THE KANSAS UNION FARMER

Co-operation ~ Education ~ Organization

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Farmers Union Live Stock Makes $4,535.07 In 1939

Manager W. G. Bernhardt Emphasizes Service and Value of Farmers Having Own Agency—Elect Albert Clausen, Girard, to Board

General satisfaction was evidenced by stockholders of the Farmers Union Live Stock Commission Company, Kansas City, with branch houses at the Wichita and Parsons markets, over the net gain for 1939 of $4,535.07. While the Kansas City house showed a loss of $358.29, the Wichita house made a net gain of $4,349.89 and Parsons of $543.47. The annual meeting was held in Kansas City, Thursday, Feb. 1.

Albert Clausen, Girard, was elected to the board of directors, and A. H. Dieball, Alma, was reelected. John McDaniel, Brewster, is the retiring director. Other officers are Alva Stryker, Blue Rapids, president; L. C. Gretten, Kincaid, vice-president; J. H. Fiegenbaum, secretary; E. E. Martz, H. G. Hille and H. W. Neth.

President Stryker opened the meeting with an early comment that the company was in a "much better financial standing than a year ago." T. B. Dunn, secretary-manager of the Farmers Union Auditing Association, read the audit report. There are total assets of $93,590.32 with current assets of $72,509.00 against current liabilities of $57,250.33.

J. H. FIEGENBAUM
Director

W. G. Bernhardt, manager, followed on the program, and touched various live stock marketing problems. In Missouri there are about 10 cooperative trucking associations, owned and operated by local Exchanges, he reported, giving patronage to the Farmers Union on the Kansas City market. They are making money, he said, taking account only the inbound hauls, not giving credit for back-haul savings. Mr. Bernhardt recommended the cooperative trucking business as a profitable sideline activity for general consideration. There are no legal difficulties in the way of operation, he said.

He spoke for the terminal agency and for developing strong producer representation. The Farmers Union agency has general recognition as a reputable live stock agency; it has builded accumulations of finances, and has made real accomplishments. But the local sales ring breaks this development, he warned. Approximately 65 per cent of the hogs went direct to packers last year, he estimated, only 35 per cent through terminal markets.

The cost for putting a hog through the Kansas City market is about 44 cents, Mr. Bernhardt said, not including feed.

"I would like to present a new attractive program to lay before you," he said, in continuing his argument for centralizing producer power through cooperative marketing. The program still need be greater cooperation, he explained. "To accomplish results we must use the force of concentration," he said, "not necessarily only on the terminal, but even local."

W. G. BERNHARDT
Manager

Mr. Bernhardt was confident that the next few months would be profitable and busy ones for his company, and looked hopefully for a good year.

L. J. Alkire, manager of the Wichita house, next gave a report. Commenting on the good showing in '39, he mentioned the good grass in Western Kansas last year, and the lack of such promise at the present time.

"But the Western Kansas farmer has had more promise and produced less; and had produced more on less promise than any other farmer in the world," Mr. Alkire philosophized.

There is less demand for brood sows this year than last, he reported. There was a big demand last year. He recommended a balanced farm production program.

"Older fellows will be optimistic over the price build-up in connection with the war overseas," he commented. "But we should not carry the thought too far. The world economy is entirely different than it was in 1914 or 1917. My honest opinion is we will not see anything like the inflation of the last war."

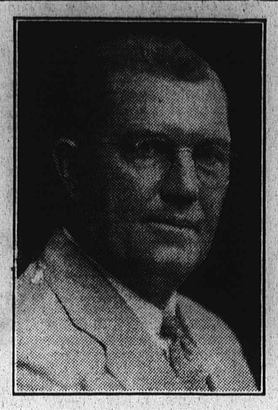
W. L. Alcuff, manager of the Parsons branch, reported the outlook for '40 was good in his territory, despite a smaller cattle supply. The Parsons house has been established a little over four years.

C. B. Thowe, Alma, chairman of the Credentials committee, here reported 633 proxies, 30 members registered, and directors, D. O. Wanamaker, Blue Rapids, chairman of the Resolutions committee, next made a report. All resolutions were passed with little debate.

Resolution No. 1

Whereas, The farmers and livestock producers of this great nation spent many decades in perfecting a system of live stock marketing centered around large terminal markets, and, whereas this system of marketing is recognized by the rest of the world as the most efficient and perfect method.

Therefore, Be It Resolved, that until such time as organization of farmers



ALVA STRYKER
President

and live stock producers has reached the point where prices at local sales can be controlled by a central power which in turn is controlled by the producer, delegates at this convention strongly urge that all farmers and live stock producers use the facilities which they have spent years of toil to build.

Resolution No. 2

Whereas, we realize that there is no substitute for the law of supply and demand and that it is the most essential part of perfect transaction and that the interests representing the demand must be forced to bid against one another,

Therefore, Be It Resolved, that the various methods of marketing live stock other than the sale through central price-basing markets be condemned as instruments which interfere definitely with the law of supply and demand.

Resolution No. 3

Whereas, we realize the expense connected with marketing live stock is stationary regardless of price per hundred that commissions charged by our live stock agency represents as cheap service as is rendered by any representative sales agency of any commodity.

Therefore, Be It Resolved, that the live stock producer give more thought to methods of marketing which will increase the value of his live stock and less thought to saving a few dollars per load in expenses.

Resolution No. 4

Whereas, during the past 10 years the farmers of this country have been fighting for their existence, and whereas much attention has been given by farm leaders to legislation effecting the agricultural industry.

Therefore, Be It Resolved, that this convention go on record as recommending to the leaders of the various farm groups that they cooperate in arriving at a workable solution and strive as one for the enactment of law along those lines rather than working one against the other and thereby minimizing the possibility of the enactment of any one solution.

Resolution No. 5

Realizing that the change in transportation of live stock to market namely from railroad to truck which has caused the disbanding of the county shipping associations which in years past were the largest patrons of this association, and were the means of contact between this association and the farmer stockman, other means need be found to keep this stock coming to the Farmers Union Live Stock Commission Co.

Therefore, Be It Resolved, that each stockholder of the association make a special effort to see that not only their stock be consigned to the Farmers Union but use their best efforts to have their neighbors patronize the Farmers Union Live Stock Commission Co.

Resolution No. 6

We the resolutions committee feel that this meeting should express their appreciation to the directors and the management and employees of this company for their efforts and the favorable showing they have made this past year in spite of adverse conditions.

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FU Serum Sales Now Handled Thru St. Joe LS House

Shipments Will Be Prompt and Farmers May Have Reason to Expect Dividends

The directors of the Kansas Farmers Union voted to support the serum business of the Farmers Union Live Stock Commission company, South St. Joseph, Mo., at their meeting in Kansas City, February 3. Members of the Kansas Farmers Union are asked to order their serum needs from the St. Joe business, rather than sending orders to the state office in Salina, as in the past.

Two advantages will be immediately gained, it is felt. Members will receive prompt service, the St. Joe Farmers Union securing serums from the Ancher serum company which is very close; shipments will be made on receipt of order.

The other advantage is that the serum business should develop a volume that patronage dividends may easily be paid. "We will refund serum profits to members the same as we refund our commission profits," says Paul Steele, manager of the St. Joe live stock house. "Buy cooperatively and save the difference."

The livestock commission company is paying 16 per cent of 1939 commissions.

Noted Specialist to Kan. District Far. U. Meetings

Will Illustrate Streamlined Discussion Technique to Local FU Leaders

A. Drummond Jones, discussion specialist of the Bureau of Agricultural Economics, U. S. Department of Agriculture, will be in this state through the week of February 26-March 2 under the auspices of the Kansas Farmers Union.

Meetings are being scheduled, and all Farmers Union people are invited to attend and take part in considerations of cooperatives and agricultural problems.

Watch your local newspaper, and keep in touch with your local Farmers Union for further details, but the tentative schedule is as follows:

Salina	February 26
Osborne	February 27
St. Marys	February 28
Girard	February 29
St. John	March 1

The President's Message

By J. P. Fengel

Our National congress is now in session, the president's message has been delivered to the congress with his recommendations and with the farm situation as bad as it is, we farmers should deplore the fact that there has been suggested by the president a very deep cut in the proposed budget for the benefit of the farmer of $437,407,938.00, while there was a proposed budget for war materials of almost one half billion dollars under the guise of national defense.

We are approaching another presidential campaign year and as is the custom with politicians, they can be expected to do a lot of jockeying and horse trading during this session of the congress in an effort to again make a hobby horse of the farm program for the campaign and in the mean time we farmers are expected to do the handsome and to try and get along some way until sime future time, unless we can bring some extra pressure to bear upon our national legislators to do their duty now.

In the scriptures we are warned against putting a new patch upon an old garment, for that which is put in to fill it up taketh from the garment, and the rent is made worse, and I am wondering if a lot of the new patches we are putting on to our old laws as they apply to the farmers are not in about the same class and whether they really are capable of rendering any more service to the farmer than the new patch of cloth upon an old and discarded garment.

Have we not experimented all of these years with technical farm programs and is not the situation of the farmer continually growing worse and the farm programs of the past lending themselves to the benefit of the corporation farmer, the mortgage holders and land sharks, to the detriment of the farm tenant, the family sized farm?

If our present farm program does not do the job of restoring an economic balance between agriculture and the average of all other industries, returning to the farmer his just share of the national income, why not get right down to business and come forward ourselves with a farm program that will work, will give the farmer his fair share of the national income, permit him to pay his debts instead of trying to lend him more money or when he is unable ao borrow more money, just forclose on him, deprive him of his equity in his property and either consign him to the multitude of the un-employed, pension him or let him eek out a miserable existence on relief, which to say the least is

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Farmers Union Live Stock Commission Co. Receipts of Live Stock at Kansas City Market

	1939	1938	Increase	Percentage
Cattle & Cal.	39,855	35,933	1,682	4.7 per cent
Hogs	39,955	28,435	11,420	40.2 per cent
sheep	30,116	26,641	3,475	13.0 per cent

The last column of the above chart shows that the Farmers Union made a good increase in all departments in 1939. Satisfaction is felt, moreover, according to W. G. Bernhardt, manager, in comparing the receipts of the Farmers Union with total Kansas City yard receipts.

While the Farmers Union had increased volume in 1939 over 1938 in cattle and calves of 4.7 per cent, the increase of the yard as a whole was only 2.56 per cent; of hogs to Farmers Union an increase of 40.2 per cent, with only 33.1 per cent for the entire yard; of sheep to Farmers Union or 13 percent, while there was a decrease in receipts by the whole yard of 9.3 per cent.

A SMALL COMMISSION MARGIN

	Value of all Species Sold	Commission Collected	Percentage to Value	Average Percentage
Cattle & Cal.	$2,297,032.68	$24,010.55	1.4 per cent	
Hogs	592,823.01	10,012.43	1.69 per cent	1.28
Sheep	185,286.12	5,194.55	2.80 per cent	
Total	3,075,141.81	39,317.53		1.28

The above chart was used by W. G. Bernhardt, manager of the Farmers Union Live Stock Commission Co., to show the greater importance of securing top live stock quotations for live stock, over accumulating a "profit" that a dividend might be paid the live stock farmer from the 1.28 per cent commmissions on value of total stock sold on the Kansas City market by the Farmers Union agency in 1939.

Big Day's Program For FU Jobbing Ass'n Meet

Net Savings for 1939 Total $53,681.97—Business Reports, Informational Panel Discussion, Inspirational Speeches and Banquet Fill Day

The several hundred Farmers Union people who attended the annual stockholders' meeting of the Farmers Union Jobbing Association in Kansas City, February 1, were crammed with fiscal figures, general information, and with cooperative inspiration. In turn, everyone seemed quite pleased with the way everything is going. The Jobbing association is proving itself a live and serviceable institution.

The net savings reported for the year ending last December 31 totaled $53,681.97, according to the audit report read by T. B. Dunn, secretary-manager of the Farmers Union Auditing Association.

This total is made up of savings from the Kansas City grain department of $27,161.52; Kansas City merchandise department, $8,048.50; Salina grain department, $1,855.01; Topeka terminal and feed mill, $20,896 47; with losses reported for the Finance Elevator department of $3,129.46; and the WaKeeney plant of $1,150.07.

The stockholders passed a resolution endorsing the Board's action in expanding into terminal facilities, the Topega terminal bought last year The two directors whose terms expired, Joe Erwin, Cicero, and D. O. Wanamaker, Blue Rapids, were both reelected without opposition.

The two featured speakers of the day's program were C. McCarthy, manager of the Nebraska Farmers Union Central Exchange, Omaha, and Dan O'Connor, president of the Farmers Union Terminal Association, St. Paul, Minn.

Mr. McCarthy told of the store operations of his organization, and experiences in the handling of feed, Butane gasoline, paint, coal, petroleum products, transports, tires, poultry, eggs and cooperative truck lines.

Mr. O'Connor spoke chiefly of the legislative efforts he had taken part in for the benefit of Middle Western farmers. His organization has some 300 grain elevator associations through Minnesota, Montana, and North and South Dakota.

Following are reports of the meeting written by attending Juniors in the Kansas Farmers Union:

By Miss Venita Inloes, Quinter

The 26th Annual Meeting of the Farmers Union Jobbing Association was held Friday, February 2, 1940, with headquarters at the Aladdin Hotel in Kansas City, Missouri.

The morning session was held on the Roof Garden of the hotel with registration at 9:30 a. m. The meeting was called to order at 10:00 by J. C. Gregory, Osborne, Kansas, president of the FUJA. After invocation was offered, John Fengel, president of the KFU, from Lincolnville, welcomed the people from all over the state and asked them to enter into the spirit of the meeting.

H. E. Witham, Kansas City, secretary of FUJA, read the minutes of the 25th annual meeting. They were approved by all present and adopted.

Various committees were appointed and met to discuss their purposes. Resolutions and by-laws were made and adopted. The meeting adjourned until 1:00

At 11:$$ a. m. the regular annual meeting of the FU Auditing Association was held to hear the reports of the manager T. B. Dunn, Salina Kansas.

A group of Juniors and leaders, ate lunch together in the Grill of the Phillips Hotel. Those in the group were: Elsie Clausen, Marie Krog, Thelma Hanshaw, Velma Higgason, Roberta Webb, Esther Ekblad, Eva Cather, Mrs. Letha Tribbey, Venita Inloes, Rex Troutman, and Niles Gibson.

The meeting reconvened at 1:00 with J. C. Gregory as chairman. We heard the report of the state president and

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Lindsborg Ass'n Celebrates Its Silver Jubilee

Review History of 25 Years Growth—Enjoy Dinner and Fine Afternoon Program

The Lindsborg Farmers Union business association celebrated its Silver Jubilee with an all day meeting, Monday, February 5. Following the business sessions through the morning, at noon dinner was served in the Methodist church. Several hundred were in attendance. David Train, president of the McPherson county Farmers Union, is manager of the Lindsborg elevator. Henry Sundberg is assistant manager and bookkeeper.

In attendance were former managers: E. A. Johnson, the first, who started August 11, 1913, and gave the business its management through its first development period; Arthur Rasmusson, who followed Mr. Johnson in 1916, and continued until 1922 when Mr. Train entered the work. Mr. Johnson had the experience with high grain prices through the World War days, and the 1940 audience enjoyed hearing of such prices.

Carl Franz gave an interesting days, and how it happened that cooperative activities got started. With talk, telling of the pre-organization his speech notes, or without them, and with or without his spectacles, he held the attention of the big crowd.

Farmers Union 25-year membership badges were presented a large group. J. P. Fengel, president of the Kansas Farmers Union, made the presentation address.

Special music at the dinner was provided by the Smoky Valley instrumental quartet, the membership being Edward H. Johnson, Manfred Shogren, Harold Sundberg, Mrs. Leland Shields and Mrs. Bella Byrnes Johnson, accompanist.

PRESENT RADIO PROGRAM

Juniors Under Mrs. Olson Speak Over KSAL, February 7

Juniors of the McPherson county Farmers Union presented a 15-minute broadcast over the Salina radio station KSAL, Wednesday afternoon, February 7, at 4:15. The program had been prepared by Mrs. Charlies Olson, county junior leader.

Opening and closing the program was music, a piano trio, played by Misses Ida Mae, Ruth and Margaret Carlson, Marquette.

The question and answer discussion brought out the different activities of the Farmers Union junior work. Taking part, in addition to Mrs. Olson, were Ruth Carlson, Marquette; Bonnie Dee Gibson, McPherson; Gilbert Bengston, Lindsborg; and Burdette Larson, McPherson.

A. Drummond Jones, noted Discussion Specialist of the Bureau of Agricultural Economics, Washington D. C., will attend a series of Farmers Union meetings in Kansas through the week of February 26.

Farmers Union Jobbing Association Annual Meeting Banquet

The picture above was photographed at the banquet given by the Farmers Union Jobbing Association the evening of February 2, at the 26th annual stockholders' meeting, Hotel Continental, Kansas City.

Farmers Union cooperators enjoyed a dinner together after a full day of business reports and speeches in a well-planned, informational program.

Left to right, steated at the speakers' table are the following: E. H. Peden, manager of the Farmers Union elevator, Hilton, McPherson county; Roy Crawford, head grain salesman of the Farmers Union Jobbing Association; T. B. Dunn, secretary-manager of the Farmers Union Auditing Association:

Miss Esther Ekblad, director of junior education, Kansas Farmers Union; J. C. Gregory, president of the Farmers Union Jobbing Association, and general manager of the Osborne county Farmers Union Cooperative business association;

H. E. Witham, general manager of the Farmers Union Jobbing Association, St. Paul, Minn., principal speaker of the evening; C. McCarthy, manager of the Farmers Union Central Exchange, Omaha, Nebr.; John Vesecky, president of the National Farmers Union; and C. A. Ward, director of the Farm Security Administration, Lincoln, Nebr.

The Kansas Union Farmer

Rex H. Troutman ..... Editor

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

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KANSAS FARMERS UNION—Salina, Kansas, Room 311, Farmers Union Insurance Co. Building.

FARMERS UNION AUDITING ASSOCIATION—Room 308, Farmers Union Ins. Co. Bldg., Thomas B. Dunn, Secretary-Manager, Salina, Kansas.

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TYPOGRAPHICAL UNION LABEL SALINA, KAN.

SALINA, KANSAS, THURSDAY, FEBRUARY 15, 1940

Farmers Must Change System

It is certainly false economy for the farmer to rush his products pelmel to market to be placed upon the bargain counter where they are sold at whatever price the buyer chooses to dictate.

Something is wrong when farmers can get a higher price for a small crop of grain than they can get for a large crop of grain. We know there is such a thing as supply and demand but at the same time we also believe our system of marketing is at fault.

It is true that the change in harvesting and threshing methods has encouraged the rushing of grain to the market. The combine has made a lot of grain available for marketing each year within a period of a few days or a few weeks when the bulk of the crop moves to market.

We believe the time is coming when the farmer through his cooperative organization will feed his crops in a more orderly manner to the market and it may be necessary for large cooperative concerns, basked by ample finance, to store and hold these crops until they are needed and the market will absorb them. This brings us once more to the proposition of unlimited production. This is a problem that will also have to be worked out by the cooperatives as well.

We believe the cooperative movement can become very effective in marketing farm crops in an orderly manner. We believe that a solution of this problem will help not only the producer but the consumer as well. At present the organized buyers handle the farmers one at a time but when the farmers properly organize they will handle their own business. —Equity Union Exchange.

Let 'Em Drink It

We are quoting some interesting statements from an article in Readers Digest, January, 1940, taken from Fortune Magazine.

"Most Americans know that there is a milk problem. They know it because milk is continually in the news. They know that whereas the farmer gets between three and five cents for his milk, they are asked to pay from nine to sixteen cents for it. So farmers feel they are underpaid; housewives are sure they are overcharged. Both are correct."

The article then goes on to describe that the unionized milk drivers have raised heck with milk prices in the large cities. They are getting about four cents a quart for delivering milk. But the hand is writing on the wall, for there is a move to get the eastern housewife to buy her milk direct from the store and save the 4c. It will take time to educate the housewife but it is believed that it can be done. This will increase the consumption of milk and ultimately benefit the farmer.

The milk industry is bigger than the $2,000,000,000 automobile industry and the $2,800,000,000 meat-packing industry. Milk brings in the biggest single chunk of all farm income —19 per cent of all cash United States farmers receive. Obviously the milk business, because it is so big, affects our whole economy—an increase in the cash received by farmers for milk helps to stimulate industry, a decrease to depress it.

Large though the dollar dimensions of the milk business are, its measurements in human terms are even more significant. The great majority of Americans are not consuming nearly as much milk as they should for health and stamina. Dieticians estimate roughly that children should have a quart of milk a day and an adult at least a pint. By this consumption our per capita consumption of fluid milk would be about 250 quarts a year; actually it is only 170 quarts. Dr. Bundeson, president of the Chicago Board of Health, recommends a quart a day in his newspaper column; consumption in his city is only seven-tenths of a pint a day.

Milk contains the greatest assortment of nutritive substances of all single food materials, and constitutes the foundation upon which an adequate diet can most safely and most easily be constructed.

The cow and the hen consume relatively large quantities of green stuffs, separate the vitamin values from the roughage, and transmit in their milk and eggs a large share of the vitamin value to their young or to the human consumer in a highly assimilable form and accompanied by proteins, fats and mineral elements all of which are also in forms of exceptionally high neutrative value—Equity Union Exchange.

TRAVELOGUE
By J. P. Fengel

I attended the Oklahoma Farmers Union State Convention held at Oklahoma City, January 16 as an invited Convention guest from Kansas. As is the custom in Oklahoma, they did have a very large and fine convention. Among the visitors in Oklahome for this state convention were, National President John Vesecky, Glenn Talbott, president of the North Dakota Farmers Union, Peter Loran, president of the Texas Farmers Union, our friend M. F. Dickinson, president of the Arkansas Farmers Union and Morris Ericson, national board member.

National President Vesecky did himself proud in his address to the convention as usual. The speakers for the evening of the 16th were National Director Morris Erricson and President Glenn Talbott of North Dakota. The convention attendance was quite large and reported over 21,000 members for the state Farmers Union.

From the Oklahoma State Convention, I was to attend the annual stock holders meeting of the Bank for Cooperatives in Wichita on the 17th.

The attendance at this meeting was much smaller than one year ago, on account of the very severe cold and stormy weather, but, they did have a splendid meeting and the panel discussions were first class, and am quite certain those in attendance received much benefit from the discussions.

Tom Hall and myself represented the Farmers Union on the discussion panel, with Orville Servis, from Girard, Kansas, asking a lot of questions after the panel was thrown open to discussions from the floor.

From Wichita, I was supposed to make the trip to Baldwin City, Kansas for a stockholder's meeting of the Farmers Union Cooperative Mercantile Co. on the 18th, and although that was a very cold and snowy morning, I made the start for Baldwin by bus and after being stalled in the snowdrifts about four miles west of Peabody, came to the conclusion there would be no stockholders' meeting that day, so, abandoned the bus at Peabody and took the train back home and advised their Secretary Mr. George H. Butell, that it was impossible for me to get there for their meeting, in the event they were able to hold their meeting on that date.

In a few days I received the announcement that they did not have the meeting and requesting that I attend their adjourned meeting on Thursday, January 25th, which I did and found them right on hand in their Farmers Union hall, with the good Farmers Union ladies preparing a wonderful dinner for us.

Secretary Butell, was unable to attend this meeting, so did not get to visit with him. Baldwin is doing a nice business and their financial statement was good and they should be proud of it, which I know they are.

Mr. James Liggett is the president and in the absence of Mr. Butell they drafted Ralph Kline to serve as temporary secretary. I had the pleasure of another visit with our old Farmers Union friend Brother H. H. Ulrich, who no one thought I would recognize, not because he is so much better looking lately (for he is really handsome) but because he had visited the barber lately and when he left the shop, left his mustache behind him. But it would take more than that for me not to know him either at home or away from home.

I also met Mrs. P. M. Barkley, who advised me that she lived in my home town of Lincolnville fifty years ago and made inquiries about a lot of our pioneer families. I also made the acquaintance of Mr. W. W. Vaughn and had a dandy nice visit with him and found he was a man very much after my own heart and had about the same ideas that I have regarding the most important portions of our Farmers Union program.

I did enjoy this meeting in Baldwin so much and hope to return some time when the weather is not so cold and so much snow on the ground.

To K. C. Meetings

Owing to a misunderstanding I did not make connections with the last issue of the paper with any of my material, so you can have a double portion this time.

We started out with the first day of the month in Kansas City, where our Board was to be in session at various times during the Annual Stockholder's meetings of the Farmers Union Livestock Association and the Farmers Union Jobbing Association.

Our Board members were on hand with the exception of Director William E. Roesch, of Quinter, Kansas, who was detained at home on account of the illness of his wife.

The stockholders' meetings were well attended and every one seemed to be interested in the progress and successes of their terminal marketing facilities on the Kansas City markets.

Mr. Paul Steele, manager of the Farmers Union Livestock Commission Co., South St. Joseph, Mo., was a visitor at the Kansas City meetings and paid our Board a visit and before leaving left with us a nice little check representing the Kansas Farmers Union share of the non-stockholders' profts from the operation of the St. Joe house.

This was the first time to my knowledge that the manager of the St. Joe house has ever appeared before our Board so they could even get acquainted with him. We have splendid people in charge of our Terminal marketing facilities and it really is a shame that we do not get acquainted with them and patronize them, or rather our own business facilities in charge of our own hired men, like Paul Steele, St. Joe Mo., W. G. Bernhardt, Kansas City; L. J. Alkire at the Wichita yards, and Billy Acuff at the Parsons, Kansas market. We can patronize our own Livestock facilities so easily since we market our own livestock directly to the market and can have it delivered wherever we direct or deliver ourselves and when you do this job you can rest assured the boys will do a good selling job for you.

When it comes to grain, it's a little different, however, we farmers can and should be firm and make the demand upon the managers of our Farmers Union elevators that they ship our grain and make our purchases for supplies from our own Jobbing association, and let's not forget the hired men down there either, Harry Witham, Ted Belden and Harry Neath.

We met so many old timers at these meetings, as one always does, and it's a real pleasure to meet them, but, too many of them to mention separately, much as one would like to do so.

Big Lindsborg Celebration

On Monday the 5th, the Farmers Union Elevator Co., Lindsborg, celebrated silver jubilee, being in business for twenty-five years. Following the Annual stockholders' meeting they served dinner in the basement of the Methodist church in Lindsborg to the families of the stockholders and from all appearances there must have been between seven and eight hundred at the dinner and program before and after dinner. There were thirty-six of the original founders of the elevator present at the dinner and about that same number of Farmers Union members present to receive their twenty-five year service badges that had been members of the Farmers Union continuously all of these years.

The Elevator at Lindsborg pays the dues of their qualified stockholders in the Kansas Farmers Union and any present at this meeting would be forced to the conclusion, even against his will that the payment of the dues, keeping a well informed membership and the support of their Locals is one of the best investments the business can make and that it really does pay dividends and builds a real cooperative that is rendering wonderful service in that community.

From Lindsborg, I drove into Salina from there to Clay county, to be the invited guest speaker at a meeting of Four Mile Local, which is the really large Local of the county, having I think 124 members.

To Clay County

The weather was not good and most all the roads were filled with snow, even to the school ground, where they had to cut a drive in with a snow plow, but, they had a splendid attendance in spite of the roads.

It certainly is a pleasure to visit a local like this one, where they can have such music, sociability, entertainments, and be blessed with such capable leadership as one will find in this local community. Here, again, I find the Farmers Union is a family organization, with the young folks attending and taking their parts with their parents. I made many new acquaintances at Four Mile, since this was my first visit to this local and the second local in Clay county to extend to me an invitation to attend their local meeting, but I really appreciated an invitation and enjoyed every new acquaintance and the generous hospitality extended to me.

Following the adjournment, I was the guest over night of the president, Mr. and Mrs. Bert White in their home and believe me this was a real treat, too, for we were enjoying ourselves so much just visiting among ourselves that we almost forgot to retire at at all.

The Farmers Union ladies served a splendid luncheon after the meeting in the school house basement, which we men always do enjoy and appreciate so much. The social features of Four Mile are excellent and any one attending meetings with this group and not being able to feel right at home among them must be a strange sort of individual indeed as everybody makes a special effort to make you feel that way, by being friendly themselves.

I am anxious to return here again some time and hope I may. While in the county, I also met several of the leaders in some of our Farmers Union Locals in the county.

I called on Mr. Harold B. Swanberg and Wilbur Larson, of Lincoln Local No. 1506. Mr. and Mrs. Sam R. Stewart, Mr. W. B. Chestnut, Mr. Stanley Chestnut, the new Secretary of Four Mile Local and a young man Mr. Clyde Tipton, who is interested in establishing a Credit Union.

There were many more, but am unable to recall their names. While the past two weeks have been busy ones for me, I have really enjoyed every minute of the time and also the friends I have met and the new contacts one naturally makes among such splendid folks.

Neighborhood Notes

In Allen County

Owing to the terribly cold weather we held no January meeeting Our regular meeting for February was held the 1st, and the following officers elected:

President, Geo. Teague; vice president, Will Moss; secretary-treasurer, Mrs. Elsie Stewart; doorkeeper, Mrs. Ed McVey; conductor, Roy Stevenson.

Our stockholders' meeting of our F. U. Coop. Ass'n of LaHarpe will be held February 14 and I hope to see the members about their dues that day, enclosing five dues.

Mrs. Elsie Stewart
Secretary.

In Clay County

The following resolution was unanimously adopted at the regular meeting of the Lincoln Local No. 1506, Clay County:

"Resolved the Lincoln Local No. 1506 go on record to stay Farmers Union one hundred per cent, and send our dues to our state Union as in the past.

"Be it further resolved we send a copy of this resolution to our county president, our state president, and the state paper.

Harold B. Swanberg,
President
Wilbur Larson, Secy.
Jan. 30, 1940.

At Four Mile Local

At our meeting February 6 we passed a resolution which was printed in the Clay Center papers, and so am sending you a copy to be printed in the State paper.

I also want to state that Stanley Chestnut was elected Secretary-treasurer for the coming year at this meeting.

John H. Mugler,
Retiring Sec.-Treas.

Against Change from Union to The Guild

The Four-Mile Farmers Union meeting last night adopted a resolution opposing the transfer of membership from the Farmers Guild at a meeting of the organization last night. The vote was almost unanimous against the proposed change.

John Fengel, state president of the Farmers Union, was present at the meeting and gave an address on the work of the Farmers Union. However, it is said, he took no part in the passing of the resolution.

The resolution:

Whereas; it has been suggested by our county president; that the Farmers Union be abandoned and the entire membership of Clay county be transferred to the Farmers' Guild, Therefore be it resolved by the Four Mile Farmers Union Local No. 1128, which is composed of one hundred and twenty members, that we are not in sympathy with the suggestions of the county president; and do hereby reaffirm our alliegiance to the support of the State and National Farmers' Union; and do hereby declare our intention to continue our membership in the Farmers' Union, and the payment of our dues to the State Farmers' Union the same in the future, as we have done in the past.

And be it further resolved; that one copy of these resolutions be printed in each of the Clay Center papers, and one sent to be published in our State Farmers Union paper.

In Gove County

Result of our election of officers for Quinter Local No. 1095 is for last year's officers to continue for 1940: Norma Flora, president; John Starkey, vice president; and W. E. Roesch, secretary.

A FCA Resolution

I am sending you a Resolution which was unanimously adopted at our last regular meeting, for publication in the Kansas Union Farmer.

"With our memory still good on Secretary Wallace's fear for higher farm prices and his startled attitude last September when wheat prices started to leave the fifty cent level, we feel as preplexed at the transfer of F. C. A. to his department as if it had been placed in the hands of Chairman Marriner S. Eccles of the Federal Reserve Board.

"Low prices create delinquent N. F. L. borrowers; delinquencies are stepping stones to foreclosure and then—complete F. S. A. regimentation those who survive with a strong back and a weak mind.

"To the Farm Journal's last paragraph on page 11 of the February issue we beg to add two names as follows:

"Biggest of all questions is what F. D. Roosevelt, Henry Wallace, Al Black, M. W. Thatcher and John Vesecky had in the backs of their minds."

Merle E. Isaacson,
Secretary
Center Hill Local, 1147.
Randolph.

FCA System Is Wrong

The majority of farmers are very reluctant about doing their own thinking about this overwhelming farm mortgage business.

Probably the following recent newspaper item will help illustrate how and why the robbing of the farmers works so smoothly.

"A policeman robbed a suburban grocery store and then went home and changed into his uniform and started looking for the robber."

Likewise certain authorities in Washington are authorized to deflate our currency and credit (as in 1920, 1929 and 1937), hereby wrecking farm prices, income can't meet the operating expenses, distress in the family home and with the local banker.

While this robbery is uniformly spanning the continent, the same government authorities other "helping hand" set-ups to offset the evils of these robberies, thus we get F. C. A. and its associate set-ups.

Almost universal was the sentiment of the residents of the above suburb, that the need existed for having a policeman to TRY to apprehend the robber, but when these residents learned that THE CAUSE FOR THE ROBBERY had been removed from the governing police force, the need

(to next page)

Discussion Outline No. 3

The Problems of Tenancy

Methods Are Suggested for Tenants to Gain in Distribution of Wealth and Land Ownership

Obviously "the farm problem" is not one problem, but many. Chronic ills differ from region to region. Temporary ills are frequently manifestations of deeper maladjustments which pass unnoticed when "times are good" —when prices of farm products are comparatively high.

Several methods for encouraging and aiding farm tenants in the purchase of land and in securing just conditions may be mentioned:

1. Compensation for improvements. American common law does not allow the tenant any reimbursement for improvements. He therefor has no incentive to improve the farm he cultivates. Were our laws modified somewhat as England has altered her laws so as to allow compensation for (1) unexhausted improvements, (2) unreasonable disturbances of the tenant, and (3) damages to growing crops by acts of the landlord, and to provide for (4) conditions relating to fixtures and their removal, it would greatly improve the tenant's state, it is said. This, of course, should be done in a way to protect fully the landlord's rights.

Graduated Land Tax

2. Taxation of land values so as to discourage large land holdings and encourage home ownership. A graduated land tax has been backed by the Kansas Farmers Union for years.

3. Land settlement policies. This usually calls for state aid.

4. State land commissions. These are set up to aid and protect the prospective purchaser from fraud.

5. Reform of land transfer system. Our complicated and costly system of land record and transfer which is generally in force needs to be simplified. The Torrens system offers a solution.

6. Rural Credit. The widespread distress accompanying decreasing land values after 1920 was largely attributable to farm-land purchases and borrowings based on expected earnings that failed to materalize. A survey of farm real estate value movements since 1900 indicates the drastic nature of the changes that have occurred. For the country as a whole, average per-acre values more than doubled from 1900 to 1910, and by 1920 were three and one-half times those of 1900. Values declined following 1920, and by 1933 they were lower than in 1910. Values during recent years have again been moving upward.

The U. S. Department of Agriculture circular No. 548 on the Farm Real Estate Situation, issued in October, 1939, includes the following report on agricultural-credit, prepared by Donald C. Horton and E. J. Engquist, Jr.:

"The principal credit factors tending to exert a favorable effect on the farm real estate market in 1936, 1937, and 1938 have been the ample supply of credit at low rates and a tendency of lenders to reduce minimum equity requirements for borrowers on mortgage security. The present agricultural credit conditions are in sharp contrast with those prevailing in the years immediately following 1929 when unfavorable credit conditions had an adverse effect upon farm real estate values.

Low Interest Rates

"The Federal land banks have continued to offer farm-mortgage credit at 4 per cent, and the land bank commissioner at 5 per cent. In addition, the temporary rate of 3½ per cent has been continued, affecting the land bank installments maturing until July 1, 1940, regardless of contract rate, and the interest rate on commissioner loans has been temporarily reduced 4 per cent for all interest payments on installment dates occurring from July 22, 1937 to July 1, 1940.

"Individual farmers have benefitted from these lower interest rates principally in three ways: (1) Those who refunded their debts into Federal land bank and land bank commissioner loans usually contracted for a lower rate of interest than that formerly paid. (2) Farmers who were already borrowing from these federally sponsored agencies were benefitted by the temporary reduction of rates. (3) Farmers borrowing from private lenders were able to obtain loans at substantially reduced rates, especially in the high-rate territories where the competitive effect of the low rates of the federally sponsored agencies was most noticeable . . . .

"Less stringent requirements with respect to the minimum equity required of the owner as a safety factor for farm-mortgage loans have resulted in part from the desire of institutional and private lenders to dispose of farm real estate holdings acquired in satisfaction of debts. To facilitate the sale of such properties, small down payments are frequently accepted, leaving the purchasers heavily indebted in relation to sales price.

"The sale of farms with small down payments is encouraged by the legislation of 1933, which authorized land bank commissioner loans for amounts up to 75 per cent of the normal value of the farm. Formerly, funds available from federally sponsored mortgage-credit agencies had been limited to amounts up to 50 per cent of the value of the land, plus 20 per cent of the value of the buildings. Purchases of farms with small down payments are encouraged also by the provisions of the Bankhead-Jones Farm Tenant Act of 1937 under which the Farm Security Administration has entered upon a program of financial and purchase of farms by tenants.'"

Discussion Question

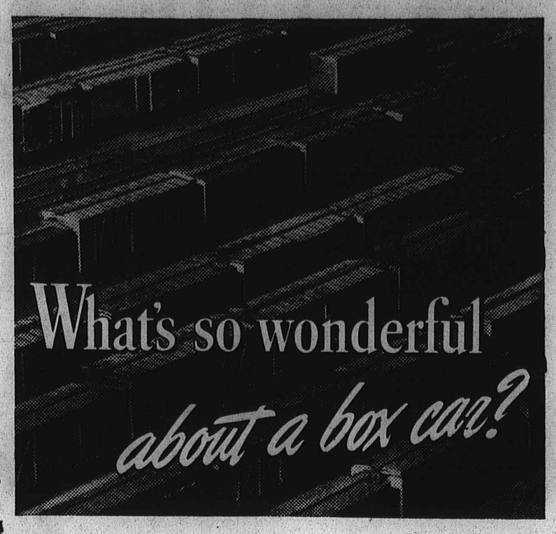
What Legislation Is Needed to Protect the Family-Sized Farm?

a. What improvements could be suggested to make personal taxation more equitable?

b. Has the Farm Credit Administration aided the tenant and indebted farmer?

c. Is the estimated value per acre of land in your community reasonably computed?

Reference Material: Public Pamphlets, "Farmers Without Land" 10c and "Saving Our Soil" 10c, Social Action, "Changing Rural America" by Ferry L. Platt, 10c; "Door of Opportunity," by Sherwood Eddy, 25c; telling of the cooperative farm in Mississippi, may be ordered from the Kansas Farmers Union. Other sources: U. S. Census Reports, Department of Agriculture Bulletins, Farmers Bulletin 1164, U. S. Dept. of Agri. "The Farm Lease Contract"; statistics available at the county Farm Security Administration office, and various school textbooks on economics and political and social economy.



MAYBE you've stood on a station platform recently while a freight train thundered by and thought, "It looks just the same as it did when I was a boy."

And you're pretty much right. Freight cars haven't changed much in appearance.

But don't let that fool you.

The average freight car can carry 8 tons more freight than the car of twenty years ago. It travels at speeds which compare with passenger schedules of that earlier day. And freight trains do more than twice as much work as they did then.

Every freight car in America can be used on every railroad—and is equipped with standard parts so that repairs can be made in any railroad shop—or by emergency crews anywhere.

That surprise you? You haven't heard anything yet.

The real wonder of these freight cars is what they do *en masse*.

There are some 1,700,000 of them in operation—and the railroads know the exact location of every one, every hour of every day, in the United States, Canada, Mexico and Cuba.

More than 100,000 of these cars are loaded every day at nearly that many different locations and consigned to nearly 100,000 different destinations.

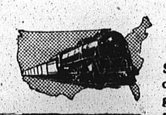
These cars are marshaled together into trains—hauled across the continent—run through classification yards—sorted and put back together in new combinations—until they reach their final destination—all with such precision that no one gives the whole process a second thought.

The measure of that smoothness is found in this fact—that *the railroads today could handle the all-time peak traffic—1929—with 350,000 to 400,000 fewer cars than they had then.*

All of which means that America has a railroad system to handle any *operating* problem that comes its way.

The only problem of the railroads is lack of earnings—and the best cure for that is a fair chance to earn a living and meet other forms of transportation on equal terms.

★ ★ ★ ★



A FAIR FIELD... NO GOVERNMENT FAVOR... IN TRANSPORTATION

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Start from your home town now on a Grand Circle Tour of the United States—east coast, west coast, border to border—go by one route, return by another—liberal stopovers—for $90 railroad fare in coaches—$135 in Pullmans (plus $45 for one or two passengers in a lower berth). Get the full facts from your ticket agent about the greatest travel bargain in history!

ASSOCIATION OF AMERICAN RAILROADS
WASHINGTON, D. C.

NEIGHBORHOOD NOTES

(continued from page 2)

for apprehending robbers IMMEDIATELY DROPPED DOWN TO NORMAL.

This time of the year it is indeed regrettable to read annual reports of P. C. A. and other similar set-ups which have farmers for their local directors and secretaries who are in turn selected by these farmers, give "glorifying reports of an increase of $2,500,000 in P. C. A. loans in the 9th F. C. A. district for 1939, thus indicating increased farm robberies (twelve to fifteen thousand farm foreclosures annually) and need for more of the above "helping hand," "successful farm aid," etc.

If such is the true desire of these farmers, then why don't they petition Marriner S. Eccles, chairman of the Federal Reserve Board to institute a deflation every three or four years instead of every eight years as in the recent past and the P. C. A. business will increase to even more "glorifying" heights.

EXTRA! For timely reading about the F. C. A. transfer and M. W. Thatcher's branch of the Farmers Union, please read pages 11 and 15 of the Farm Journal (Philadelphia) for February 1940.

Victor Hawkinson,
Riley County.

THE CLOAK ROOM
W. P. Lambertson

Observing strange bed fellows was an interesting sideline of Kansas Day.

T. R. Jr., always a conservative, was mixing medicine at Topeka for the liberal Dewey.

Another angle attracting attention was watching the struggling indecision between desire and duty on support of delegates.

Committeemen and women now envy the easily assumed neutrality of a candidate for office.

The native sons and daughters do preserve some of the original conception of Kansas Day.

The hot questions directed at me by Atchison H. S. pupils is evidence of youth's comprehension and concern.

Tully Bukey, 80, of McPherson Co., milled again Monday. He has been known to hitch his team at midnight and drive ten miles to fix a delegate.

Today in Washington, old and young made up a pneumonia line three blocks long to see "Gone With the Wind."

Laryngitis seems to be the prevailing wage.

The division of entomology can find nothing to stop jitterbugs.

Thirty years ago we were all het up over presidential primaries—now most anybody will do.

Jack Nichols of Eufaula called quota "kwoto" all afternoon, but made his amendment stick.

The New Deal has been the wet nurse to every group which comes crying for 500 million more.

To Communist-saturated American Youth Congress, Confucius say: Go home, saw wood, keep shirts, on, eyes open.

We grant more power to the President to blanket in to Civil Service 300,000 political appointees before the snow falls next November.

Prayers are in order for the Republicans trying for the Leavenworth P. O. and for a certain Santa Fe engineer shooting at our big four.

A year ago we hoped Russia would eat up Japan. Now we would give the Japs half of Alaska if she would bite the tail of the Bear. Mt. Vernon, what should we do!

In Appropriations during '33, we said to watch that the camel does not get his nose under the tent. Now we say, "Look quick, there goes the Coulee—TVA—Munitions tail."

Your Dollar
By Consumer's Union

1940 Automobiles

Don't pick your new car for performance only, advises Consumers Union. That engine which responds to feather-touch, or floats you up the steepest hill in high, is likely to deliver fewer miles per gallon than one which performs less ambitiously. And watch out also for excessive weight. Each extra pound costs more to run. Choose a light-weight car if you want the best combination of performance and economy.

High horsepower is a sales slogan meaning little to the average driver. At legal speeds, a high-powered car may have less usable horsepower than one with a lower rating.

These are a few of the conclusions voiced in Cu's 11-page ratings of the 1940 cars, featured in this month's Consumers Union Reports.

Auto Labor

Auto workers have made substantial wage gains through organization in the United Automobile Workers of America (CIO). But, the union states, the gains still do not provide an adequate annual income for the workers. Workers in the Chrysler plant (a union shop) average just $233 a year less than the government says it would take to give a Detroit family of four the ordinary necessities of life.

The auto companies pile up big profits even over a period including the depression years. Net profits of the 11 leading auto companies over the ten year period 1927-37 were $2,375,000,000. If auto workers had won that needed extra $233, there would still have been huge profits, and the circulation of the additional wage payments might have improved the nation's economic health.

Nearly all autos reported on by CU are union made. Ford continues to be bitterly anti-union and is on the CIO's boycott list.

Canned Spinach

Canned spinach can't equal the flavor of the fresh variety. But it's much less trouble to prepare, and cheaper at some seasons of the year. Among the best quality of the 40 brands tested by CU were: Co-op (National Cooperatives, Inc.), United, Good, Nugget, Premier, S &W.

We Told You So

This January New York City's Board of Health voted to abandon the two grade milk system, and set up only one grade. The decision marks a CU victory. In May 1936 and again in November 1939, Consumers Union told its members that there was no important difference between New York City Grade A and Grade B milk, no reason to pay 3 extra for Grade A. After almost four years the Board of Health has decided that CU was right.

Baked Beans

CU objects to the confusing sizes and shapes of the cans in which baked beans are sold. A quarter-inch difference in the can size here, an eighth-inch there, may not show up on the grocer's shelf. But it may mean an ounce or two less beans, less value for the money you have spent. Watch for the label weight when you buy beans and other canned foods.

Department of Agriculture graders rated for Consumers Union 21 brands of pork and beans, New England style, 34 brands of pork and beans with tomato sauce. The following were best values:

New England style: Co-op, S. & W, B & M.

With tomator sauce: American Home, Stokely's, Blue and White, Campbell's.

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"

LINCOLN

Upon him fell a heritage of hate,
And he, who loved the fields of rustling corn,
Took up the load; and then a thought was born—
A thought that soon would shake the walls of state
The dream was his, that government should be
Unselfish, open as the morning sun;
Unwearying, alert, lest wrong be done
To any man or child. No vanity
Of pomp or power could move him from his well
To serve the cause of truth in public life.
He bent him to his task; but in the strife
That noble form was felled. His foes could kill
The mortal man, they could not stay his dream—
Which, now, on darkened earth, casts far its gleam
—Thomas Curtis Clark.

YOUR LEADER'S MESSAGE
Ester Ekblad

Juniors Attend Annual Meetings

discussion conducted by co-op. managers, raa ht ftftft ftwawa wtwtf ftftfwo

The hearing of splendid reports on cooperative progress in 1940, informative speeches, and a pannel discussion conducted by co-ops, managers, together with attending a banquet, a breakfast discussion on education, and going on a tour, there was much for the Juniors and Leaders, who were in Kansas City for the Annual Meetings, to enjoy. Their reports will be proof enough that the trip was worthwhile.

We are sorry that all the Juniors who planned to attend the meetings had last minute hindrances, but we hope there will be another time. The Torchbearers and Torchbearer nominees of '39 were invited to attend as guests of the Farmers Union Jobbing Association.

No more here but be sure to read the reports.

A Breakfast Discussion

Cooperative education, pro and con, was the topic of discussion at the Saturday morning Breakfast, held at the Continental Hotel, Kansas City, February 3. Among the twenty-eight who attended were cooperative leaders, Farmers Union officials, FSA Supervisors, Junior Leaders and Juniors.

With the Annual Meetings of three leading Kansas Regional Cooperatives still fresh in our minds, there was no lack of ideas around the table. One question of immediate interest around our cooperatives. That is by no means a new question, but it couldn't be more important than it is today.

Mr. Youth Goes to Washington

This is not a Hollywood production but an actual true to life epic. So the National Citizenship Institute held in Washington D. C. February 9 to 12, was described.

In our nation's capitol representatives of youth organizations from over the country met to disscuss the problems confronting them as citizens of the United States. With Congressmen and government officials the youth delegates talked of problems related to education, civil liberties, jobs and peace.

It is not possible at this time to tell you very much about the Institute, but as the Farmers Union representative, I promise to share my experiences with you—to whatever extent words can do the job.

BIG DAY'S PROGRAM FOR FU JOBBING ASSOCIATION MEET

(continued from page 1)

of the credentials committee. Ralph Snyder, president of the Wichita Bank for Cooperatives, gave an address. He was followed by an address by C. McCarthy, manager of the FU State Exchange, Omaha, Nebraska. T. B. Dunn, manager of the Auditing Association, read his report for 1939. This was followed by a report of the general manager, H. E. Witham. T. C. Belden read the report of the manager of Merchandise Department, and George Bicknell gave a report of the new feed mill at Topeka.

The Panel Discussion

The main feature of the afternoon's program was a panel discussion on, "Factors which affect good membership relations in a local cooperative."

Tom Hall presented the question and asked Pat Nash, Ellsworth, the effect of the extent of business policies on membership relations. Nash said the effect couldn't be dtermined. Clarence Yocum, St. Marys, said, "Though many have every wish to follow strict business methods, cash and credit have their relation on business—you almost have to have some credit benefit."

Louis Vernon, Pauline, declared that a limited credit basis would be an improvement and a good thing for business." John Schulte, Beloit, agreed that is was a wise idea to limit credit. He said, "It gets the organization in the hole too often."

From actual experience, George Watson, Clifton, declared that their business had gained 35 per cent on a cash basis. He stated that it is the only way to succeed.

Continuing the discussion, Pat Nash said, "I think you can have a cash basis of you collect every month. I feel when you say cash basis, there are exceptions." Other speakers were, Jim Moore, LaHarpe; J. C. Gregory, Osborne; Merle Tribbley, Kellogg.

The discussion got rather heated toward the last and gave many helpful hints to leaders and managers to help increase the volume of their business organization.

The entire group of "Cooperators" met in the Continental Hotel for the annual banquet of the FUJA. The FUJA "Discorders" favored the audience with several numbers.

H. E. Witham was the chairman of the evening. R. D. Crawford, John Vesecky and Esther Ekblad gave short speeches concerning their particular line of work. The main address was delivered by Dan O'Connor, president of the FU grain Terminal Association, St. Paul, Minnesota. Various other introductions were made.

At the conference breakfast Saturday morning, Esther Ekblad, State Junior Leader, led a discussion on how to increase membership lists and build up better locals. Many leaders present were in favor of county and state institutes or schools, and camps. Projects and 'live wire' action will have to be taken in order to arouse interest for a farm youth movement.

Five Juniors, accompanied and guided by several leaders and friends, made a tour of Kansas City. We were taken through the board of trade building, the Nelson Art Gallery and the Kansas City Livestock Commission Company where we had dinner. We went back to the hotel and prepared to leave for home.

I most sincerely thank the Jobbing Association and the Livestock Commission for making this trip possible for me. I want you to know that I thoroughly enjoyed every moment of it. Thank you very kindly.

By Mrs. Merle Tribbey, Junior Leader of Kellogg, Cowley Co.

It was my privilege to attend the 26th annual meeting of the FUJA on February 2nd. I found this meeting to be most interesting and educational. While I have not attended any of these meetings previously it seems to me it was a great success. The manager, H. E. Witham, and the directors are to be commended for their faithful service and for the progress they have shown throughout the past year. The auditors and manager's report were very interesting and to me they showed wonderful results—results which can be obtained only through the perfect cooperation of the manager, directors, workers, and members of the cooperative. This is a splendid example of what can be accomplished through cooperative efforts of farm folks throughout the country. If all of our local coops could show records such as this, the cooperative movement would grow by leaps and bounds throughout the United States. I am proud that our own local co-op is a member of the FUJA and that we are all members of the Farmers Union.

The Panel discussion was both interesting and educational and I think it should be continued. The speakers for the program were all very interesting and Dan O'Connor, president of the Grain Terminal Association, gave the main address of the evening. His address was full of sound cooperative and economic principles.

Saturday morning a breakfast at the Continental Hotel, was enjoyed by some twenty of the leaders and juniors and others interested in the educational program of the Farmers Union. A round table discussion was entered into setting forth future plans for Junior and Adult educational work. At 10 o'clock the meeting adjourned and the Juniors and leaders were taken for a tour over the city. Points of interest seen were the Nelson Art Institute, FUJA main office and board of trade building, the FUJA warehouse, and the Kansas City live stock exchange. Those of us on the tour were luncheon guests of the Farmers Union Livestock Commission.

I certainly enjoyed attending this meeting and I wish to thank the FUJA for the lovely banquet and the many courtesies extended me while I was in Kansas City.

By Niles B. Gibson, of Scandia Local, McPherson County

The 26th annual meeting of the Farmers Union Jobbing Association was held Friday, February 2, 1940 in Kansas City, Missouri. A delegation of Junior Farmers Union members represented the Juniors from various parts of the state.

The morning session of the meeting consisted mostly of business, however we Juniors attended the meeting and were greatly impressed by the size and the amount of capital possessed by our institution.

In the afternoon session speeches and reports were given by the different departments of the Farmers Union. An informal panel discussion proved to be very interesting and educational, after which the business was taken care of.

The main event of the evening was a banquet sponsored by the Farmers Farmers Union Jobbing Association. Music was furnished by the F. U. J. "Discorders," a novelty orchestra which played an important part of the evening's entertainment. Group singing was led by the F. U. J. A. "Discorders."

The chairman was H. E. Witham, general manager, F. U. J. A. the welcome to Kansas City was given by R. D. Crawford, grain sales, F. U. J. A. Greetings from F. E. and C. U. A. was given by John Vesecky. The Junior report was given by our State Junior Leader, Esther Ekblad. The address was given by Dan O'Connor, president, Farmers Union Grain Terminal association, St. Paul, Minnesota. Mr. O'Connor told of the Farmers Union experiences in Congress. He also told of the Minnesota Farmers Union activities.

At a Saturday morning breakfast, educational probelms were discussed. The matter of increasing the size of our organization was discussed. After the discussion, the Farmers Union Jobbing Association sponsored a tour for the Juniors.

THE PRESIDENT'S MESSAGE

(continued from page 1)

nothing more or less than a dole and we farmers do not want a dole and never should be asked to accept a dole, since we are entitled to what is just and right in the way of returns for what we produce and the service rendered to society and humanity.

Our National Farmers Union adopted a legislative program at their last National Convention and I do believe every one of us should support that program to a man and give our National officers every ounce of our support, even though we might not be in entire agreement, with every thing there is in the program and if we are cooperators we will do so.

One of the reasons why we are in the situation we are right now is because we have not buried our differences and gone right along with the majority, so let us quit squabbling over minor things and if we do make mistakes, let us correct those mistakes ourselves, profiting by the honest mistakes we make next year.

The officers of the National and State Farmers Unions and the Commodity Committee members are all determined to get congress to discuss and enact into law most, if not all, of the National Legislative Program adopted at the Omaha Farmers Union convention; and they do need our undivided support and they must have it if we are ever to have a future for the farmers of today, or the farmers of tomorrow.

Let none of us forget, we must not only plan for the future, we must as farmers, make a uniform study of the causes responsible for our present plight and through such study and uniform discussions, we can and will through such study and discussions develop not only our own practical program for agriculture, but, we will also devise and develop our own remidies for many other problems that are just as vital and necessary as a living wage to industrial workers, or fair price for what we produce upon our farms, but we will never do anything different from what we are doing right now, or ever have anything very different from what we have right now, unless we have the stamina and the determination to do something ourselves for ourselves and our children, for as you know, "self preservation is the first law of nature" and we are guilty of our failure to make an intelligent approach to the use of that fundamental law.

One can scarcely read one of our daily papers, without being warned against some injustice that might be done to the consumers of this country, occasioned by an increase in the prices farmers receive for wheat, cotton, dairy products, fat cattle or higs, eggs or poultry, and while all of this propaganda is being spread, our farmers are losing their farms by the hundreds of thousands, because he is producing food and fiber at much less than actual costs.

We are also warned against the evils and dangers of an inflation of our money or medium of exchange, but, did you see anything in our daily papers suggesting the evils and the hardships we are all suffering because of the deflation we have experienced in our medium of exchange and the contraction of our currency and credits?

Who is anxious to tell the farmer, and educate him to the spread in prices between what he receives for a bushel of wheat and what the consumer pays for the bread made from that bushel of wheat, or the average spread between what the cotton farmer receives for a pound of cotton and the average price consumers pay for that pound of cotton when manufactured into cotton cloth?

No, that would be telling tales out of school and that sure would be naughty, besides that would interfere with the game of the billion dollar clubs of which we have now twenty-six in this country.

My only reason for writing these things, is to cause you to stop, look, listen, think, join the Farmers Union, join our study groups, know for yourselves the causes responsible for this unsatisfactroy, unbearable, and unjust condition, and when you have done this, we intelligently can, and we will if we cooperate together as a class develop our own program of self help, legislatively, cooperatively and justly, without working a hardship upon any individual or group of individuals engaged in legitimate enterprise.

No one is going to do a thing for us. George has refused to give us his time or energy.

We must do something for ourselves as farmers. The Farmers Union way is right and just, but, we must have your help as farmers and if you will do your duty, you may depend upon us to not forsake or betray that trust. Why not think about how much our cooperatives would help in soving our problems?

1940 CAMP QUALIFICATIONS

Juniors, Junior Reserves and Leaders planning to attend the Farmers Union Camp in 1940 must meet the following qualifications to be leigible:

Juniors

1. Need be Junior members in good standing and carry a Junior membership card.
2. Have attended not less than three Farmers Union Local or Junior class meetings.
3. Know the Farmers Union Creed.
4. Have completed three lessons in the Junior study topic selected for 1940.
5. Have given a 4-minute speech before an audience or submit some written assignment to the Local Leader. (Refer to the Writers' Project).

Junior Reserves

1. Need be Junior Reserve members in good standing and carry a Junior Reserve membership card. Ages of Reserves who may attend —14 and 15 years.
2. Have attended three Farmers Union Local or class meetings.
3. Know the Farmers Union Creed.
4. Have completed three lessons in the study topic selected for 1940.

Leaders

All local and county Junior and Juvenile Leaders may attend the camp. Older young people interested in leadership may attend upon the recommendation of a local Farmers Union president or secretary.

Exceptions

1. Juniors and Junior Reserves, who are members of locals not having active Junior classes may attend camp upon the recommendation of the Local or county Secretary.
2. Juniors who are members of locals having active Junior classes but who are away from home attending school or working may attend camp by completing some special work assigned by the Local Leader.

FARMERS UNION LIVESTOCK MAKES $4,535.07 in 1939

(continued from page 1)

Resolution No. 7

Resolved, that this meeting extend their appreciation to the management of the Aladdin Hotel for the use of the Roof Garden for this meeting and all other favors extended to us.

Resolutions commitee, Signed,
D. O. Wanamaker,
A. Neuenschwander,
W. S. Boehm

H. E. Witham, manager of the Farmers Union Jobbing Association, Kansas City, was called upon. He paid tribute to Mr. Bernhardt, and agreed with him that the cooperative trucking associations should be given consideration. "If we are going to get anything out of the future," he said, "we must make something out of it."

J. P. Fengel, president of the Kansas Farmers Union, linked the state organization with the business associations which handle the marketing function for the producer. He agreed that the trucking associations could be of real service in many communities.

Miss Esther Ekblad, junior director of the Kansas Farmers Union, was introduced, and she spoke a few words for Junior activities.

Paul Steele, manager of the Farmers Union Live Stock Commission Co., St. Joe, was a visitor, and was introduced.

Floyd Lynn, Lincoln, Nebr., of the Farm Security Administration now but formerly secretary of the Kansas Farmers Union, gave a short talk. He commented that farmers seem to be looking at problems in the face more than in past, and that more farmers are recognizing the services of their live stock agency, rather than emphasizing dividends.

John Vesecky, president of the National Farmers Union, was the final speaker of the program. "Quiet, determined, and able" he described the reports of Managers Bernhardt, Alkire and Acuff.

His advice to farmers was to "stick" by what production is best suited and adopted to the individual farm. Changing production as styles change only results in farmer competing against another class of farmer, he explained. He encouraged western Kansas farmers to enter into live stock feeding when possible. "The buffalo grass in Western Kansas is ideal for stockers and feeders."

An interesting point of his talk was the increasing margin taken by the packer of live stock. In 1913 the farmer received 80 per cent of the retail price paid for meat, while in 1938

(continued on page 4)

Good Sales Will Bring You Cheer!

The money you save by selling your live stock on the open, competitive market will enable you to buy many of the fine things you have been wanting.

The Farmers Union Live Stock Commission Company has salesmen who have your interests at heart. They're your hired men, and are always at your service.

"YOUR OWN FIRM"

FARMERS UNION LIVE STOCK COMMISSION CO.
Kansas City--Parsons--Wichita

"Life Begins in '40"

For KFU FLOUR

KFU fancy patent all purpose flour will be available to all KFU members, through their local dealers, after January 15. You can bake bread, rolls, biscuits, layer and angel food cakes and finest pastries with equal success with the new KFU flour. This is possible because it is milled from carefully selected wheat, it has tender elastic gluten, is diastatically balanced and is so fine that every particle must pass through a silk cloth mash containing over 16,000 openings per square inch.

On the back of every bag, made of the finest quality toweling, you will find this printed guarantee:

"Use this entire sack of KFU fancy all purpose flour and then, if for any reason, you are not entirely satisfied, return the empty sack to your dealer and he will cheerfully refund the full purchase price.

"Regardless of what brand of flour you have been using, we guarantee KFU fancy short patent all purpose flour to give as good or better results, in any of your recipes."

Ask your local dealer for KFU FLOUR, the new flour milled especially for KFU housewives from the finest quality Kansas hard wheat.

DISTRIBUTED BY

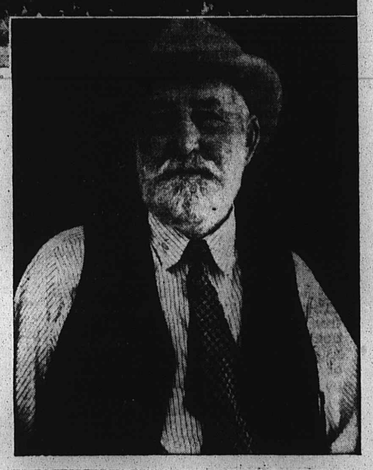
Farmers Union Jobbing Association

KANSAS CITY TOPEKA

A Safeway Farm Reporter Interview

I wish you Kansas farmers could have been along when I visited...

THE LAND OF THE SMS



A. J. Swenson, old time cattleman, is general manager of the big Swenson Land and Cattle Company, with headquarters at Stamford, Texas. His son, Bill Swenson, is assistant general manager and another son, Rudolf, is active in keeping the Swenson herd in condition. Any Texas cattleman will tell you this Swenson outfit is one of the best operated and most successful in the whole Southwest. About 11,000 breeding cows and 850 herd bulls roam the 350,000 Swenson acres. They carry a brand famous since Texas longhorn days — SMS, with both S's reversed. A. J. Swenson is as active today as a youngster. He has been a director of the Texas and Southwestern Cattle Raisers Association for over 15 years

"We cattlemen give Safeway credit for doing a fine selling job on quality meat," A. J. Swenson told me. "Advertising that helps to increase beef consumption is something all cattle producers need and appreciate — and we get it all year-round from Safeway"

By a unique mail order system the Swensons ship annually over 4500 head of Hereford calves and yearlings on cash sale to feed-lot buyers all over the corn belt, and as far away as New York and West Virginia. SMS cattle have such a fine reputation buyers order them sight-unseen, and seldom come to the ranches. The Swensons give every buyer the full strength of production — never ship selected loads. Re-orders are regular

SOME OF A. J. SWENSON'S VIEWS...

ON PRODUCTION: "For the past 5 years we've had a 95% average calf crop, the result of keeping our breeding herd in top condition. We don't sell any heifers until we've selected the top-end for replacement in our own herd. And we cull deep, weeding out barren cows as fast as we find them.

"To each breeding cow we provide 20 acres of good pasture and never allow our animals to get too thin. We set a limit of 16 cows to the bull. And finally, to improve our line, we keep on the lookout for outstanding pure-bred Hereford bulls. We gladly pay a price for them.

ON MARKETING: "To hold our customers we know we have to give them cattle that are right in uniformity, quality and weight.

"And as I see it, Safeway and the other chain stores work on this same principle. They give folks something they want — good quality foods at a money-saving — and still pay the producer his full market return. I say that's sound marketing."

H. E. Witham Gives Manager's Report of Jobbing Ass'n

Bring Detailed Information Before Stockholders of Big FU Terminal

Annual Report of H. E. Witham Secretary and General Manager, Farmers Union Jobbing Association. Delivered at Kansas City, Missouri on Friday, February 2, 1940.

Again we have passed another milestone in the history of the Farmers Union Jobbing Association—this being our twenty-sixth annual meeting of stockholders. It seems but yesterday, instead of a year ago, that we held our twenty-fifth annual meeting and celebrated our Silver Jubilee. This quick passing of the days and the months reminds us that time does not wait on any of us, that we must be up and doing every minute and on the alert, or opportunities will pass and perhaps never return.

In the year just past we did not handle as large a volume of grain as in 1938, which was the peak year in the history of the organization, nor were we able to make as great a saving for our members. In view of existing conditions, however, I believe that we did make a very creditable showing, as we added a saving of $53,681.97 to the previous total of over half a million dollars which farmers have earned for themselves by patronizing the Association since I came to you as manager in 1927. Certainly 1939 will be marked as a year in which we advanced notably—one in which we added to our facilities and increased our services.

We are now in a position to furnish a more complete farmer-owned grain marketing service than at any time during our quarter of a century of progress. On May 5, 1939, we purchased a terminal facility at Topeka, Kansas, and it was filled in the first ten days of the July wheat movement. This facility has long been needed in the marketing of your grain, but the opportunity did not present itself before in a way that the directors felt sure of their position the coming months, and its storage capacity increased to one million bushels in time to care for the 1940 wheat crop.

Also in 1939, we built a modern feed mill in the big brick warehouse which adjoins the Farmers Union Terminal Elevator at Topeka. The Association now will be able to supply all its members with KFU and Union Standard feeds manufactured from their own grain at their own cooperatively owned mill for the first time in the history of the organization.

Big Grain Volume

With the exception of 1938, our grain volume during the past year was the largest on record. At Kansas City and Topeka, we handled 9,092,127 bushels of wheat, and our Salina office handled 974,836 bushels of wheat, making a total of 10,066,963 bushels of wheat. Included in this total is 1,682,854 bushels of wheat handled for Equity Union Grain Company. We also handled 146,315 bushels of corn, and around 100,000 bushels of other grains, such as oats, rye, barley, kafir and milo.

The following comparative statement of cars settled for our members during the last seven years shows clearly that we maintained the support of our members in 1939, for many of our members are in territories where the crop was considerably short:

1933, 2587; 1934, 2440; 1935, 2067; 1936, 4440; 1937, 4801; 1938, 7744; 1939, 5599.

The above figures do not include any cars we handled for Equity Union Grain Company.

Our list of grain patrons change considerably each year, some go out of business, others join with larger neighboring organizations, and still other organizations lease their facilities to old line grain dealers. The table below points out the fact that we continue to add to our list of grain patrons each year, in spite of these changes. As over seventy of our member associations ship us from 90 per cent to 100 per cent of their grain, the following table also clearly indicates there there still is room for an increase in the percentage of grain marketed cooperatively after it leaves the local farmers' organization.

	1936	1937	1938	1939
xTotal Grain Patron Organizations	106	121	156	160
Average Per Cent of Business Given FUJA	67%	61%	64%	64%

xFigures include only the number of organizations—not shipping points.

Financed Elevators

It is a source of satisfaction to me to know that our financed elevators again have completed a successful year. The total volume of grain purchased by our financed elevators during 1939 amounted to 3,369,709 bushels or about 2,000,000 bushels less than in 1938. There were nine stations which purchased over 100,000 bushels as compared to 14 stations in 1938. This decrease in total volume is due to so much wheat being pledged for government loan, and also to the fact that a number of our financed stations are located in the territory where the crop was extremely short.

Since there was a large amount of storage grain handled during the past year, the settlements for storage grain purchased involves deductions for storage, insurance, and other items, it would be impossible to determine the exact figure as to the total gross profit made by these stations as actual margin without combining the local stations' wheat accounts with ours. Our observation has been, however, that the managers who watched their buying margins and properly graded and discounted their grain obtained very satisfactory results from their operations in 1939.

In comparing the financial position of many of our financed stations now with when they first entered into the finance agreement, it is interesting and gratifying to note that they have consistently strengthened their position. I am positive that a great portion fo this success can be attributed to this sound, nonspeculative method of handling their grain.

Wheat Loans

We made 670 individual wheat loans this past year, as compared with 438 loans in 1938. Due to the amount of work involved in taking care of these loans, they were handled with scarcely any profit to the Association. We feel, however, that we rendered a real service to the farmers in being a Lending Agent and making these loans direct to the farmers. Of the original amount of grain on which

we made loans, approximately 570,000 bushels is still in store in Kansas City. Had this all been sold and settled during 1939, it would have increased our savings for the year by about $2,900.00, even if the grain had sold under a dollar a bushel, and by twice that amount if the price had been over a dollar.

Merchandise Department

The volume of business handled by the merchandise department during the past year shows a substantial increase and its net profit also shows an appreciable increase. With our new feed mill and warehouse at Topeka, we should be able to show an even greater increase in both feeds and supplies during 1940. With distribution points at WaKeeney, Topeka, and Kansas City, we will be able to improve our service to our dealers considerably.

Although farm conditions in the WaKeeney territory have been unfavorable during the past year, we were able to give our members in that community an important service by operating there. Our circle of customers at that point widens each year.

We are getting a fine start at Topeka with the new feed mill. It is very gratifying to report that the approval of this new activity by our member associations is practically unanimous. Many managers have shown their approval and interest by ordernig stocks of our new KFU and UNION STANDARD feeds. Some of these orders have come from dealers who had not worked with us on commercial feeds until now. While this interest is decidedly encouraging, we must not lose sight of the fact that it will take a lot of hard work and the loyal support of our members to put over this feed program. Farm cooperatives enter into the production of feeds for but two reasons—to assure their farmer members of quality feeds, and to secure those feeds at a lower cost. Feeds at your new mill will be made from tested formulas and only the best of ingredients used in their manufacture. They will be of a quality to meet any competitive brands and, with the volume of business expected from our members, we will be able to manufacture them at a savings which will be reflected in the price of the feeds. Visit the new feed mill at your next opportunity, and join with other members of the Association to make of this new activity a successful and economical service to farmers.

During 1939, your merchandise department handled 292 cars of feeds, 26 cars of steel and wire products, 7½ cars of Anaconda fertilizer, 3 cars of molasses, 12 cars of flour, 411 cars of coal, 2 cars of peat litter, and 20 twenty-ton cars of binder twine — making a total of 773½ cars of supplies exclusive of petroleum products. Sales of petroleum products through the Association also increased during the past year.

In addition to the above named products, we enjoyed a nice volume of business on paint, cod liver oil, grain bins, steel tanks, spray, stock dip, grainfume, bulk and filling station equipment, linseed oil, turpentine, anti-freeze and other miscellaneous items.

Nearly every year it seems necessary to discontinue some lines of merchandise and add others. In 1939, we discontinued handling household electrical appliances, and added Jersee Balancer, fertilizer, a line of shovels, spades, forks, and other farm tools, grainfume, tires, and batteries. Farmers are asking their local cooperative business organizations for more of these latter items, and the business organizations will, in turn, expect us to supply them with their requirements.

New Feed Mill

The new feed mill is YOUR FEED MILL—you own it and operate it, and it is one of which you may be proud. For that reason, we believe that you will be interested in the following complete description of the mill and the machinery which has been installed.

It is located in the northeast corner of the Topeka warehouse and measures 23 feet by 23 feet, having a working floor space of approximately 530 square feet, and is 48 feet high. This feed room is designed to take a minimum of space and still leave ample room for operation, and its compactness eliminates a great deal of labor demand. The construction of the building above the fire wall of the present warehouse is of tile.

In the basement, under the work room floor, we have installed a hammer mill powered by a V-belt drive using a 40 horsepower motor. All feed going through the grinder is by gravity flow over a magnetic separator which eliminates all possible hazards of trap metals entering into the hammer mill. On the work floor we have installed a one-ton vertical mixer, the very latest type of California Pellet Machine, and a floor-level scales. Installed on the floor above the work room is an Eureka corn cutter which has a capacity of 2,500 pounds an hour. It is fed by gravity flow from an overhead bin to the cutter which makes four grades of cracked grains that are directed to individual bins on the first floor where the various products are sacked.

The overhead ben, with a capacity of approximately 1,500 bushels is divided into six bins, five of which are spouted to a manifold directly above the platform scale. All grain that is ground is weighed into a hopper-bottomed cart which feeds directly into the hammer mill, thus avoiding any further handling by the operator of the mill.

The California Pellet Machine is of the new horizontal type, which has been developed by the California Pellet Machine Company, and has a capacity of about 4,000 pounds of pellets an hour on the 3/16 inch dye, which is the egg pellet size; and about 3,000 pounds an hour through the 3/32 inch dye, which is used in the manufacture of chick pellets. The volume through the larger sized dye is in about the same proportion and increases as to the size of the larger dyes. To insure complete conditioning of the pellets, we have installed a louver cooler, which is 15 feet long, extending from the top work floor to the ceiling of the lower work floor. It is enclosed on three sides by screen and on the fourth side is covered with an airtight jacket. A centrifugal air pump draws air through the stream of pellets as they work down through the louver cooler at about 3,000 cubic feet a minute. After the pellets have gone through the cooler, they pass over an eccentric which shakes out the fines and misshaped pellets and returns them to the pellet machine for repelleting. The finished pellets pass over the screen and into the sacking spout.

We have installed ammeters to the motors to drive the hammer mill and pellet machine so that the operator of these machines can tell instantly whether he is getting full capacity through the machine for the minimum cost of power without overloading the machine and increasing the cost of operations. Under ordinary conditions, and operated by two men, this mill will easily manufacture ten tons of commercial feeds in eight hours.

Finances

You can readily understand that when we added the terminal facility at Topeka it took additional funds to operate during the peak of the movement. I am glad to report that we had no trouble whatever in obtaining the necessary financing from the Wichita Bank for Cooperatives. We hope that this pleasant and friendly relationship will continue, and I am sure that it will as long as we keep the organization on a sound financial basis.

Board of Directors

The board of directors and the management have worked very harmoniously together this past year. The expansion program we entered into was considered from every angle by the full board of directors before we went ahead with it. It is gratifying to me, as your manager, to have a board of directors who weigh these matters very carefully and are willing to take some responsibility.

Employees

I cannot speak too highly of the employees of the Farmers Union Jobbing Association. I am sure that each one of them likes his work and gives to it his very best thought and effort. We have several employees in the organization who can do anything there is to be done—and by that I mean that they are men who are fitted by their ability and experienve to even take over the general management of this organization should the time come when they are needed for that task.

Our representatives have taken part in many annual and local meetings during the past year. A feature of some of these meetings has been the showing of slides which picture the movement of wheat from the field to the terminal cooperative where it is sold, and also slides on the new cooperative feed mill at Topeka.

Local resale work with the managers of our cooperatives has also been a part of our field activity. Our representatives in the merchandise department stand ready to serve our members in any way they can, and are particularly anxious to help you with your local merchandizing programs.

Suggestions you may have in regard to ways in which we might improve or add to the services of our personnel are welcomed at any time.

In Appreciation

During 1939 we had the same fine, friendly relationship with Equity Union Grain Company that has continued through the years of our close association. We certainly appreciate the splendid cooperation of the manager and the entire board of directirs. We sincerely hope that this fine relationship will continue, for we know it is for the benefit of the farmer.

Besides expressing our appreciation of the very pleasant association with Equity Union Grain Company, we want to add a word of thanks to the Extension Division of the Kansas State College, the Kansas Farmers Union and its official publication, the Kansas Union Farmer, the Farmers Union State Exchange, the Farmers Union Grain Company, the Westcentral Cooperative Grain Company, the Colorado Seed and Bean Association, and the Farmers Cooperative Commission Company. We are always happy to work with other farm groups and farm cooperatives, and have tried to return their cooperation and friendliness in a like measure.

Conclusion

As the months have rolled by we have done our best through bulletins and letters from the office, through our fieldmen, and through the pages of the state Farmers Union paper, to keep our members informed on market conditions and prices as well as on our activities and accomplishments. It has been a busy year, but I have enjoyed every minute of it. I have given the work my undivided time and attention, and my very best efforts. Before closing, I want to add a word of appreciation for my many, many friends from whom I have had wise counsel and who have played their part in whatever success I have had as your manager.

Overshadowing the expected short 1940 wheat crop in Kansas, is the fact that with larger terminal facility, our new feed mill, and the added merchandise distribution at Topeka, we will be able to give the farmers more complete grain marketing and supply buying services. Because of this, and because of the continued loyal support of so many of our members, we look forward enthusiastically to another successful year with your cooperative.

Farmers Union Livestock Makes $4,535.07 in 1939

(continued from page 3)

he received only 62 per cent. The live stock commission is approximately 1.28 per cent, according to Mr. Bernhardt's earlier computation. The packers used to take pride in publicizing that they used everything but the squeal, and his figures had only to do with the meat edible values.

Some one asks how long they are going to continue saying "wagon wheat" in quoting local elevator prices. It's surely time to assume that the motor truck has come to stay.—Conway Springs Star.

Political Speech Turns to Trade Agree't Program

Pre-Election Session Gives Too Little of its Attention to Big Domestic Problems

By Farm Research

By mutual consent of both parties, the heavy political oratory is expected to center on reciprocal trade agreements at this session of Congress. A continuous and heavy drum barrage is expected to continue throughout this pre-election session, to be interrupted only if farm pressure for the income certificate plan or for other changes in present programs forces a revision of plans.

The farmers of the United States get 93 per cent of their income from the domestic market and only 7 per cent from the world market. Yet, paradoxically enough, Congress is now devoting 93 per cent or more of its farm oratory to reciprocal trade agreements and 7 per cent or less to domestic problems.

The Republican chieftains are still unable to formulate an agricultural program, though four separate committees have been working on this task. In the Democratic camp, Wallace has endorsed the income certificate plan, originated and developed by the National Farmers Union, but the rest of the party's high command has yet to reach a decision.

Comparison of U. S. Exports to Trade Agreement Countries and Other Countriesx
(In Millions of Dollars)

	Aver 1934-35	Aver 1938-39	Per Cent
T. A. Countries	$694	$1,114	plus 61
Other Countries	897	1,162	plus 40
Total	$2,011	$2,818	plus 40

xDecember 1939 not yet available; hence all figures are for first 11 months of each year.

A glance at the figures on foreign trade shows the complete absence of any basis for statements charging the trade agreements with ruining our foreign trade. Morever, no factual basis can be found for the charge that the trade agreements have caused a flood of farm imports.

After the drouth of 1936 our farm imports continued to decline and are now down to the level which precailed in 1934 and 1935 before the trade agreements program had got under way.

Despite the charge that heavy cattle imports have resulted from the agreements, a check-up shows that cattle imports amount to only one per cent of our annual slaughter. In fact, they cannot amount to more than 1½ per cent of the U. S. domestice slaughter since a quota is placed on the number admissible.

Return to "Log-Rolling"

No evidence has been attempted by any Congressional debater to show that the earlier log-rolling method of fixing tariffs gave the farmers a better "break" than the present system. The high tariff walls set up by the Fordney-McCumber Tariff Act in 1922 and increased further by the Smoot-Hawley Tariff Act in 1930 succeeded only in provoking retaliatory measures against the sale of U. S. farm products in foreign markets.

Regardless of political folderol to the contrary, the record shows that last year's farm imports were only one-half as large as the average annual value of farm imports during the entire decade of the Twenties.

War, and not the reciprocal trade agreements, is now the important factor affecting world trade. Thus, exports of aircraft, machine tools, metals, and petroleum products show an increase of nearly 100 million dollars for 1939 over 1938, whereas foodstuffs and tobacco have been elbowed out of the export picture.

In the face of the present war, with shipping as precarious as it is now, the alleged danger of heavy farm imports coming into the United States seems particularly remote. Even in 1938, before the war had broken out, however, the American farmers were supplying 93 per cent of the total domestic market as compared with 90 per cent in 1929.

CLASSIFIED ADS

Per Word, 1 Issue..... 3c
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FOR SALE—TRACTORS

15 Cat, good condition $345. 20 Cat, fair condition $245. 30 Cat, new sprockets and barrels, $145. Cash prices, no trades. Also forage seeds all kinds. Write for prices and samples.—Stafford Hardware Company, Stafford, Kansas.

CERTIFIED, Frost-proof Cabbage and Onion Plants. Cabbage, all varieties. Parcel Post Prepaid. 200, 65c; 500, $1.00; 1,000, $1.75; Express collect 2,500, $2.00. Onions, all varieties, Parcel Post Prepaid, 500, .60c; 1,000, $1.00. Express collect, 6,000, $2.00. Prompt shipment. Safe Arrival, Satisfaction guaranteed. Catalog Free. Union Plant Company, Texarkana, Arkansas.

LOOK OUT FOR FIRE

G. W. Bushby Warns of Common Fire Hazards

An unusual number of fires have occurred the past few months, in city and on the farm, and the low water level in the ground has something to do with it, in the opinion of G. W. Bushby, president of the Farmers Union Mutual Insurance company, Salina.

"Flues have settled as a result of the lowering water level, making them defective," he explained. "To my mind this settling has resulted in one of the chief causes of fires. The flues need be checked, and if settling has occurred, they need to be supported."

The sodium chloride treatment for bindweed has caused other fires, he reasons. "This is very highly inflamable. Even the sun's rays will set it afire. As a vapor it can be gathered with hay, taken into the hayloft, and be set afire through a sunray or a little friction somehow."

"Extreme care should be exercised in handling the bindweed treatment," he cautioned. "It is even explosive."

Attend your Farmers Union local meetings.

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Hemorrhagic Septicemia Bacterin	.06 per dose
Anti-Hemorrhagic Septicemia Serum	1.80 per 100 cc.
Mixed Infection Bacterin	.06 per dose
Pig Scours Bacterin	.06 per dose
Hog Worm Oil	7.00 per gallon
Worm Capsules	.02½ and .03½ each

MIXED INFECTIONS IN SWINE

Anchor Mixed Bacterin (Porcine)	6c per 5 cc. dose
Syringe for Administering (10 cc)	$1.15 each

FOR CATTLE

Blackleg Bacterin	$0.07 per dose
Hemorrhagic Septicemia Bacterin	.06 per dose
Anti-Hemorrhagic Septicemia Serum	1.80 per 100 cc.
White Scours Bacterin	.06 per dose
Keratitis (Pink Eye) Bacterin	.06 per dose
Mixed Bacterin Bovine	.06 per dose
Abortion Vaccine	.40 per dose

FOR HORSES AND MULES

Encephalomyelitis (Sleeping Sickness) Western Type "Chick" Vaccine. One complete treatment of two 10 cc. dose bottles (NOT RETURNABLE)	$1.50
Hemorrhagic Septicemia Bacterin	.06 per dose
Anti-Hemorrhagic Septicemia Serum	1.80 per 100 cc.

FOR SHEEP

Hemorrhagic Septicemia Bacterin	.06 per dose
Mixed Bacterin Ovine	.06 per dose
Anti-Hemorrhagic Septicemia Serum	1.80 per 100 cc.
Worm Capsules	.02½ and .03½ each

FOR POULTRY

Mixed Bacterin Avian	.01½ per 1 cc. dose
Stained Pullorum Antigen, B. W. D Test	$1.50 per 100 tests 4.80 per 500 tests
Anchor Elastic Worm Capsules	.01½ each
Kamala-Nicotine Tablets	.00¾ each

FOR DOGS

Rabies Vaccine	$0.50 per dose

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