 13 million unemployed and 39 millions of people under nourishment and poorly clad and the average farmer on the highway to bankruptcy.

The problem of the farmer certainly can not be one of production, so it must be a question of his receiving his share of the national income, which in the final analysis means a fair price for what he produces upon his farm and receive his proportionate share of the national income, since the farm and the mines are the only source of new wealth available for the support of national structures, including all industries that can not be supported from other source than the production of new wealth from the farm and mine, is it not time that we should plan and work out ways and means whereby we may effect this economic balance between agriculture and the average of all other industries? If it is ever accomplished we will have to do the job ourselves and we are capable of doing the job if we will only apply ourselves to the task, meeting and matching organization with organization on the part of our marketing and processing and distributing groups and also by planning and building our co-operative program step by step until we can and do control the products of our farm from the time it leaves our farm until it returns in the form of the finished products.

Need Join Hands

The margins between the crops we sell and the prices we pay for what we must have is entirely too wide and our only salvation as producers is in the marketing, processing and distributing of the products of our farms and participating in the profits for services rendered on the farm. The spread between the prices received and the prices paid for the finished products.

An individual can plan to meet his individual problems. It takes collectively and an organized plan to solve the problems of our farmers with the development of our cooperative facilities extended into every line of business endeavor to do the job.

The planning for the future must be from the farmer onward and upward, instead of from the top down, which in other words means that our local marketing units must be surrounded by a well organized and informed Farmers Union membership, forming the base of the structure and directing their officers and plans to the extent their local unit fits into the chain that will finally serve his industries collective needs.

Again let me say our needs are Organization—Membership—Marketing Facilities—Co-ordinated planning, beginning with the farmer himself and if we will take what we have and develop what we have and build upon them after this fashion our farmers will all join hands with us and the adversities of the past and present overcome and right and justice can and will prevail.

MANAGERS ENJOY FINE DISCUSSIONS AT SPRING MEET

(continued from page 3)

Round table discussion was next in order. Mr. Nash, the leader of the first hour, spoke of giving merchandise information to patrons, thereby dissolving patron complaints. He illustrated his point relating of the sale of chick feed, and the diagnosis of chicken diseases for the service of feed buyers.

The subject of membership restrictions to Farmers Union members brought a rapid-fire discussion. Mr. Thowe, Alma, commented that his co-operative had lifted this requirement because of the demand by a bank for Cooperatives before giving a loan. The bank's demands, he went on, included that the membership be "producers" but throughout the production organization, "Farmers Union" limitations.

Mr. Stephens was quick to stand for Mr. Nash. He said that the Bank for Cooperatives and the entire Farm Credit administration favored the farm organizations, but that a loan could not be given an association using a check-off system for that would be against equality of treatment to all farmers.

John Vesceky, National Farmers Union president disagreed. He said that the business associations of the Illinois Farm Bureau followed the check-off practice, and that Farmers Union cooperatives could do similarly with a more just administration from the cooperative bank officials.

Mr. Stephens pointed out that railings were not made at Wichita, but came from the Farm Credit administration in Washington D. C.

Define a "Producer"

Mr. Moyer, Alta Vista, asked for a definition of a producer. It was given as anyone who had "any part of his income from farm operations." John Schultz, Beloit, pointed out that this definition differed from wording in the federal revenue act, Harold Westgate, Manhattan, asked about the size of producer operations for taxation in this definition, and was advised it would include quite a small producer if offered for commercial sale, even to the truck grower or smaller egg producer.

Wheat improvement came in for discussion. Mr. Witham, a member of the Wheat Improvement Association, was called upon for latest news of

this association's activity. Dr. John Parker is giving full time to this work, Mr. Witham reported, and meetings of this association will soon be in season. He emphasized the importance of raising wheat that met the demands of millers, and advised that the Jobbing Association would handle seed wheat this fall in quantity and quality to meet demand.

Dave Train relieved Mr. Nash as chairman of the discussion, and in his introductory remarks spoke of the difference in the position of a marketing cooperative in the United States and in Denmark. In Denmark, terminal old-line houses refused business from cooperatives and in the United States their business is solicited. This difference made necessary a continued program of cooperative education in the United States where loyalty was not enforced by a lack of competition.

Equipment for grain loading of train cars and general elevator equipment proved of interest.

Gives Four Point Talk

Operations of itinerant truckers were given little encouragement, it being brought out that a trucker buying grain from a local elevator might later ignore the elevator and go direct to the farmer. The strength of a cooperative marketing system would likely soon be broken.

Charlie Reid, salesman in the merchandise department of the Farmers Union Jobbing Association, made a four-point talk. First, he made an appeal for Managerial dues, being chairman of the dues committee.

Second, he urged the managers give trial to going out in the country one day each week after members, patrons and an increased volume of business. He gave his opinion that business could be increased 1 per cent a year with such a plan of personal contact work.

Third, he told of the advertising services the Jobbing Association offered in the way of doing mimeograph work for local associations, and handling the mailing too.

Fourth, he urged the managers to secure their merchandise needs through their Jobbing Association. An exclusive contract is held by the Jobbing Association on Belgian twine, he reported. He spoke with enthusiasm of the oil and grease with the KFU lithographed labels.

PLAN BIG CELEBRATION Ellsworth County Farmers Union Makes Plans for May 24th

Five hundred pounds of boneless meat, 60 gallons of beans, and various other supplies have been purchased by the committee in charge of the big Ellsworth County Farmers Union celebration, Wednesday, May 24. Barbecued beef, Union elevators coffee will be served at the City Hall beginning at 11:30 a. m.

The Ellsworth County Farmers Union Local No. 41 and the county Farmers Cooperative Union will hold a joint celebration of their Silver Jubilee. The Farmers Union elevators at Kanopolis and Ellsworth and the Farmers Union store and service station will be closed all day.

"Those attending the lunch should provide their own silverware and cups. Everybody is welcome," reads an announcement.

The celebration will start off with a parade at 10 o'clock in the morning. Those participating in the parade include the Farmers Union Jobbing Association, local dealers in tractors, trucks and cars; the various

You Say "Fit as a Fiddle"?

No violinist can play melodies on a broken instrument. He cannot get true tones on loose strings. No more can a live stock producer expect to receive prices for his live stock unless he uses his own strong cooperative marketing agency, forcing buyers into competitive buying.

The buying interests are represented by experts. The producer need expert representative salesmen. Farmer, owned, farmer controlled we are YOUR selling or marketing agency. Include us in your live stock marketing and buying program.

On the Open, Competitive Market

FARMERS UNION Livestock Commission Company

Kansas City—Parsons—Wichita

We Manufacture—

Farmers Union Standard Accounting Forms

Approved by Farmers Union Auditing Association

Grain Checks, Scale Tickets

Stationery Office Equipment Printing

CONSOLIDATED printing and stationery co.

SALINA - KANSAS

(continued from page 3)

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