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## FACTORS UNDERMINING COOPERATIVE SUCCESS

Address by Ward W. Feltow, Chief Research Economist, Cooperative Division, Farm Credit Administration, before the Kansas Cooperative Conference, Manhattan, Kansas, April 16, 1937

Agricultural cooperation in the United States has a background of experience extending in some of its phases over nearly a century. Out of this experience have come many lessons of much value to the cooperative movement. Many successful associations today owe a great measure of their success to the lessons learned from others. Experience has taught us much about those cooperative methods and practices which should be followed in certain instances, as well as those which should be discarded or avoided. However, the diffusion of knowledge about what makes for success and failure in various lines of agricultural cooperative endeavor is not as general as it should be. Many existing associations find it difficult to overcome the handicaps which prevent them from reaching their maximum achievement.

A complete list of the names of active cooperative associations in the United States needs considerable revision each year. New associations are being organized almost daily. In some instances operations are voluntarily discontinued with no financial loss to the members. Many times small associations are merged to form larger ones. In some cases cooperatives, like other forms of business, fail for one reason or another.

In considering factors undermining cooperative success, figures on the average length of life of agricultural cooperatives now operating in the United States may be of interest. According to the Cooperative Division, there were 10,500 marketing and purchasing associations during the 1935-36 season. About 5 per cent of these associations were organized prior to 1900 and therefore have been in existence for more than 36 years. About 18 per cent of these associations have been operating for 25 or more years, and 63 per cent have functioned for 16 years or longer. Only about 7 per cent of the associations have been active for less than 6 years.

Of the 10,500 marketing and purchasing associations previously mentioned, approximately 8,400 were engaged primarily in marketing and about 2,100 primarily in purchasing farm supplies. It is estimated that these associations had 3,600,000 members and patrons, of which 2,710,000 were engaged in marketing and 950,000 in purchasing. The total value of products handled during the 1935-36 season amounted to \$1,840,000,000, of which \$1,525,000,000 was marketing business and \$315,000,000 purchasing business.

In addition there are at the present time about 1,900 farmers' mutual fire insurance companies in operation. The insurance carried by these companies approximates \$11,000,000,000.

Farmers operate around 2,000 associations for the purpose of irrigating or draining farm land.

It is estimated there are about 350 farmers' associations for supplying their members with electricity for light and power on a cooperative basis, and the number is rapidly increasing.

Formal and informal telephone companies operated by farmers on cooperative basis are numerous in many rural sections. Although the exact number is not known, conservative estimates place the number of these companies at several thousands.

In addition to the cooperatives just referred to, there are herd improvement associations, and groups formed for the ownership of farm machinery such as threshing machines, silo

filling outfits, and machinery for terracing to prevent soil erosion.

The foregoing information indicates the important place which agricultural cooperatives now hold in connection with the farm business and the importance of removing all obstacles to their maximum progress. Although this discussion treats some of the factors which undermine cooperative success, it should be pointed out that agricultural cooperatives, in the main, are operating on a sound business basis. It is possible to give only a very brief discussion in this paper of some of the more important factors which undermine cooperative success.

**Real Need Should Exist**  
Cooperatives are business organizations and are limited by the conditions under which they operate, the same as any other business. The doom of many cooperatives is sealed at the time of organization because of the unfavorable conditions under which they attempt to operate. Ill-advised action in setting up cooperatives results in the waste of much time and effort, discouragement of farmers with regard to cooperative activity, and is bringing discredit upon cooperation from other agencies.

No association should be organized until a careful study has been made as to the real need for it and other conditions which might affect its operation. Among other things, information should be available on the efficiency with which private agencies are performing the services it is proposed the cooperative would perform, the possibilities of reducing prevailing costs and improving services, and the attitude of farmers toward the proposed association and its extent to which they will support it financially and with their patronage. Very often cooperatives are organized by outsiders who have an ulterior motive such as a job with the new association or the sale of equipment or property to it.

**Volume**  
The importance of sufficient volume for the economical operation of any business is so generally recognized it almost seems to require no mention. It is a fact, however, and yet for those cooperatives reporting causes of failure to the Cooperative Division, the most common one given is that of insufficient volume. In this connection, it is estimated that many cooperatives contribute to lack of volume. A cooperative is set up to market the farmers' products, purchase his supplies or furnish some business service to him. A cooperative is built around volume, whether it be a commodity or a service; and without sufficient volume for economical operation an association cannot hope to satisfactorily serve its members.

It is not always an easy matter to determine what constitutes sufficient business. In this connection, consideration should be given to such items as probable expenses, the commodity to be handled, services to be performed, capacity of plant, and capital. In general it may be said that an association should have sufficient volume to insure economical operation.

Volume is only relative and must be considered in relation to the cost of operation. It should be recognized that many of the costs entering into the operation of the cooperative, such as taxes, insurance and depreciation, are fixed costs. These should be kept as low as possible. After physical facilities, such as buildings, machinery and equipment, have been acquired, fixed costs remain substantially the same year after year, regardless of volume. As a result, the lower the

volume the higher the cost per unit for these fixed costs. Either through misjudgment, overselling on the part of promoters, or from some other cause, many associations have an excess of plant capacity, machinery or equipment in relation to their volume. These cooperatives are operating under a burden of unnecessarily high fixed costs.

**Management**  
The success of any cooperative depends very largely upon the ability of those who are responsible for directing its affairs. This responsibility falls on the management, including the directors and the one whom they select as manager. Primarily the directors should exercise general supervision by formulating general policies, leaving to the manager the responsibility of carrying out the policies laid down by the board.

One of the greatest responsibilities of the board is in choosing a manager, and there are innumerable ways in which a manager should be chosen solely on his ability to produce results and he should be retained solely on that basis. Many cooperatives make the mistake of attempting to economize through the hiring of low-salaried managers. This is poor economy. Others seem to have the mistaken idea that big salaries make big men. It is important to recognize that there are innumerable ways in which a cheap man can lose money for the members through inefficiency or by failing to take advantage of opportunity. On the other hand, a good manager can often save his salary many times by always conducting the affairs of the association on a sound business basis. It is important for the directors and the manager to work in close harmony in

carrying out the policies of the association.

Unwise direction retards the progress of many cooperatives. The membership of a cooperative has a real task in choosing directors who will assume the responsibilities and duties which the position places upon them. It is important for directors to keep the interests of the members always paramount. They should not forget that they are the chosen representatives of the members and are directly responsible to them for the efficient conduct of the business of their association. Managers and directors sometimes fail to get this proper perspective of their jobs. Especially is this true where they have been active in the organization of an association or where they fail to have frequent contacts with the membership. Directors at times seem to develop a feeling of ownership in the association and with it a failure to place the interests of members first at all times.

One of the best evidences of this attitude is the desire of some directors to be on the payroll of the association whose affairs they have the responsibility of directing. Directors also often insist upon the employment of relatives by the association. It is obvious that such policies may lead to many complications and are generally unwise. In no small degree members determine the success or failure of their cooperative when they choose their directors.

**Financial Policy**  
A cooperative association, like any other business, needs an amount of capital which it can use effectively—no more and no less. Too much capital leads to extravagance, needless expansion of facilities, idle funds, and excess financing costs. Too little capital means cramped operations and inability to operate efficiently and thereby build up volume.

Regardless of the methods of financing, an association should not be started unless the members are willing to contribute enough capital to insure financial stability and also to insure that the members have confidence in the organization and are willing to back it in every way.

Many cooperatives make the mistake of (continued on page 2)

## THE REACTIONARIES PASS AMENDMENTS TO CRIPPLE RELIEF

Ignore Dire Reports of Drought In Haste to Climb On Economy Band Wagon

(From Facts For Farmers)

Reactionary Democrats supported by Republican Representatives, succeeded in passing amendments to the Relief Bill, earmarking \$505,000,000 of the 1½ billion dollars. Unless reversed in the Senate, this action requires that \$300,000,000 go to PWA; \$150,000,000 for flood control; and \$50,000,000 for flood control. Hays stated that, if this hamstringing of relief funds is allowed to stand, a further cut of 600,000 families now employed on WPA will have to be added to the cut of 500,000 families called for by the Administration in the Bill as originally passed.

Official records show that if the total employed on the works program of PWA, less than 20 per cent was relief labor; on public roads, less than 32 per cent was relief labor. In contrast the total works program employed 90 per cent relief labor. Legislators opposed to the relief cuts charge that the reactionaries have turned the relief measure into another "pork barrel" bill.

In their haste to climb onto the "economy" bandwagon, most Congressmen have chosen to ignore the dire reports of drought which continue to come in from the Southwest and also the Northwest. Another year of drought coming on the heels of six and seven cropless years will wipe out thousands of farm families who have been struggling to hang on, unless the government provides aid. The latest Weather Bureau report says:

"The drought is serious in the western third of the Dakotas and Nebraska, much of eastern Montana, the eastern third of Wyoming, parts of eastern Colorado, and over western Kansas."

It adds that many sections of the Great Plains are in worse condition this year than at this time last year. A dozen western Congressmen, led by Senator Nye, have begun a drive to amend the Relief Bill when it reaches the Senate by adding a billion dollars for drought relief. When Waller was asked to support the move, he took the same stand as in previous summers of drought and said that the situation has not reached emergency proportions.

Congressmen in the Progressive Bloc point out that the 1½ billion, recommended by Roosevelt, are far too low to take care of the present work relief load of 2,255,000 heads of families, to say nothing of the half million farm families now facing drought. Nevertheless, the right-wing Democrats together with Republican allies are continuing their fight to cut relief funds to 1 billion dollars, while the Workers' Alliance, the organization of the unemployed, is pressing its demand that 3 billion dollars be voted for relief. Forty-six Congressmen are now supporting the Alliance demand.

The 1-2 billions, fixed by the Administration as the relief appropriation, excludes the farmers work relief as well as direct relief. It provides 75 million dollars for rural rehabilitation loans to 450,000 farm families now carried on the active list by the Resettlement Administration. It also allows 25 million dollars for administrative expenses. Thus, in addition to paring off all grants to farm families, the remaining amount of \$1,400,000,000 necessitates a reduction of 625,000 families, or 30 per cent of the present load. Harry Hopkins in his testimony before the House Subcommittee of the Committee on Appropriations, stated that on the basis of a billion and a half dollar appropriation and provided that none of it goes to the Resettlement Administration:

"It will be necessary for private industry to absorb a total of 525,000 persons now employed on the WPA program private employment must increase by a much larger number than this since millions of unemployed are not on the WPA and there are about 350,000 families with employable members on the local relief rolls who are not on WPA."

The Progressive Bloc in Congress charges that this reduction in relief is completely out of line with the speech of Pres. Roosevelt in which he declared that the needs of the wage earner, the farmer, the small business man, the jobless worker, and the youth of our country "will not wait."

Secretary Wallace earlier stated that 1,420,000 farm families are in urgent need of relief, yet in the interests of economy he has since assured the Appropriations Subcommittee:

"In round numbers, the Resettlement Administration for the fiscal year 1938, in case there is no drought, should be able to get by with expenditures which are nearly one-half as great as for the fiscal year of 1937."

The Resettlement Administration has taken over the majority of the relief load of farmers and farm workers from WPA; in this transfer, which halved relief payments, 250,000 cases were from the drought area. In March 1937 relief grants totaling \$5,484,144 were paid out to 335,241 families by R.A. Yet even this reduced relief, averaging \$18 a month in the drought area, is to be halted for

all these families by October 1st, and 20 per cent are to be dropped from Resettlement by July 1st. The \$75,000,000 to be loaned for rural rehabilitation will be used to make supplemental loans to the 450,000 rehabilitation farm families that have already received loans during the first 3 years of the rehabilitation program. No money is asked for an expansion of the present program or for farm families who may, owing to the new onset of drought, have to make their first request for aid.

Congressman Bernard, Farmer-Labor Party Representative from Minnesota, asked in the House: "How shall the Federal budget be balanced? There are only two ways. One is by taxing those who can afford to pay; the other is by junking the high promise of the New Deal and balancing the Budget with the flesh and blood of those who have no money but only life itself to throw into the scales."

**HOG PRICES FAIL TO FOLLOW USUAL PATTERN**  
Hog prices thus far in 1937 have moved almost opposite to the usual seasonal pattern, explains Preston Richards in the June issue of "The Agricultural Situation," monthly publication of the Bureau of Agricultural Economics.

In 29 out of the last 37 years, says Richards, a bureau economist, hog prices have averaged higher in March than in January. This year there was no advance from January to March. Prices did not advance until about mid-May.

Prices failed to advance in the first quarter of this year because marketings did not decrease as much as normally, and because of the large storage stocks of hog products, he says. Both the spring and fall pig crops of 1936 were larger than in 1935 or 1934.

Other factors were the short supplies of feed grains and the unfavorable hog-corn price ratio, causing farmers to market hogs much earlier than usual last fall, last winter, and this spring.

Ordinarily hog prices decline during May and early June as hogs from the fall pig crop are marketed in greatest numbers, but this year hog marketings were reduced materially during May, because large numbers of fall pigs had been marketed in March and April.

Richards says that because of the short supplies and high prices of corn producers in some sections apparently are holding last fall's pigs for finishing later in the summer on new crop small grains.

**YOUR POULTRY**

By E. R. Halbrook, Poultry Specialist Kansas State College Extension Service

The feeding of a wet mash once daily to the laying flock will help to delay the drop in egg production which occurs at this time of the year. The wet mash used should consist of the laying mash which is being fed to the flock moistened with water or liquid milk until it is damp and crumbly. It should be fed regularly about noon each day. All that the flock will consume in 15 to 20 minutes should be fed. Once wet mash feeding is started it should be continued until the birds go out of production in the summer. A sudden stop in wet mash feeding will cause a drop in egg production and may cause the birds to molt.

**FARM INCOMES**

The federal law providing for the agricultural conservation program sets as the goal to be attained an income parity for individuals on farms with individuals in other industries. The United States Department of Agriculture reports that the per capita income available for those living on farms in 1936 was 82 per cent of the 1910-1914 relationship when benefit payments were not included and 89.4 per cent when benefit payments were included.—W. E. Grimes, economics and sociology.

**NATIONAL SECRETARY'S MESSAGE**

By J. M. Graves  
This is the time when farmers are most earnestly engaged in the cultivation and harvest of their crops upon which their very existence as farmers depends.

This is the time when after working probably 16 hours a day, they are beset with worry about whether or not the expected yield will materialize, and each issue of local paper is closely read to check on the trend of prices, realizing that prices of grain and other products of the farm will, as usual, be reduced at harvest time, and to what extent.

How different would the farmers' condition be if the cost of production bill sponsored by the Farmers' Educational and Cooperative Union of America were now law. The farmers worry in so far as the price was concerned would be over. Would the new proposed AAA bill bring agriculture to an equality with other industries? Give us cost of production, upon which basis, national legislative assistance for other classes is based.

The condition facing the farmers in the United States is fast following the past history of Europe. There no longer exists in the United States the vast region of undeveloped agricultural land of which the surplus farm population could secure a home. The land was passed from government ownership to private ownership, and like other countries the farmers must use farm land that is now al-

## SHOULD GUARD AGAINST GAS TAX EVASIONS

Up To Farmers To Obey Law and Do Their Best to See That It Is Obeyed

At this time when there is so much said about tax evasions among the high and mighty, we farmers must not forget that we have had and doubtless have still, some tax evaders among our own brothers on the farm. It was only because of the concerted effort of all organized farmers in Kansas that we farmers were able to keep the last legislature from taking away our tax exemptions on tractor gas. Unless we carefully guard this right, to have the tractor gas tax exempt, we are liable to find a strong public sentiment against us when the next session of the Kansas legislature convenes. It is up to us farmers to obey the law and do our best to see that it is obeyed by others. It was largely others than farmers who profited by the Gas Tax evasions in the past, but it was largely due to the carelessness or "the good fellow" attitude of our farmers that it was possible for the tax dodgers to get away with their deals. Let us see that not only we farmers but all other classes of tax-exempt users of gasoline obey the law. Some of the most persistent violators like to hide behind federal and state jobs and highway contracts. We feel that a ruling should be made that all gas used for cars or trucks traveling on our highway should pay taxes regardless if the vehicle is used in private or public service. The following release by the Kansas Petroleum Committee shows that it is not safe to dodge taxes.

**WICHITA FEDERAL LAND BANK SALES WERE \$227,900**

Wichita, Kans. June 4.—Farm sales by the Federal Land Bank of Wichita for May, 1937, amounted to \$227,900, according to Hugh L. Harrell, president. Seventy units covering slightly more than 21,000 acres were sold. By states the sales were divided as follows: Colorado, 35; Oklahoma, 18; Kansas 12, and New Mexico, 5.

Land bank sales in May, last year, totaled \$1 for \$140,000, Mr. Harrell's report shows. Since January 1, 1937, the bank has sold 438 farm units amounting to \$1,496,000.

"Farmers which the land bank is forced to acquire are rapidly passing into the possession of experienced farmers who are equipped to handle them," says Mr. Harrell. "Sales are made for 20 per cent cash with the balance carried over a long period on semi-annual payments."

"Many tenant farmers with some capital are buying farm homes by the four percent Federal land bank loans supplemented by five per cent Commissioner loans. Credit extended through the Wichita bank for the purchase of land during the first quarter of 1937, aggregated \$1,250,000."

New loans for all purposes made by the Federal Land Bank of Wichita during May, 1937, numbered 628 for a total of \$729,200, according to the loan closing department figures.

**QUALITY OF WHEAT**

Kansas wheat will be in demand as long as the producers maintain high quality. June is a good month for every grower to examine carefully his wheat fields for ryegrass and soft wheat mixtures. All ryegrass, off-type wheat, weeds, or other mixture in the seed field should be removed before harvest. If the mixture is so bad that it is impracticable, new seed for next year's crop should be secured from a grower who keeps his crop pure.—A. L. Clapp, agronomist.

## NATIONAL PRESIDENT'S MESSAGE

By E. H. Everson

We are publishing on the front page of this issue President Roosevelt's message to Congress on tax evasion and including Henry Morgenthau, Secretary of the Treasury's report upon his investigation of tax evasions as far as he has gone with the most flagrant violation of federal income tax laws, both as to the spirit and letter of the law that has yet been uncovered. It shows how some large corporations set up foreign holding corporations in the Bahamas in Panama, Newfoundland and other places.

How others set up personal holding companies and juggle their property back and forth to escape the tax. How one big manufacturer sought a deduction of \$125,000,000 against his income from his business on account of his losses in operating a chicken farm. How others created trusts for relatives and friends so as to split up their incomes several ways. One man having saved almost a half million dollars in the year.

Others formed partnerships between husband and wife or father and children so as to escape the tax. It is recommended that Congress enact laws to stop these holes and leaks in our federal taxing system and this, of course, should be done without delay.

It is estimated that several billions of dollars in taxes due the federal government is lost every year and that from those best able to pay taxes. Yet staggering as these tax

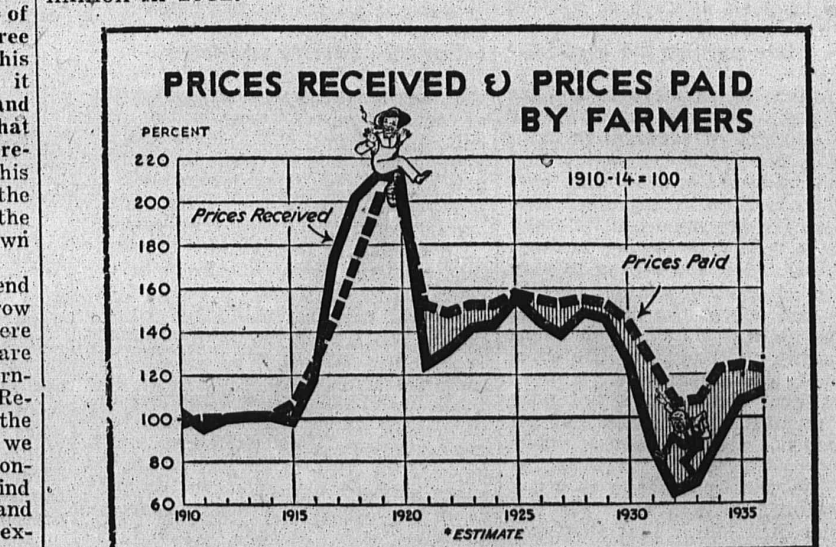
evasions are, the Congress itself and the President are the greatest of all tax exponents. The billions upon billions of dollars of tax exemption they have created and all in favor of coupon clippers, furnishing them free capital to pyramid loans upon. This is the biggest of all tax evasions it seems to me and the Congress and the administration, no matter what party it may be, just continue to create more of this exemption, and this notwithstanding the fact that the Congress and the President have the power to coin and regulate its own money.

Why then should government lend its credit to bankers only to borrow it back again? I am informed there are about 130 congressmen who are ready and anxious for the government to take over the Federal Reserve banks and operate them in the interest of the people. Well, we ought to have at least 200 more congressmen in the same frame of mind and a majority of the senators and actually discontinue creating tax exemption themselves and then we could have much more faith in their sincerity when they go after the income tax dodgers.

**Oregon Holds Annual Convention**  
The Oregon state convention held May 25 to 27 at Klamath, near the Columbia River was one of the best conventions I have attended.

Oregon has made a steady gain in membership for four or five years in succession, their gain this year being 18.5 per cent, besides a very substantial gain in volume of cooperation.

Agriculture kept on producing. Huge surpluses of farm products piled up and sent prices down to disastrously low levels. As a result, Kansas gross income from crops and animal products dropped from 481 million dollars in 1928 to a little more than 168 million in 1932.



From 1910 to 1915 the relationship between prices received for farm products and prices paid by farmers was about on the same level. In 1932, there was a wide spread, with prices received by farmers at a new low point and prices paid above the 1910-1915 level. Such a situation faces farmers to make a living. The Agricultural Conservation Program enables farmers to earn payments for adopting soil-improving practices which many of them otherwise could not afford. The resulting adjustment in agricultural production also helps to maintain prices for farm products. In some parts of Kansas, as many as 24 different practices are eligible for payment under this program.

(continued on page 2)











## SEES BETTER WHEAT EXPORT PROSPECTS

Even should other wheat exporting countries have average crops this year, prospects for export sales from the United States are better than for some years past, according to D. F. Christy in an article on lower trade barriers for wheat in the June issue of "The Agricultural Situation," monthly publication of the Bureau of Agricultural Economics.

Christy, bureau economist, explains that stocks of wheat in both importing and exporting countries are lower than in many years. The rebuilding of these stocks, together with some possible increase in consumption as economic conditions improve, should create a broader demand for wheat and an increase in world shipments, he says.

A principal obstacle to exports of wheat from the United States has been the high import barriers erected, particularly by European countries. But recently there has been a fairly widespread lowering of barriers, due chiefly to "the desire of the various governments to prevent further increase in the cost of living," Christy says. There is encouragement also for American exporters in the declining use of export subsidies. Two or three years ago the production of wheat in a number of countries that are normally wheat importers exceeded domestic requirements. But reduction in supplies of domestic wheat in importing countries has made it unnecessary to continue the export subsidies.

Reduction in trade barriers has taken different forms in different countries. In Germany, France and Spain the import duties have been reduced and in the Irish Free State abolished. In Sweden and Belgium the license taxes imposed on wheat imports have been reduced. In Denmark, import permits are still required but the surtax on imports of hard wheat and wheat flour has been abolished. In the Netherlands, the monopoly tax on imports has been cut in half. Most of the countries that have reduced barriers, still maintain some form of quantitative control over imports.

## FARMING AND YOU

By H. Umbarger, Director  
Kansas State College Extension Service

Two Kansas counties, Coffey and Thomas, are part of a national laboratory in which a new kind of farm program is being worked out. It is exceedingly difficult to devise a program that will both achieve a national objective and at the same time fit the diverse conditions found in individual farms. The major criticism of national programs has been that it has been difficult to adapt them to local conditions. The work of county planning committees seemed to offer a solution to the problem. Now these committees are being given the chance in selected counties to draw up a farm program that will achieve the agricultural balance that their particular communities need.

Within the framework of principles prescribed for the national program, these experimental counties will draw up provisions suited to their needs. The results will indicate whether local planning groups can bring about the changes which they believe are needed, and whether the localized type of program is more efficient than programs drawn up on a regional or national scale. The experimental counties will not receive any greater financial benefits than counties operating under the regular AAA program. The only difference will be in the application of the funds.

Kansas farmers have made an outstanding record in agricultural planning. The state's agriculture is to be commended for the manner in which its leaders have intelligently and impartially surveyed and analyzed facts. Now the national watchmen of the laboratory counties to see whether these leaders can show the way to develop the better agriculture which they have envisioned I believe that they can.

## BLACK AND WHITE COAL

From Industrial News Review  
Judged on economic grounds, the Tennessee Valley Authority electric production system is wasteful, and power could be produced from hydro steam plants at a cost of less than half as much as TVA hydro plants.

That is the gist of a recent speech by C. W. Kellogg, President of the Edison Electric Institute, on the subject of "Black and White Coal."

Mr. Kellogg backs his assertions with a complete set of statistics. Using official figures as a base, he finds that the investment cost per kilowatt of firm power averaged for the eight dams building or to be built on the Tennessee River, is \$537. Costs of operation are 9 per cent of this—\$49.30 per kilowatt annually. Assuming an annual load factor of 50 per cent, which is much higher than the national average, the cost per kilowatt hour for fixed charges alone, is 9.2 mills. If 3 mill is added for maintenance and operation, the actual minimum cost per kilowatt hour produced is 9.5 mills—almost a cent.

What would be the cost if a modern steam plant were used to produce electricity in the region? Installation cost of such a plant would amount to about \$90 per kilowatt. With a 50 per cent annual load factor, it would turn out a kilowatt hour of power for about each .89 pound of coal used—and coal can be obtained in the valley from the near West Virginia mines at \$4 per ton. Adding fixed charges on the same basis as in the previous computation, Mr. Kellogg finds that the cost of producing each kilowatt hour of steam power from such a plant, would be .92 mills—just 41 per cent of the cost of firm power from the TVA hydro plants.

Thus, examined purely on economic and scientific grounds, the TVA hydro systems are excessively costly. Furthermore, steam systems, though they cost far less to build, require much more labor to operate than do hydro systems—to say nothing of the

vast amounts of labor used in producing the coal employed, for which there is no equivalent in hydro plants, inasmuch as nature, not man, produces the water.

(Editor's Note: If the above statements are true, why the high cost of electricity furnished by private industry?)

## RURAL FIRE LOSS HIGH

According to Managing Director Franklin H. Wentworth of the National Fire Protection Association, one of the most serious phases of the fire problem is the continued high aggregate of losses in rural and small town districts.

Various causes are put forward for these losses, and intensive work is being done by stock fire insurance companies, various fire prevention organizations, and the U. S. Department of Commerce in seeking to reduce them. It is pointed out, for example, that there has been a phenomenal spread in the use of electricity in farming districts and this has brought with it a need for an electrical inspection routine to achieve the results regular inspection achieves in cities. A model state law covering inspections is now being framed, and should be adopted by all states.

Carelessness with smoking materials is naturally one of the worst country hazards. Little can be done to reduce the damage caused, unless the individual smoker firmly realizes his responsibility—and also realizes that it is in his own interest to be unerringly careful. Too much effort cannot be given to correcting this evil.

An interesting experiment in another field is being conducted by a group of middle western stock fire insurance companies. These concerns are offering reduced rates on farm property where there is a local water supply, a telephone and a rural fire department adequately organized and equipped.

All of this work is gradually bearing fruit. And in the meantime farmers and rural dwellers should make "personal fire prevention" an unending goal. Country fires get out of hand far more easily than city fires. Their menace to property and life is greater. And the finest campaign to reduce losses ever planned by experts, will be useless unless every individual takes an interest and does his part.

## FARM BOY ON RAILROAD PAY

Of interest to railroad men, who know how working diles' laid down by the railroad unions, operate to pay men for services not rendered, is a story told by a young fellow who decided to go to work on a railroad as brakeman. He was so puzzled about the peculiar way his compensation was arrived at that he found it necessary, when writing back home to one of his former boy friends, to use the figure of plowing in order to make himself clear. His letter was as follows:

"You would be paid four dollars a day for plowing or two dollars a acre whichever way would give you the most money, and if you plowed your two acres by noon you would get a day's pay anyway and you would not have to work in the afternoon, or if you worked and plowed another two acres you would get two days' pay for the day's work. You would get a half hour extra for harnessing the mules in the morning and hill you go to some extra pay more than if the land was level. Also if you have to turn around more than three stumps in a day you get extra pay and if it takes you more than five minutes to turn a corner over and above what it would with the team you used to have you would get extra pay for that. If you plowed part of the day and harnessed the rest of the day you would get extra pay because it was a different class of service and if a plow broke down or a mule got sick with the flue you would get paid for your acres or hours whichever was the most up to the place of the accident to the mule or the plow whichever it was, and then you would get paid for the time you were waiting for the mule or plow to get well or changed for another one at the rate per hour, and then when you started plowing again you would get paid by the acre or hour whichever was the most, bearing in mind going up hill, down hill, turning corners, dodging stumps and such like as I have mentioned. Sometimes you don't do a good job and have to double back and plow a furrow over again. You would get a minimum of ten minutes for this. Then when you quit at night and some other fellow was ahead of you at the water trough and you have to wait five minutes to water the mules you get extra pay for that, which is called detention.

Yours in haste,  
"HANK"

## FRIEND OF GOOD HEALTH

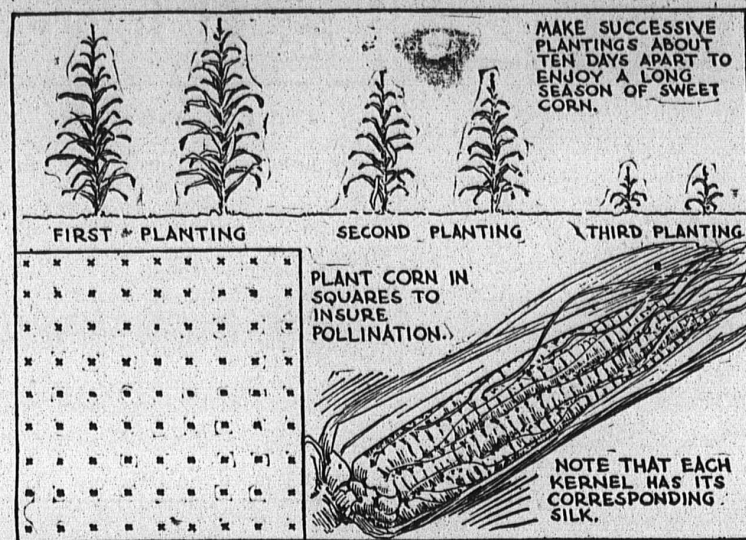
One of the most notable services of the life insurance industry to the American people, has been its work in raising the standards of public health. The institution as a whole has always taken an intense interest in both preventable and corrective medicine.

A feature of the forthcoming American Life Convention will be lectures by authorities concerning medicine and surgery in its relation to insurability and prognosis. Many a person, on applying for insurance, has been informed of a malady of which he knew nothing, in time to prevent it reaching the incurable stage. Others have learned, through insurance counsel and advertising, the dangers implicit in home medication, and the wisdom of visiting competent physicians when symptoms first appear. Life insurance is the friend of good health and human longevity.

Under modern warfare the soldier's grave must be enlarged to provide space for his wife and his children.—The Lincoln (Neb.) Store

Many nations are armed to the teeth and the trouble is they are not wisdom teeth.—Atlanta Georgian.

## PLANT CORN IN SUCCESSION FOR FULL SEASON'S SUPPLY



June Planted Corn Makes Fastest Growth and Many Think It Sweetest  
Some Facts About Planting Corn

An ancient legend declares that the sweetest corn is that planted in June. Whether there is any truth in the legend or not, June planted corn makes the fastest growth and produces high quality crops. Unseasonable weather over vast stretches of the country has made corn planting late, both in farms and gardens, and there should be no delay in planting sweet corn. The second or third crop ought to be going in now under ordinary conditions. Don't forget to plant in squares instead of long rows for better filled ears.

American gardeners have been accustomed to plant things and let nature take its course, trusting to the natural fertility of the soil. European gardeners use every wile and art to make the soil and vegetable produce to its utmost. Planting corn in squares so the pollen will get the freest possible distribution and produce the

fullest ears with the most kernels on the cob is the best plan. Whichever way the wind blows pollen will be blown through the patch. Each silk must have its pollen to produce a kernel.

Ground in June is mellow and more easily worked than earlier in the spring. Give it good deep preparation and pulverize it fine for the corn plant. Sprinkle in plenty of fertilizer. Corn is a high feeder and keeping it in speedy growth will bring the biggest and the earliest ears.

See that earlier planted corn is kept well hoed. It does not need a deep chopping hoeing. That is likely to do more harm than good, but merely a soil stirring hoe to keep a mulch and prevent the start of weeds. It is always a good practice to hill up the corn, although it is not so necessary with the smaller growing types as it is with the larger forms.

## WILD BEASTS OF CIVILIZATION

There are a good many real interesting and original men in the World. Among the vast army of Frank Buck, who goes into the jungle, finds big animal, sprinkles salt on their tails, socks em behind the ear with his fist, and brings em back-alive. He has coined the slogan of "safety first" through every danger of the jungle and has made it possible for him to bring back to America nature's greatest of wild animal thrills.

He has ideas about certain brands of automobile drivers. Let him say it: "While there are no red lights in the jungle, there are danger signals which, if disregarded, mean injury or death. It is the same on jungle trails as on the highways of America. To avoid injury or death one must respect all traffic rules, whether walking or driving. The careless driver is one of the 'wild beasts' of civilization, and to save this human animal from death or destruction to himself and others, it is his duty to 'bring him back alive' just as we do with man-eating tigers from the jungle. You wouldn't try to tie up a man-eating tiger, then why drive fast on a busy highway? You wouldn't rush up to a black leopard, the most ferocious cat in the world, then why weave in and out of traffic?"

"Many wild beasts of civilization, the menace to America's highways, are now in jail, and many wild beasts, the menace to jungle traffic, are secure behind bars at any Long Island jungle camp and that's where wild beasts belong."

## About Cotton

Cotton goods have taken a small decline since warm weather began. We'll have to get our women to wear more clothes. The world carryover of American cotton on August 1 will be about 1,000,000 bales less than a year earlier, according to the United States Department of Agriculture.

Discussing the recent cotton price declines, the Bureau also stated that "American cotton is now more favorably priced in relation to foreign growths, from the standpoint of encouraging foreign spinners to use larger proportions of it, than for many months."

Changes  
Transportation, commerce, electric power, affairs of production, consumption, price regulation, banking, home-building finance, wages, hours, working conditions, collective bargaining, highway building and upkeep, public health regulation—and most matters that are important to the people are the changes since the horse and buggy was put up to make way for automobiles and trucks which in turn took up the slacks of transportation methods.

## SUPPORT GAINING FOR WAR VOTE MEASURE

Washington—A total of 124 members of Congress have put their names on the discharge petition on the Ludlow war referendum, a last minute survey disclosed this week.

Only 94 more are needed to bring the proposal before the House of Representatives for debate and a vote, for 218 Representatives must walk to the speaker's desk and sign the petition which brings the measure out of committee.

No doubt exists about the popularity of the measure, for let the people vote on a declaration of war. A recent survey by Rodney Dutcher, Washington correspondent for the Newspaper Enterprise Association, nation-wide news service, disclosed that of all the mail coming to Congress on peace-war issues the war referendum proposal receives most mention.

## EVASION FOUGHT AS GASOLINE TAX COSTS PILE UP NEW HIGH

Following closely the announcement that state gasoline taxes cost consumers a new high total of \$686,631,000 in 1936 have come disclosures of widespread evasion of the tax in many states, with resulting fines, penalties, or sentences, and the efforts of several states to end such losses by strengthening tax laws and

tem, most of the eggs of kidney worms in urine fall on bare ground and are killed by sunlight. Good results in controlling kidney worms also have been reported to the Department of Agriculture merely by rotating pastures.

These results are typical of others obtained by preventing and controlling internal parasites of swine by modern methods, says H. B. Raffensperger, associate veterinarian of the Bureau. Details may be obtained from county agents or the State Extension Service.

## CLASSIFIED ADS

FROSTPROOF CABBAGE, EACH BUNCH FIFTY, MOSSED, LABELED VARIETY NAME, PERSEY WAKEFIELD, CHARLESTON WAKEFIELD, SUCCESSION, COPENHAGEN, EARLY AND LATE DUTCH, POSTPAID: 200, 65c; 300, 75c; 500, \$1.00; 1,000, \$1.75. ONION, CRYSTAL WAX, YELLOW, BERMUDA, SWEET SPANISH, PRIZETAKER, PREPAID: 500, 60c; 1,000, \$1.00; 6,000, \$3.50. TOMATO: LARGE, WELL ROOTED, OPEN FIELD GROWN, MOSSED, LABELED WITH VARIETY NAME, LIVINGSTON GLOBE, MARGLOBE, STON7, BALTIMORE, JUNE PINK, MCGEE, EARLIANA, GULF STATE MARKET, EARLY DETROIT. POSTPAID: 100, 50c; 200, 75c; 300, \$1.00; 500, \$1.50; 1,000, \$2.25. PEPPER MOSSED AND LABELED, CHINESE GIANT, BULL NOSE, RUBY KING, RED CAYENNE, POSTPAID 100, 65c; 200, \$1.00; 500, \$1.75; 1,000, \$2.50. FULL COUNTRY PROMPT SHIPMENT SAFE ARRIVAL, SATISFACTION GUARANTEED. UNION PLANT COMPANY, TEXARKANA, ARK.

SEEDS—Sudan-Black Amber-etc., extreme low prices to large planters in West. Write for sample—prices—STAFFORD HARDWARE & IMPLEMENT CO., Stafford, Kansas. 6-10-c

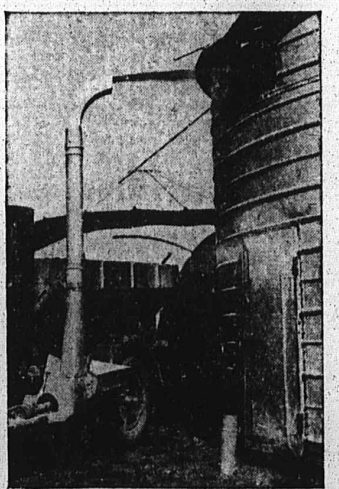
AGENTS WANTED—Breechy cattle and hogs held with "Richards Electro Fence," one wire, and 6 volt car battery. Write M. L. AMOS, Salina, Kansas. 6-17-P

## FEMALES HELP WANTED

WOMEN WANTED to plait and hand stitch light leather table runners at home. Good pay. Experience unnecessary. Write Dept. 654, Leather Crafts, 414 Bay St., Toronto, Ontario. 6-24-c

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## TRUCK GRAIN BLOWER



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Give Name, Model and Year of your Truck.  
E. J. Schlechter, Box 378 Salina, Kan.

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Central & Water Sts.

Kansas City, Kansas

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## WHO forced other cream buyers to pay better prices?

Your only opportunity to help in these matters has been through your Farmers Union cooperatives.

## THE FARMERS UNION COOP. CREAMERY ASSN.

Colony, Kansas

WaKeeney, Kansas

## 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..... 5c  
Constitution..... 5c  
Credentia Blanks, 10 for..... 5c  
Demit Blanks, 15 for..... 10c  
Local Sec. Receipt Book..... 25c  
Farmers Union Watch Pk..... 50c  
Farmers Union Button..... 25c

F. U. Song Leaflets, dozen 10c  
Farmers Union Song Book 20c  
Business Manual..... 5c  
Disinfectant (100) 25c  
Secretary's Minute Book..... 50c  
Book of Poems, (Kinney)..... 25c  
Above, lots of 10 or more 20c  
Above, lots of 100, each 15c  
Militant Voice of Agriculture (John Simpson)..... 75c each

Write to

## Kansas Farmers Union

Box 51

Salina, Kansas

## PRICE LIST OF SERUMS AND OTHER REMEDIES SUPPLIED BY THE FARMERS SERUM &amp; SUPPLY COMPANY

## CATTLE

Abortion Vaccine—For lasting or long time protection. Money back guarantee, per dose..... 53c  
Blackleg Bacterin, Life protection in 100 dose lots per dose..... 7½c  
Bovine Mixed Bacterin. For prevention and treatment of shipping fever, Hemorrhagic, 100 dose lots, per dose..... 7½c  
Pinkeye Bacterin. For prevention and treatment, 100 dose lots, per dose..... 7½c  
Mastitis Bacterin (gargot), 10 doses..... 1.00  
Calf Scours 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  
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 or 20 cc size 2.00  
Two Needles, 25X, supplied with each syringe, free. Extra needles, 3 for..... .50

## HOGS

Hog Serum—Cholera—per 100 ccs..... .75  
Virus, 100 ccs..... 1.65  
Swine Mixed Bacterin—"Flu", swine plague, hemorrhagic Septemia, Para-typhoid, etc., per dose..... .08  
Hog Worm Capsules—Guaranteed to rid hogs of worms, per box of 50 with instruments..... 3.50  
Creosol Dip Disinfectant, per gallon..... 1.00

**HORSES**  
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  
Balling Gun, Brass, heavy nickled. For giving capsules 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  
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Poultry Worm Tablets, adult size, per dose..... 1½c  
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