



## PLAN STATE-WIDE FARMER UNION BOX SUPPERS

### Have Radio Hook-Up With "Fun and Funds" Program

National President Patton Will Speak Over Kansas Stations—Farmers Union Will Be Boosted and Local Entertainment Enjoyed

By President E. K. Dean

How would you like to enjoy a good, old-fashioned box supper? I am convinced Farmers Union people throughout the state favor the idea, and we are planning to have different communities over the state set their box supper date for the same evening, late in April, and President James G. Patton of the National Farmers Union will add to the evening's program by a message by radio hook-up, bringing to us a speech on the Farmers Union National Legislative Program. This short radio program should make us feel the greatness of our Farmers Union; we would know that people in other communities, really throughout our nation, are thinking and fighting for Agriculture through our Farmers Union.

The great amount of work for a local box supper, of course, would need to be done by local people, developing local enthusiasm and attendance. I can simply urge you to take part, joining in the fun, helping to boost interest in our organization.

The program of holding Farmers Union box-suppers was named "Fun and Funds" by Mrs. Helen Denney of the Farmers Union Jobbing Association. The funds derived from the program would be divided between the State organization and the Local Union, it is planned, and would be used for the purpose of carrying on our educational and organizational program.

For some time there has been much thought given the idea of holding a State-wide box supper. It was discussed at various times with many different local and county leaders, and after finding that practically every one was highly in favor of the idea we began to give it serious consideration. The suggestion was taken up with the state directors at their regular meeting in Kansas City, and they in turn decided to go ahead and try to work something out. Last week-end we held a conference of many of the employees of the Farmers Union State wide business organizations, David Train, Lindsay, Secretary of the Farmers' Union Managerial Association, together with representatives of the State office and the State office for the purpose of making the final decision and to make plans for the publicity and the arrangements.

After much discussion some tentative plans were made; these will be announced in the next issue of this paper at later dates, also through the news and information bulletins of the Farmers Union Jobbing Association and many local cooperatives.

**Part of Educational Job**  
The general idea is to have every Farmers Union local in the State hold a box supper on the same night; if they don't hold one in their own local, to combine their efforts with some other local to hold one jointly. Also for our co-operative business organizations, where there are no Farmers Union locals at present or where they are inactive, that the business organization hold a box supper as a social event. In this manner the business organization can help in carrying on the State-wide educational and organizational work that the Kansas Farmers Union is doing.

Each Farmers Union local or business organization holding a box supper will be asked to register with the State organization showing the intention to hold their box supper and the general program planned.

The Headquarters Local at Salina was the first to begin a box supper in connection with the State wide program. From this local we will have a radio broadcast, the highlight of this broadcast will be a talk by our National President James G. Patton on the National Farmers Union and legislative program and its importance to the future of American Agriculture.

There are numerous plans being considered that will add to the enjoyment of the evening. Watch the Farmers Union paper for further report of the program for the evening.

The exact date has not yet been set definitely, however it will be during the last week in April. The exact date and the time of the radio broadcast will be announced at a later date through the Farmers Union paper.

We urge every local officer of Farmers Union locals to hold their general plans now to hold a box supper in their local; also every one is urged to start making their plans to attend one of these box suppers and enjoy a good Farmers Union evening with your friends and neighbors.

Watch for further development on this program.

### NEW NEBRASKA PRESIDENT

Chris Millus Elected—H. G. Keeney Retires After 16 Years in Office

Chris Millus is the new president of the Nebraska Farmers Union, elected at the annual convention February 13. He succeeds H.



A CHECK FOR \$10 was presented by Wilson Hahn, secretary of the Cowley County Farmers Union, to Esther Ekblad, state junior director, for the Farmers Union Legislative Fund. Merle Tribbey, Kellogg, president of the Cowley county organization, looks on. The picture was taken February 22. This contribution is the first received for the Legislative Fund.

### Ellsworth Meetings Prove Enthusiastic and Valuable

Have Good Attendance Despite Opposition of Snow, Cold and Bad Roads—E. K. Dean Tells of FU Cooperative and Legislative Program

By P. J. Nash  
Farmers Union enthusiasm was revived in Ellsworth County to a considerable extent during the past week. The Farmers Union State Organization and the Ellsworth County Farmers Union Local co-operated in a series of meetings covering a large portion of the county.

The meetings were held on schedule despite the opposition of snow, cold and bad road conditions. Monday night, February 24, President Dean and Esther Ekblad had the pleasure of addressing a schoolhouse full of the members of the Walnut Grove Local on proposed state and national Farmers Union legislative program, the work of the Junior organization and also the support and expansion assistance the state Farmers Union was giving to cooperatives.

The membership in this locality is practically 100 per cent. Farmers Union. The purpose of the meeting was to give the membership an opportunity to hear President Dean explain the Farmers Union program.

Black Wolf was the place of the meeting for Tuesday evening. By meeting time, a heavy snow storm

was in progress and many turned back to their homes after starting to the meeting. Fifty-two people were in attendance. President Dean spoke at some length on the job the Cooperative marketing and purchasing organizations of the farmers were trying to do. He also spoke of the need of a strong Farmers Union organization to assist the cooperatives and to aid in securing the kind of farm legislation the farmer desires. The Farmers Union membership in this community is scattered and small. A large percentage of the farmers at the meeting were non-members.

**Consider Consolidations**  
The meeting seems to have been very much worthwhile from the standpoint of membership. Since the meeting, arrangements have been made for a place at Black Wolf to hold regular local F. U. meetings. Plans are under way to consolidate several of the smaller locals into one big, active local and eight non-members have signified their intention of joining as soon as the local is set up there.

Wednesday evening a meeting was held in Ellsworth. Invitations (Continued On Page Four)

## Need Financial Help From All For Success of F. U. Program

Dimes, Quarters and \$\$\$ —All Should Share Job

Challenge Is to All Farmers—Agriculture Must Fight the Battle President Dean Urges Giving by Individuals, — Unions and Business Associations

Build the Legislative Fund! The farmer will get the benefit; he must foot the bill. For legislative work costs money!

"It isn't enough to have the best program," explains President Dean. "The legislation must be enacted!" This is a challenge for co-ordinated Farmers Union action. To members and directors of cooperative business associations. It is a challenge to develop a United Agriculture. The Farmers Union invites a greater membership and promises full value for the member's cooperation.

"Do you want the farmer to have a parity income along with industry? Do YOU want the farmer to have cost of production for his products when without legislative control surpluses will beat down prices to practically nothing? Do YOU want the tenant-purchase and debt adjustment legislation?"

President E. K. Dean wants Kansas to take a military part in the drive by the National Farmers Union for valuable national legislation. He urges farmers to study the program, and is confident that there will develop Farmers Union enthusiasm. Financial support must follow. Dimes, quarters and dollars must flow into your Farmers Union State office, Salina, that farmers may have really good farm legislation.

**Work to Greatest Advantage**  
Kansas farmers will join with those in other states that effectiveness in legislative effort may be increased and any possible duplication in effort may be used to the greatest advantage. Results will come only with true cooperation and coordination on the part of farmers throughout the Wheat Belt.

Business associations in the Dakotas and Montana are being especially progressive in their contributions to the Farmers Union Legislative Fund. Amounts in the hundreds of dollars are not at all uncommon. And the association member feels that the contribution here of two hundred and fifty or three hundred dollars is easier on the farmer than raising this sum through other common methods. He feels it is well-spent too, understanding the work the Farmers Union is doing.

Directors of these business associations realize that the Farmers Union is historically responsible for legislation making possible cooperative business, of sound marketing laws, and of developing a place for the farmer's own elevator in the whole grain marketing set-up, which has been changing in pattern day by day.

Without the Farmers Union there would have been no Farmers Union elevators, oil associations, stores, creameries and other valuable cooperative businesses. Without the Farmers Union there would have been little chance for growth of any cooperative movement. Laws would have been different; old-line business laws are different today!

**What will it be tomorrow?**  
An Agricultural crisis is again near with the loss of wheat and cotton markets. Dairy farmers will be seriously affected also. Farm debts must be adjusted and corporate farming halted. The family-sized farm must be restored. The farm youth must be protected for the future.

Above all, our democracy must be kept for the people and the costs of this war borne by those who make the profits from it! Send coin and checks to the Kansas Farmers Union, Salina. Do your share to build the Farmers Union Legislative Fund.

**Future Gov't Securities Taxable**  
Legislation making future government securities fully taxable and raising the federal debt limit to 65 billion dollars became law February 19, to take effect March 1.

Mr. Patton said he did not believe in taking a tin cup to Congress to ask for funds to support a farm program. Instead, the program should be under the income certificate plan sponsored by the National Farmers Union.

Farmers should run the AAA, he declared, and not the county agents. We do not want the Farm Credit Administration run by a lot of busted bankers, but want it coordinated with the total farm program. Under the food-stamp plan, he said, many farmers for the first time are going to be able to buy cotton clothing. The real emphasis should be on increasing consumption, rather than on decreasing production.

"I wonder if the Farmers Union oil associations have not sold more gasoline because some farmer got a benefit check. The Farm Security Administration has helped our cooperatives.

### National President Patton Appeals for Solidarity

Nation Must Not Sell Out the Farmer—Must Get Out of Maze of War Hysteria—Agriculture Like Industry Must Have Cost of Production

"Agriculture is at the crossroads. Only through organization can the farmer express himself. The farmer is the forgotten man. He is forgotten by others, and he has forgotten himself." The speaker was James G. Patton, Colorado, president of the National Farmers Union, who addressed the Nebraska Farmers Union Convention in Omaha, February 12.

"Farmers act as though they were operating for the sole purpose of letting someone skin them. They are lost in the maze of war hysteria, and in the maze of economic spiral that is going up and up while they are going down and down.

"Industry is getting cost, depreciation, and a reasonable profit, while the farmer is asked to take 80 per cent parity. But he asked for it because he wasn't organized. The farmer doesn't like the AAA. Neither does labor like the WPA. But maintenance is better than starvation. The trouble is that the farmer is not cut in equally on the distribution of the national income.

"We are living in a rapidly moving, rapidly changing world. The Europe we knew two years ago is no longer there. We will not have it again anywhere in the near future. We are not going to have markets there when the war is over any more than now. The danger is that agriculture will be traded off for industrial products in a scheme of hemispherical solidarity.

"In this highly-organized world, we must be organized. As an individual he is nothing. Is a Legislated Economy  
"Legislatively, the Farmers Union has been in on many programs, from the McNary-Haugen plan down to the New Deal. In the past, the government did not recognize agriculture. Whether you like it or not, the present farm program is your baby. It is better to fill his teeth and take care of him than to throw it out into the snowdrift to freeze to death. We must recognize that we live in a legislated economy. Whether we like the laws or not, we have them. And we are asked for them.

"The Farmers Union, it seems to me, has developed more cooperation than any other organization. But all too often the idea has been to divide into small units to serve everybody could have his own way. Until recently, we have had no common pattern in education, but different programs in the different states. If you agree that the farmer is at the bottom of the ladder, then you must agree that we must pool our man power and resources. It is no time to be divided into small and smaller units. We must rearrange our thinking. We must be highly flexible, and must be ready to change rapidly to meet changing conditions.

"When asked to join a farm organization, a farmer should ask whether it is for the big farmer, the chamber of commerce, or what? The Farmers Union stands ready to serve the lower two-thirds of the farmers, the family type of farming. It stands for cooperation with other mass groups, such as organized labor.

"Consumption rests with labor. How foolish to take the cudgel to bash the heads of labor. The big boys who carry the big bank rolls cannot eat any more beefsteaks than a workingman. For the utilization of economic illis, we must cooperate with organized mass groups."

**Not a Beggar's Tin Cup**  
Mr. Patton said he did not believe in taking a tin cup to Congress to ask for funds to support a farm program. Instead, the program should be under the income certificate plan sponsored by the National Farmers Union.

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"I wonder if the Farmers Union oil associations have not sold more gasoline because some farmer got a benefit check. The Farm Security Administration has helped our cooperatives.

"The cooperative movement, for the long pull, is the answer. But it must get into gear and go and go and go. We must control our products from the farm until the ultimate consumer buys them across the counter.

## Clay Center Farmers Union Service Station



By E. K. Dean  
The Farmers Union Co-op Business Association at Clay Center reports another very successful year of operations. The organization this year paid interest on capital stock and eight percent patronage refunds amounting to \$16,611.36. This organization is not only successful in its business operations, but it also has a lot of interest among its members, which was shown by the fact that over 900 people, men, women and children attended the dinner served by the association just preceding their business meeting in the afternoon, February 25.

Eighteen years ago the Farmers Union Cooperative Association started out with \$1,370.00 capital and it has been making steady progress ever since. Mr. Engert, the president of the organization, stated to me very proudly that the organization had never had to borrow any money; they have always operated on their own capital.

**Praises Efficient Management**  
The balance sheet of this organization is evidence of the fact that the organization has enjoyed not only the loyal support of its members, but it has also enjoyed the benefits of good loyal employees, together with capable and efficient management on the part of the directors and the manager.

### Grain Equipment Available From FU Jobbing Ass'n

Many Farmers Are Inquiring About Farm Grain Storage, Equipment, Mr. Belden Reports

Grain storage is receiving serious consideration by farmers throughout the state. It is reported, and many purchases of grain bins and steel tanks will probably be made. T. C. Belden, manager of the Farmers Union Jobbing Association, Kansas City, Mo., has assembled information on the subject, and the Jobbing Association is handling a full line of storage equipment. Farmers are advised to inquire of the elevator manager for information.

"A great number of inquiries are being received in our office from farmers and Farmers' Elevator managers," reports Manager Belden. "Columbian Grain Bins are approved by the AAA and provide safe storage on the farm. Besides the value as safe storage for grain, these bins are useful for storing seed and feed, and are suitable for safe, thief-proof storage for many items of farm equipment."

To elevator managers considering bolted steel tanks for additional elevator storage, Mr. Belden suggests that orders should be placed as soon as possible due to the delay already being experienced in getting material for the manufacture of these tanks.

"The Columbian Steel Tank company will be glad to work out complete plans for you," according to Mr. Belden, "including blue prints and erection instructions, foundation plans, etc. The tanks are fire-proof, water-proof, and rat proof. Fire insurance rates are low on this type construction."

**JOHN HUBER IS DEAD**  
Western Kansas Farm Leader Had Long Service Record

John Huber, Selden, 79, died at his home Tuesday evening, February 18. A director of the Farmers Union Auditing Association, he traveled to Kansas City to attend the annual meetings of the statewide live stock, Jobbing and Auditing organizations, February 6 and 7, but the trip proved too much for his health and he was confined to his hotel room during the sessions, and for several days afterwards.

Mr. Huber has long been an active and loyal supporter of Farmers Union and cooperative business development. He was elected to the Auditing board in January, 1925, and has served since that time. He was also serving as a director of the Farmers Union Oil Royalty organization.

Special appreciation and honor were expressed for Mr. Huber at the recent Auditing Association annual meeting, when Mr. Huber was unanimously re-elected to the board of directors.

The Kansas Union Farmer

Rex H. Troutman Editor

Published the first and third Thursday of each month at Salina, Kansas by THE KANSAS BRANCH OF THE FARMERS EDUCATIONAL & COOPERATIVE UNION, 119 South Seventh Street, Salina, Kansas.

Entered as Second Class Matter August 24, 1912 at Salina, Kansas, Under Act of March 12, 1872.

Acceptance for Mailing at Special Rate of Postage Provided for in Section 1003, Act of October 3, 1917, Authorized July 30, 1918.

Subscription Price, Per Year: \$1.00

Notice to Secretaries and Members of Farmers Union of Kansas: We want all the news about the Locals and what you are doing. Send in the news and thereby help to make your official organ a success. When change of address is ordered, give old as well as new address, and R. F. D.

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FARMERS UNION JOBBING ASSOCIATION—719 Board of Trade Bldg., Kansas City, Mo. H. E. Witham, General Manager; T. C. Belden, Manager Merchandise department; Roy Crawford, Head Grain Salesman; A. T. Riley, Manager Salina Grain Office; Merchandise Warehouses: Central & Water streets, Kansas City, Kan. Harry Neath, Manager; Wakeeney, Kan. M. M. Gardner, Manager; Farmers Union Terminal Elevator, Santa Fe and Union Pacific tracks, North Topeka, George Bicknell, Manager.

FARMERS UNION MUTUAL INSURANCE CO.—Room 202 Farmers Union Bldg., Salina, Kansas, C. W. Read, Manager.

FARMERS UNION LIVE STOCK COMMISSION CO.—Room 100 Live Stock Exchange Bldg., Kansas City, Mo. Live Stock Exchange Bldg., Wichita, Kansas; Live Stock Exchange Building, Parsons, Kansas.—W. G. Bernhardt, Kansas City, General Manager; L. J. Alkire, Manager, Wichita Branch; W. L. Acuff, Manager, Parsons Branch.

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.

FARMERS UNION LIFE INSURANCE CO.—Room 307, Farmers Union Insurance Co. Bldg., Rex Lear, State Manager, Salina, Kansas.

THE KANSAS FARMERS UNION ROYALTY CO.—Room 309 Farmers Union Insurance Co. Bldg., Salina, Kansas, G. E. Creitz, State Manager.

FARMERS UNION MANAGERIAL ASSOCIATION

P. J. Nash, Ellsworth... President Glenn Hewitt, Osawatomie... Vice-President David Train, Lindsborg... Secretary

SALINA, KANSAS, THURSDAY, MARCH 6, 1941

Why a New Farm Board?

Edward A. O'Neal, president of the Farm Bureau, proposed the other day that many existing governmental agencies be consolidated and a 5-man, non-partisan board created to co-ordinate the whole farm program. But why set up the board; why divide and weaken the centralized responsibility of the Secretary and Department of Agriculture. And why make it non-partisan when farmers want to know who is responsible for what is going on?

Getting Out Attendance

If a Farmers Union business association can raise its importance and prestige to make its annual meeting a time of home-coming for farmers who have retired and moved far away, then the organization is assured of a splendid attendance for its one big meeting of the year.

It is unfortunate that figures and serious problems of management and business policy have little appeal to quite a number of cooperative business members. For any considerable attendance, the business management must present information of the members' own business in an easy, rapid and understandable way, if attention is to be held. There are always more than just a few who want to know only what profit was made, (really the savings from over-charges) and how much dividend the business can pay.

The best possible cooperative education is in the real-life laboratory. Practice makes perfect—an old saying that has been tested and proven many times through cooperative history. The farmer takes an increased interest in a cooperative if he is a member, and if he patronizes it. His enthusiasm increases as his organization develops and meets with successful operation. But he often leaves a very great deal to his Board of Directors.

However, a cooperative business is just what the title implies, every member must be an informed cooperators for the best efficiency and development of the organization. A member's cooperative IQ rating is important not only to the operator but to his organization. Hardly like a steel chain, for a strong band of informed, strong leaders in an organization will weather storms that down a less intrepid group.

The first step in gaining a member is attracting his patronage; the second is attracting him to meetings, especially the annual meeting. Steps mean nothing unless they lead somewhere. With information a cooperative develops an understanding of cooperative policies and fundamental concepts that do not permit his steps to stray away, and out-of-step with his fellows.

Dress the annual meeting with homecoming sentiments, with checks of black-linked patronage

dividends; with a program of fun and frolic; with speakers of fame and value—but make new numbers of people cooperative conscious; real, active, boosting cooperators.

Four-Minute Speeches

The four minute speech outline on the opposite page explaining the Wheat Income Certificate bill was prepared by Esther Ekblad, state junior director. There is material in this outline to hold an all-night adult Local Union meeting, and have the morning sun find the meeting still wakeful.

Legislation must be studied, and as nearly perfected as possible before enactment. Farm legislation should be judged by farm people; Farmers Union legislation should be pushed and prepared, tested and treated, defended and developed by Farmers Union people.

Farmers Union Juniors are a splendid source of program building for our Local Unions. Their ability should not be ignored. Program committee chairman and discussion leaders may well profit by their talent. For that matter laws are lenient and older persons might profit from studying the speech outlines themselves.

Tenancy. Webster tells us, is strictly to be regarded merely as a legal fiction to prevent the owner from treating the tenant as a trespasser until he has himself made an actual entry, or has brought an action to recover the land. Strictly speaking, however, legal fiction is not arm-chair reading.

Cooperation never fails; nor do cooperatives where there is cooperation.

The future of cooperative endeavor depends largely upon the welfare and future of American Agriculture generally. Cooperatives were made for men, and successful cooperatives cannot be permanently sound without successfully-living members.

If Adolf Hitler was to make a tour of inspection in America to get first-hand information as to the possibilities of setting up a dictatorship, he would find many things favorable and many things unfavorable, comments a columnist in the Kansas Labor Weekly. But maybe a few of us living over here right today ought to take the tour and cure.

A smooth operating tongue often indicates a mind in neutral, a listener advises. But how do some persons ever learn to shift?

Canny Lad

A rather small boy asked a foreman in a shop for a job. "What can you do, sonny?" asked the foreman.

"Can you file smoke?" queried the foreman.

"Yes, sir, if you'll screw it in the vice for me," answered the boy. He got the job.—Pasadena Post.

Neighborhood Notes

In Clay County

Meeting of Pleasant View Local No. 592.

It seemed like old times to see the schoolhouse seats full and all the side occupied once more.

After the business meeting the Kennedy letter was read and committees appointed. Mr. Joe Regnier and Mr. R. Ahmire for the program and their wives will decide on the eats. Mr. Hartman, the first speaker of the evening, outlined the wheat situation of today, and of Kansas especially.

Mr. Mall followed with the importance of taking advantage of the marketing quota of wheat. Mr. Muller explained the plan for receiving a mattress. It would let you use the cotton for the South and be an advantage to those here who could qualify for them.

Mrs. J. E. McKelvey Reporter.

Against Lease-Lend Bill

At a recent meeting of the Sherwood Local No. 1158 a committee of members drafted the enclosed resolution which we would like published:

We, the members of Sherwood Local No. 1158, Clay County, Kansas, resolve that we are not in favor of the Lease-Lend Bill, and we stand and not to give the President any more power. We are in favor of some aid to Britain.

E. E. Kretzmeier, Secretary. Erwin Olschlager, President.

IN COWLEY COUNTY

President Dean and Esther Ekblad

Speak at Beaver Local. The Beaver Farmers Union Local 1558 held its regular meeting February 17 at the Beaver Hall.

During the meeting, Esther Ekblad, State Junior Leader and E. K. Dean, State President, gave very interesting talks. Mr. Dean showed some moving pictures of Junior Camp, Stockyards at Kansas City, and elevators and two films of comets. After this the Juniors met with Esther and talked about Junior work for the year.

Visitors from Kellough were Mr. and Mrs. Merle Tibbey and Mr. and Mrs. Kittelson. Refreshments of cookies and coffee were served at the close of the evening.

Lanore Gottlob, Reporter.

In Crawford County

The Crawford County Farmers Union held its regular meeting Tuesday, February 25, meeting at the Farmers Union Elevator. It was voted that the quarterly meeting be held in the evening.

Lawrence Clausen, Secretary.

In Ellis County

We had our election of officers the third Monday in January for the Excelsior Local No. 606. Those elected are Joseph Weber, president; Wenzel Neuberger, vice president; John D. Lang, secretary-treasurer; Martin Orth, conductor; Ignatz Lang, Jr., doorkeeper.

Executive Committee: Wenzel Neuberger, John D. Lang, Ignatz Lang, Jr., Mrs. John J. Weber and Mrs. Joe L. Weber. Special Committee: Wenzel Neuberger, County Committee: Frank Ebert and Ignatz Flax. Resolutions Committee: Fred King, Ambrose Weber and John J. Weber.

John D. Lang, Sec.-Treas.

IN ELLSWORTH COUNTY

Walnut Grove Local Plans Rabbit Supper March 12

The Walnut Grove Local No. 973 enjoyed its regular monthly social meeting Monday evening, March 3. The date and plans were decided for holding a supper together at the Walnut Grove school house, Wednesday evening, March 12, 8 p. m. Rabbit will be served. It was announced, probably in the form of wienieist!

A fine program of music opened the meeting. Hona Wachs sang "Whispering Hope," Betty Peterson and Erna Schneider sang "Home On The Range," Mona Schaefer sang "School days," Betty Peterson sang "It Ain't Gonna Rain," Erna Schneider wasn't concerned about rain, and came right back with the song, "I'll Be All Smiles Tonight," then Mona sang again, "When I Take My Vacation In Heaven." She and Della Wachs sang, "Short non Bread." Della Wachs played on their harmonicas, "Oh, Sussanna," and Evelyn Schneider played "God Bless America," as a piano solo.

Mrs. Will Hysell, Ellsworth local and county Junior leader, was present and told of the Farmers Union junior program, inviting greater participation by the Walnut Grove young people.

Rex Troutman, State secretary, gave a short talk, briefly reviewing the administrations of the 10 presidents in Kansas Farmers Union history and methods tried to better farm conditions. A period of discussion followed.

Joe Frochaska is president of the local, William L. Wachs secretary.

In Marshall County

The Marshall County Farmers Union was scheduled to meet in quarterly session February 25 in Frankfort. A basket dinner was planned. Present officers are George Rombeck, Beattie, president; A. P. Shinemar, Frankfort, vice president; and F. C. Pralle, Bremen, secretary-treasurer.

IN POTTAWATOMIE COUNTY

County Quarterly Meeting Will Be Held March 15

The next Pottawatomie County Farmers Union quarterly meeting will be held with the Elbow Local at the Swampangel Schoolhouse four miles east of Manhattan on Saturday, March 15, 1941, at 1:00 p. m.

All Locals are urged to send delegates. All Farmers Union members are especially invited to attend this meeting, coming as it does before the spring rush of farm work, and another good reason is that our State President, and probably our National President will be there and discuss our

"Union Farmer" Files Tell Early History of Kan. FU

An Article by President McQuilliff in 1911—First State Presidents Were McQuilliff and Hewins— Never Quillion Sailing

From the Kansas Union Farmer of October, 1911.

A short history of the Farmer Union in Kansas and what it has accomplished is the title of the article. M. McQuilliff was president of the Kansas Farmers Union at this time and the writer of the following Article.—The Editor.

We have received letters of inquiry from several of the organizers, now in the field, asking for some statistics to show what the Farmer Union has done, and what it contemplates doing in the near future. Its numerical strength both in the State Nation. The extent of territory it extends over and a great many other questions, some of which are listed below.

The Farmers Union was introduced into Kansas about six years ago, or shortly after it originated in Texas, by H. N. Gaines and James Butler of Topeka, two men of ability. Both of these men were very successful in the work of organizing the farmers.

In a very short time the organization had a successful and considerable number of Kansas territory. The organizers (Gaines and Butler) were making good money in extending the organization into new territory. At that time the organizers (Gaines and Butler) were working together, in friendship, as two in a bed, as the saying goes. They were both working, you know, for the welfare of the farmer and not for the sake of money.

McQuilliff First President. Neither Gaines nor Butler were farmers, but nevertheless they were successful as organizers of farmers; and in a short time they claimed to have 5,000 members in Kansas; and the organization was admitted to the National Farmers Union, which is a State organization, which entitled it to elect a full quota of State officials. A. Mr. McQuilliff was the first state president and Milo Miller was the first secretary.

About this time, or shortly after, the Gaines and Butler friendship became estranged. It is not necessary to state what caused the estrangement and they commenced to exchange bouquets that were

Farm Problems with us. Come out to the next meeting and see what we can do for you. We are interested in the work they are doing for us.

R. D. Samuelson, County Secretary.

Reports December Meeting. Minutes of the Pottawatomie County Farmers Union Quarterly Meeting held with the Osburg Local, December 5, 1940.

The election was called by County President Julius Immenschuh and a social program was given, consisting of two numbers by the Osburg local. Two by the Sandy Hook and one by Pleasant View.

Resolved: That the Farmers Union strive for tax revision to include: 1. Universal homestead exemption up to \$1,500.00. 2. To urge an amendment to the present law so that the State will permit an exemption of \$1,500.00 upon the assessed valuation of each farm that maintains a home and other improvements.

The said exemption is not to apply on farms and City homes that do not maintain homes and other improvements. 4. A graduation property tax on holding of absentee landlords. We advise that these resolutions be sent to the head of the Farmers Union at Salina and to our Congressman.

Resolution No. 2. Parity Loan. Whereas: The commodity loan valuation of basic agricultural products is now limited to 75 per cent of parity price. Whereas: Agriculture has to beg congress for parity payments appropriations. Therefore: Be it Resolved: That the Farmers Union urge the adoption of amendments to the existing AAA law, whereby the loan value be raised to 100 per cent of the parity price.

Leo Ronsee, John D. Parry, Roy Hammett, committee on resolutions. An interesting report was given by Clarence Yocum on the National Farmers Union convention held at Denver, Colorado. State Secretary Rex Troutman, was called on for a talk that proved of great interest. Mrs. Bernard Immenschuh gave an interesting report and talk on Union work. Julius Immenschuh County President gave a good report on the state convention held at Parsons.

The election was held with the following results: George W. Jones, Osburg, President; O. A. Tenant, Elbow, Vice President; R. D. Samuelson, Osburg, Secretary-Treasurer; Clifford Steele, Pleasant View, Doorkeeper; William Wells, Conductor; W. Soupen, Lecturer; D. B. Walker, Elbow, F. E. Nelson, Osburg, Clarence Yocum, St. Marys, Executive Committee.

Leo Ronsee, Harry Hook, John D. Parry, Elbow, Herbert Hoekje, Elbow, Resolutions Committee. Mrs. Bernard Immenschuh, Sandy Hook, Junior Leader. R. D. Samuelson, Secretary.

not, however, as sweet-scented as they might be. President McQuilliff got mixed up in the brawl in some way—we never knew just how. Things got so lively at this time that the National officers came to Kansas and annulled the charter, for causes we have never been able to locate definitely, nor anybody else for that matter.

We had only belonged to the Union a short time when the charter was annulled. President Barrett called a delegate meeting to meet, we forgot the date, in December, in the city of Hutchinson. We were a delegate at that convention. We remember the date, in December, in the city of Hutchinson. We were a delegate at that convention. We remember the date, in December, in the city of Hutchinson.

Hewins Is Second. E. H. Hewins was elected president by Alvin Allen, secretary. Hewins and Allen did not give very well, and Allen resigned before his term of office expired. E. N. Rodgers of Topeka was appointed Secretary-Treasurer at Hewins' request. Hewins and Rodgers did not live very harmoniously together. I was one of the Board of Directors during the Hewins administration. I am happy to say that I never served with any better man than the executive committee of the Hewins administration.

During the Hewins administration, the Farmers Union paper was established. It was started as a subscription paper, but it did not prove to be a paying venture. At the close of the Hewins administration the Farmers Union of Kansas that started out with such great promises was about ready for the undertaker. The membership had dropped down from 7,000 to more than 1,500 and the indebtedness amounted to \$1,200.

The next state meeting was held in Salina and I remember rightly, there was only about 130 delegates present, and most of them represented locals that were recently organized.

Osborne, Ottawa, Saline, Hodgeman, Ford, Shawnee, Lincoln, Marion, Crawford, Logan, Barber, Russell and one or two other counties whose names I can't remember were represented there. The number of delegates at this convention was much smaller than at the previous convention; but what was lacking in number made up in brains and determination.

The absorbing question at this convention was how to reconstruct the Union. The great struggle was over the adoption of the amendment to the constitution, or the adoption of a new constitution. I was chairman of the constitution committee and being on the executive committee the previous year, I believed that the Union could be reconstructed by certain amendments to the constitution which were adopted.

McQuilliff in 1909. So with that end in view I prepared amendments. They were adopted by the balance of the committee; but when they were reported to the delegates they were not received so favorably. The proposed raise in the quarterly dues was strongly opposed; but I knew, and so did the other members of the committee, that if the quarterly dues were not raised the current expense of the Union would be met. It was not at that time, could not be met, not to say anything about paying off the inherited debt of \$1,200.

Finally the report of the constitutional committee was adopted, or rather said before, the new constitution.

The constitution that we adopted at that meeting, with only a few changes, is the constitution we still have; and the splendid growth of the Union has made numerical and financially, since that time shows beyond any doubt, that the constitution adopted at the 1st Salina meeting met the requirements of the organization.

The receipts of the organization were not as great the first year after the adoption of the new constitution as they were previously, on account of the falling off in membership; but the expenses were cut down to a minimum. I will mention something here that but few, if any, of the members know, and it is this—I had to stand personally responsible for the inherited debt contracted during the first six months of my administration as president. Every item was charged to me. The Farmers Union as an organization had no financial standing. Things are different now. The Farmers Union of Kansas has a financial standing equal to any of the other state Unions and a great deal better than most of them.

In writing this short history of the Union in Kansas from the time of its commencement under Gaines and Butler, up to the time when we assumed the management of it in February 1909, I do not mean to cast any reflection on any of its past officers, but we do it simply to show that whatever results the Union can show at this time have been accomplished in the last two years because it was only after the end of the first year of the present administration that confidence in the existence of the Union was established; and, even then, most of the members that joined during the Gaines and Butler management dropped out.

For instance Osage county had about 1,000 members at that time, now it is but very few. Some other counties show equally the disastrous effects of lack of confidence; not in the principles of the Union, but in the honest and ability of

its officers to carry out these principles.

At the end of the first year of the present administration when we made our report of the condition of the Union, at the State meeting held in Emporia, we were able to show the delegates that the Union really was still in existence, its indebtedness paid off and a few dollars in the treasury.

The increase in membership during that year was not very great. It is needless to say that the report was received with enthusiasm, in fact the delegates were surprised to hear that the Union could have made such progress in a year. The financial showing made at the meeting restored confidence in the future usefulness of the Union and the delegates returned to their homes firmly believing that the Union could be made an instrument of great good to the farmer.

This belief was well founded by the seen by the splendid achievements of the Union since that time. The National Union is looked upon as the greatest farmers organization that ever existed; and its influence, on all public questions concerning the welfare of the farmers, is very marked.

Says Co-op Men Modern Pioneers -Changing World

By C. A. Winder Chief, Cooperatives Operations Division, REA

Most people think that only the man who creates a new idea, or who invents, develops builds, or promotes a new device, is a pioneer. Few realize that those who are first to use the new idea, or the new device or new method are also pioneers, perhaps even more important than the creators.

Of what use would the first electric motors have been if it had not been for those who were the first to have the courage to use them? Or the first automobile?

Those pioneer users knew that models would improve year after year, that prices would be lower. But they did not wait for "George to do it" first. They went ahead and spent their money. When better and cheaper motors or automobiles, that were priced lower, came along they had already made their money. They took well-earned pride in having been the ones to enable others to get better products for less money.

Cooperation is the spirit of the buyer-user-pioneer. It is more than the pioneering spirit of the inventor or developer; it has made possible the enormous development of America industry.

Courage of First Signers. Rural electrification is no exception. Its rapid progress has depended on those who first had the courage to sign up as members of rural electric cooperatives.

The earliest purchasers of motors or of automobiles, these first members knew that each year would bring improvements, that new consumers would obtain better devices for less money. Pioneers are the ones who make it possible for REA cooperatives to offer to members many advantages that they, as pioneers, could not get.

At first the lines were expensive. Only 300-foot extensions could be permitted. Then the cost of line construction went down to such an extent that REA co-ops could afford to offer 1,000-foot extensions. The original pioneer members were justly proud of the fact that their pioneering made it possible for others to get better terms than they did.

From the beginning, many users did not need more than 600 watts of electricity. But there was no 600-watt transformer in existence. The 1 1/2 kilovolt-ampere transformers were the smallest that could be had, and those who needed only 600 watts had to pay the same rate as those who really needed the full 1 1/2 kilovolt-amperes.

REA financed lines alone are serving about 675,000 farm families and other rural users. The great increase over the 435,566 reported at the close of last year results not only the financing of about 140 systems which commenced operations during the year, but, no less important, the strengthening of older systems through the connection of large numbers of users along existing lines or new extensions. An Indiana cooperative for example, reports the following comparative statistics for the month of November:

1938 1939 1940 Users billed... 416 1095 1214 Rev. Pr. Ml... \$5.75 \$8.62 \$10.40 Ave. kw hr 48.1 56.0 67.6

Such showings are typical of systems which have been operating long enough to build membership and use of electric energy, and point significantly toward financial strength and stability as the rural period of development.

The lines themselves are strong, too, as the abundant evidence of recent storms in various parts of the country has demonstrated. The Old Northwest, for example, was hit on Armistice Day by the severest storm in 40 years. Naturally, electric line outages were common. But report after report shows that they were caused almost exclusively by trees which the storm split or uprooted and hurled across the lines. Failures of poles or conductors were exceedingly rare. As snows came, line crews, trekking across the countryside on skis or snowshoes, were able to restore service promptly.

WAR TO FARMERS

Suggest Adjustments to Meet Impacts of European Conflict. Lost export markets and increased consumer purchasing power at home are the factors of the European war and our own defense program that farmers must fit into their plans for immediate and future adjustments, according to Department of Agriculture economists in the January "Agricultural Situation" published by the Bureau of Agricultural Economics. Recommendations are made for adjustments in the agriculture of the South, the West, the Corn Belt, and the Northern Dairy Region.

Export outlets have been greatly diminished by the war, and for some agricultural products are likely to remain small for some



FREE... TO FARMERS

A helpful booklet showing how to build a good farm telephone line and keep it in shape

Have you received your FREE copy of our booklet, "How to Build and Repair Your Farm Telephone Line?" This booklet shows you—simply and easily—how to build your own telephone line and keep it working. It tells how to set poles, ground your line, string wire, get rid of "power line hum," splice wires together, and how to connect your telephone to the line.

The booklet is profusely illustrated with photographs and diagrams. It was written by expert telephone men to help you do a better job of building and repairing your telephone line.

Drop us a penny post card, or ask at the nearest Southwestern Bell Telephone Company office, for your FREE copy of "How to Build and Repair Your Farm Telephone Line." This offer applies to all farmers who own telephone lines that work out of towns served by...

SOUTHWESTERN BELL TELEPHONE COMPANY

time to come," it is stated. "Cotton and tobacco in the South, wheat in the Great Plains and Pacific Northwest, lard in the Corn Belt, and fruits everywhere formerly produced for export—all present dark spots in our demand picture for farm products. Bright spots include those domestically consumed products such as dairy and poultry meats, wool, fruits, and vegetables that will be taken from the market in greater quantities as the defense program stimulates pay roll increases throughout the country.

Direct assistance may be required temporarily to assist farmers who shift from cotton, tobacco, wheat, or corn. These shifts will mean increases in dairy and poultry products, meats and wool, fruits and vegetables, and timber products. The long-time advantage to farm and non-farm families of these shifts will be evidenced in better living. However, the costs of the shifts and the increased competition with areas already specializing in the production of these products may present difficulties that should be eased by national agricultural programs."

Clean Silver This Way. Use a little kitchen chemistry when you clean your table silver, advise experts in the Department of Agriculture. One way is to put your silver in a big enamelware container then add (1) an aluminum plate or other aluminum article; (2) good hot water to cover the articles; (3) baking soda; and (4) some salt. Use a teaspoon of salt and a teaspoon of baking soda for every quart of hot water.

You can use an aluminum pot instead of an enamelware one, thus eliminating the need of putting an aluminum article in with the silver. In any case, the aluminum should be bright and shiny. Leave the silver in the water for only a few seconds for the tarnish to come off, then wash it with soap and hot water, and rinse with clear hot water.

This method will not leave the silver as shiny as rubbing each piece with polish will, but it will remove tarnish. The aluminum may darken because of the chemical reaction, but you can continue to use it for cooking and other purposes.

"This type of solution would be the same as that of earlier periods in our nation's history. Land in New England was abandoned when the Erie Canal brought cheaper goods from the West, but

Advertisement for Gillette Super Traction Tractor Tire. Includes text: 'Watch me!', 'I am the ORIGINAL snow, mud and sand tire—the GILLETTE SUPER TRACTION for passenger car, truck and tractor. I have saved thousands of vehicle operators money. You, too, can cash in on some of this saving by applying me to your car, truck or tractor. See your dealer today. I am rarrrr' to help you.', 'BIG SELF-CLEANING STUDS', 'GILLETTE SUPER TRACTION TRACTOR TIRE', 'distributed by Farmers Union Jobbing Association KANSAS CITY TOPEKA'"/>

Junior and Juvenile Department

ESTHER EKBLAD, Director

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

March
The stormy March is come at last,
With wind, and cloud, and changing skies;

Pretty Boxes and Pretty Girls
What could be more fun than an up-to-date?
Well, such a thought isn't going to be just a wish or a dream, it is going to come true.

Farm Meets City
The Farmers Union NBC Broadcast Saturday, February 22, was outstanding. Two young people from garment factories in Chicago and members of Garment Workers Unions met in a panel discussion with two Farmers Union young people by Mrs. Edwards and through the answers given, many similarities of interests and purpose, on farm, in city, were expressed.

Pennies, Nickels and Dimes to Washington
"From little acorns mighty oak trees grow." It is the nickels and dimes and pennies that Farmers Union Juniors, Reserves and Juniors give to the Farmers Union Legislative Fund that help it grow into the mighty sum.

New Leaders
The last few days have brought several notices of changes in Junior Leaders. In McPherson county Charles Peterson has been appointed Junior leader of the Johnston Local, taking the place filled for the past year by Bernard Schaefer. Charles has been active in the Junior work since its beginning.

With Your State Leader

It was a Valentine Party with the evening chuck full of contests, prizes, a valentine box and ham-burgers. That was the monthly party of the Kellogg Local Juniors in Cowley county, held Saturday evening, February 15. The Kellogg Juniors have a monthly party just for fun and then also once a month they have a discussion of the Junior study topic at one of the regular local meetings.

IN CLAY COUNTY

Lincoln Local Juniors Keep Having Good Times
The Juniors of the Lincoln Local met Thursday evening, February 20 at the Idylwild schoolhouse. The leader and 24 members were present.

IN COWLEY COUNTY

Kellogg Juniors Enjoy Ham-burger Fry and Valentine Party
The Juniors of the Kellogg Farmers Union met Saturday night, February 15, 1941, for their February party, at the Kellogg township hall.

IN McPHERSON COUNTY

Johnston Juniors Elect Johnnie Larson Their President
The Johnston Local Juniors had election of class officers January 13. The following officers being elected: President, Johnnie Larson, Vice President, Elmer Cooper; Secretary-Treasurer, Bonnie Peterson; Reporter, Keith Peterson. The Junior Leader for this year will be Charles Peterson.

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"Joe Changes His Mind"

By Tommy Greene
Note: The following is a play Tommy Greene, eight year old Juvenile of the Kellogg Farmers Union Local, Cowley County wrote for a Juvenile Valentine party.

THE MOVERS

The East wind whips the skirts of the snow with a passing shower, and over Iowa on the first of March wheels chariot hub deep in the mud or grit their teeth across the icy road.

THE MOVERS

Home is only a shadow flying down the wind in a twisted swirl of snowflakes, drifting down the road in an old lumber wagon drawn by two shaggy horses whose bones are too big for their flesh.

THE MOVERS

Even the wild geese is not so homeless as these movers, Peering ahead through the sliding curtain of March rain, they pass with the furniture of home packed in a wagon.

THE MOVERS

This, the parade of the landless, the tenants, the dispossessed, out of their Cannan they march with Moses as lead in the Bible.

THE MOVERS

Are you meek? But the early twilight Kansas Mission are invited to write this office for details.

THE MOVERS

drop a card to the National Department of Education, Jamestown, North Dakota, asking that your name be placed on the Program Service mailing list.

At Your Service

Farmers Union Cooperative Educational Service
Gladys Tabott Edwards, Director
"Education—a debt due from the present for future generations."

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Four Minute Speech Outline

INCOME CERTIFICATE BILL FOR WHEAT

I. What is the Farmers Union Income Certificate Plan for wheat?

It is a bill written to provide for the orderly marketing of wheat at fair prices, increasing wheat producers parity income or cost of production, whichever is higher.

II. How will the certificates assure farmers of a fair price for wheat?

When a farmer sells his wheat on the open market he has no assurance that he will receive a price for it that will pay the cost of production (seeding, harvesting, labor, taxes, etc.). Under the Farmers Union Income Certificate Plan a farmer would be issued certificates for the difference between the market price and the parity price.

III. If the bill is passed will the farmer get income certificates on all the wheat he raises?

No, acreage, as in the present AAA program, will not be restricted but the number of bushels on which certificates are to be issued will be restricted. If a farmer raises more than his bushelage allotment he must store the wheat until the next year. Since we still have large surpluses of wheat, this is a method that would encourage farmers to voluntarily reduce acreage.

IV. Who will pay for the certificates?

The millers and other processors of farm products will be required to purchase the certificates. Every processor shall buy wheat-allotment certificates for every bushel of wheat used in the manufacture of wheat products. In this way the Income Certificate Plan will be financed.

V. Will the certificate plan offer any protection to the family-sized farm?

Yes, the small farmer will be given more protection than the large individual or corporation farmer will receive. The value of the income certificates are discounted on farms that have no allotment share of certificates on over 10,000 and 12,000 bushels and is graduated until certificates over 15,000 bushels will be discounted 50 per cent.

VI. Will this plan raise the cost of wheat products to the consumer?

Costs to consumers should be raised very little. The price of wheat actually plays a very small part in the cost of a loaf of bread.

VII. What must farmers do to get the Income Certificate Bill passes

1. Make contributions to the Legislative Fund.

2. Write letters to Senators and Congressmen urging them to support the bill.

3. Get your neighbors to join the Farmers Union and attend the local meetings. Ask others to write letters to Congressmen and contribute to the Legislative Fund.

REFERENCES:

The Farmers Union Income Certificate Plan, House Bill H. R. 43, Senate Bill . . . . . recent issues of the Kansas Union Farmer and National Union Farmer, and the four-minute speech outline in the Kansas Union Farmer, February 19.

World over. Order from your State Leader.

Conservation of Natural Resources

is the latest study kit available from this office. The teaching outline includes discussion material for six local meetings and several other discussion periods. All reference is included in the kit, which sells for fifty cents.

Following are the study units for each of the different age groups:

Juniors: Base Text, "The Cooperative Movement, Yours and Mine," 10c, to be followed by study of the following kits: Cooperative Stores, Credit Unions, Conservation of Natural Resources, Conservation of Human Resources, Cooperative Medicine, Publicity and Propaganda and Cooperative Petroleum Associations. (Kits, 50c each.)

Junior Reserves: Unit I, Live-oak Tree (History of the Farmers Union 15c. Unit II, "Twain Pine Trail" (Study of Cooperatives), 25c. and Unit III, "Friendship Bracelet 'Round the World'" 25c.

Juveniles: "Banded with My Brother," 15c. Unit II, "Destiny Weeds," 15c. Unit III, "Birds and Good Neighbors," 15c. and Unit V, "The Time Has Come," 15c.

Size of Bread Loaf

Topeka—Leading members of the Kansas Bakers Association met at the Hotel Kansas, Topeka, to discuss reaction to a proposed bill to standardize bread weights in Kansas.

It is rumored that the Legislative Council has considered a bill to limit and control weights of loaves of bread. The new proposed bill would standardize loaves of bread into two district sizes—on pound loaf or 16 ounces and a pound and half loaf of 24 ounces.

The action of the Legislative Council consideration of a standard and uniform bread law similar to Oregon, Washington, and Wisconsin, has been brought about due to differentials of the size of loaves delivered in certain competitive markets.

Small bakers have complained that large corporate bread bakers operating in St. Joseph and Kansas City have sold 24-oz. loaves in cities 100 miles from Kansas City while in Kansas City, they only place a 20-oz. weight in a loaf of bread sold at wholesale for 8c.

Due to recent Federal Trade Commission investigation, the Kansas City and St. Joseph bakers are all selling a 20-oz. loaf of bread over their entire territory.

The Federal Trade Commission has recognized the right of bakers in meeting competition. In most instances they have been meeting competition of small bakers whose operating cost are less. The large bakers claim they cannot advance prices to fill the requirements of a standard 1 1/2 pound loaf.

The bakers have agreed that dating bread as required by Oklahoma statute would be helpful, if a standard weight law is to be passed three sizes should be permissible—one pound, pound and a quarter and pound and one-half.—The Kansas Grocer.

BUY'S THREE COWS

Former War Secretary Attends Sale in Marshall County

Harry H. Woodring, former secretary of war and now a gentleman farmer near Topeka, bid for and bought three Guernsey cows at George Nieman's sale Tuesday afternoon. He attended the sale himself.

He bought two purbreds, one of which brought the top price of \$340, and one grade cow.

Woodring paid the highest price at the sale for the Alburna Que Vive Mareline, a five year old, which in 151 days produced 4,643 pounds of milk and 192.4 pounds of butterfat.

The other purchased for which he paid \$200, is May Ovals Fawn, a two year old, which in 204 days produced 4,326 pounds of milk and 242.8 pounds of butterfat.

The grade cow Bertha, a four year old, she produced in 305 days last year 6,573 pounds of milk and 402.1 pounds of butterfat.—Marysville Advocate-Democrat.

The Cooperative Movement

The Cooperative movement of the United States is not Socialistic nor is it Communistic. It is an honest attempt on the part of a decent section of our population to help themselves in a fair and equitable manner. The movement is American in every sense of the word and its adherents come from the best among our people. To say that it is un-American; that it is Communistic; that it seeks to establish the Russian system in this country is not only untrue—it is libelous.

The Cooperative movement will continue to grow and prosper just so long as it renders honest, efficient service. When it fails to do so, it will have to make way for those who do render such service. This country of ours is always ready and willing to give every one an opportunity to handle his business and reward those who have something better to offer. As a matter of fact, the independent merchant has an edge over his competitors, if he is wise enough to take advantage of the natural business is still human; and efficient, individual service can beat any system ever invented.

The only people who worried about the Cooperative movement are those who get their living from Capital Stock Insurance; and despite the fact that they boast of carrying 85 per cent of the property insurance in the United States, they are scared to death of anything that even mildly suggests a change. Like Belshazzar of old, they have seen the handwriting on the wall but instead of trying to improve their position by rendering better services, they spend their time back-washing their competitors.

Stock Insurance is not interested in the Cooperative movement because of its probable effect on the independent merchant—not at all. It is interested in its own profits which are going back to the people in the shape of dividends on Mutual policies—and there's the rub. They think by trying Mutual insurance up with the Cooperative movement the independent business man will be prodded into taking a stand against Mutual Insurance; all of which is cheap and shoddy, because Stock Insurance is ready and willing to issue its policies to

RECENT

Live Stock Sales

Of Farmers Union Live Stock Commission Company

AT PARSONS

Table with columns: Name, County, No. Head, Weight, Price. Lists various livestock sales including cattle, hogs, and calves.

AT KANSAS CITY

Table with columns: Name, County, No. Head, Weight, Price. Lists various livestock sales including cattle, hogs, and calves.

AT WICHITA

Table with columns: Name, County, No. Head, Weight, Price. Lists various livestock sales including cattle, hogs, and calves.

AT WICHITA

Feeder lambs

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any cooperative which applies; but, independent business than the Co-operative movement ever dared to do.—The Mutual Forum, a monthly publication of Mutual Insurance.

### Elevator Management Has Difficult Hurdles to Jump

**Westcentral Co-op Manager Analyzes Requirements of Successful Manager, Director on the Board, a Sound Business—Developing Loyal Patrons**

Following is the address of Aksel Nielsen, manager of the Westcentral Grain Cooperative, Omaha, delivered at the annual meeting of the Farmers Union Jobbing Association stockholders in Kansas City, February 7.—The Editor.

It is nice at times, to get outside of one's little sphere and see how the other fellow is doing a job which is similar to your own.

I am enjoying very much your program today and have been able to absorb a great deal that will benefit us—and I know all present feel the same. Your general manager, Harry Witham, has made a few remarks regarding some of the obstacles facing the cooperative and how to build a strong financial institution.

The obstacles to be surmounted are many. We must find a way to do it. We will do it, but it will take time and effort on the part of all.

Quite obviously before any new cooperative should be started, a definite need for same in the community must be granted that those now in existence are supplying a service to the community which could not be performed without them.

In the organization of a cooperative or reorganization of one in existence today, too much care can not be exercised in seeing that the Articles of Incorporation and By-Laws provide for a sound basis for the carrying on of the business in a way that makes for a successful cooperative enterprise. To be hamstrung because of improper articles and by-laws has caused much dissension in many associations and has caused much inconvenience with federal and state authorities as many of you know.

**Problems of Policy**

A most important hurdle to jump is the setting up, by the directors, of general policies that fit into your life of endeavor—by that I mean definite general policies should be set by the directors. The detail of seeing that they are carried out is the problem of management. Such general policies include: method of marketing grain (on which I will touch later), the place and manner, and in the case of local cooperative grain associations, the designation of the place to market your grain. Too often it appears the marketing of grain is left solely to chance and is handled in a haphazard manner. Definitely this is not a reflection on the ability of the manager, but it is because of a lack of information concerning the proper outlets for your grain. No right thinking board of directors will permit its association to market elsewhere but through their own cooperative terminal marketing association. The advantages of so doing are many and I do not feel it necessary to enumerate them at this time. No doubt many of them will be brought out on this program today.

Getting over the obstacle—one in particular has caused considerable worry and many cooperatives appear to have no difficulty in getting over it, but others are continually complaining of lack of member interest and patronage. First, of paramount importance, it seems, is the matter of putting before the members sufficient educational material that will thoroughly acquaint them with the fundamental ideas and philosophy of the cooperative movement.

**Educational Work Important**

Your program of education among junior members of farm communities, which I understand is being sponsored by your terminal marketing association, is one of the finest things, in my estimation, that can be done to promote this important movement. Many of us know of the trials and tribulations experienced by an association established in a community where the membership and prospective membership is not thoroughly acquainted with the benefits that can be derived from patronizing their own cooperative.

Education, then can be considered an important step towards loyalty to members.

In this connection, members have faith in their directors and management—and what promotes this faith? Fair dealing, sound business policies and above all, carrying back to your members your problems—be they great or small. In a local cooperative, nothing can bind the members closer together than to be able to discuss freely and impartially at their meetings, the problems of their association. If mistakes are made by the directorate or management—and they do happen—let them be known and then take the necessary steps to remedy them so that it will not happen again. They and they alone own the cooperative and as owners they should be entitled to know the facts regarding same.

It has been said that success brings further triumphs and something to effect that a well defined path will be beaten your very door. Certainly this is the case of cooperatives—let an association have a year or two of successful operations and we find membership and volume further increasing. This, then leads us to conclude that success brings loyalty.

Yes—you say—but what about the association struggling for a foothold? Who, we find with small volume and hence scant if any savings in operations. If—as we mentioned previously—the need for this cooperative is evident to the community, and your educational program has been properly carried out, then every producer will patronize it and in the end it will extend to practically every loyalty

not tomorrow. In most cases he must be a bookkeeper—must know how to prepare and read a balance sheet and operating statement and to present clear and concise reports to his directors and members.

Therefore, to be a successful local cooperative manager your ability must be varied and exacting. I have thought out those points necessary for a capable manager to have: Good management, the most necessary adjunct for successful operations and in this connection we find some associations have been short sighted. Personally, I know of managers who have been engaged in the same capacity for as long as twenty years with the same association and yet they are not happy or satisfied. No one has ever told them they are doing a good job (we all like to hear the back or a word of encouragement now and then) and too often it has been necessary for him to ask for every raise in salary he has ever had. We must keep our management contented and satisfied—his salary should be adequate. Economy is a fine trait, but results from management are commendable with the type of man engaged for that position and you can not expect good operations for meager pay.

From the viewpoint of manager of a terminal marketing association, I can appreciate and sympathize with the many varied duties of a local cooperative manager—and if he applies himself conscientiously in the discharge of his duties, he will find a way to do it. He must endeavor I have outlined, he finds he has little, if any time, for the marketing of grain.

**Selling the Grain**

The marketing or selling of grain on a terminal market is a full time job. Even with the conveniences, such as the radio, telephone and telegraph, a local manager can not hope to keep in complete contact with the trends and complexities of the grain market as they are today. Consequently, I believe the service rendered by the Farmers Union Jobbing Association and other terminal marketing associations through their representatives is something that no cooperative can afford to be without. Your terminal marketing association, management and employees are highly trained and fitted for their respective positions and with representation such as this on the market, you may be sure of the best possible results.

The terminal marketing cooperatives are definitely a very important factor in the marketing of grain. The millers and processors are looking more and more to us for their supplies, as with our large volume of choice country grain, together with our terminal facilities where we can and allot the different grades of grain according to speculation, we are able to give the millers and other processors the type and quality of grain they desire.

Now—coming back to the problem of the local manager whose duties are so many and varied—the terminal marketing association has been conscientious and efficient and, as most of you know has remedied the necessity of local managers handling or selling grain on the terminal market by the use of the terminal marketing association funds for the purchase of grain. This is known as a finance station contract. It enables an association to buy grain from its patrons with funds supplied by your terminal marketing association. The amount paid the patron is the amount set by the local manager under the daily bill furnished to the patron by the terminal marketing association. The amount you have purchased the grain from the patron under the terminal's bid is your gross profit, as it is upon the purchase of the grain, it becomes the property of the terminal association and the marketing becomes its problem.

No risk is entailed in such an arrangement, as all grain is sold the same day it is purchased. In the ordinary way of accumulating a car of grain with your own grain, which takes from one day to sometimes several weeks in the off season, you are certainly betting the market is going up or at least going to stay even before the car is actually sold.

**Praises Finance Plan**

Therefore, if I were a director or a manager of a local cooperative, I should be greatly interested in my neighbors' funds. I would carefully investigate such a contract, knowing that if same was procured it would permit the manager and directors to sleep nights-for

### Democracy in Cooperatives

In the last few years, since we have enjoyed the services of our various governmental lending agencies, both for our cooperatives and for the farmers, we have heard a great deal about democratic control from our lenders and agencies and for our cooperatives.

In various conferences and meetings over the state, the various offices of our various governmental lending agencies, while advising with us on good sound practices in our co-ops, have always stressed the advisability of giving the members a part in the meetings of our co-ops and letting them express their opinions about the way things are run and urge them to take part in the planning for the future of those co-ops.

When we receive an invitation to attend the annual stockholders' conference of the Wichita Bank for Cooperatives, naturally I expected to see in that conference a program of all responsibility of the bank would take a definite part in discussing the past operations of the bank and also that they would have a lot to say about the country's marketing of grain.

You can imagine my surprise when I received the program and they would be sure that all grain is sold daily and no speculating with members' funds is being done.

The finance relieves the local manager of all responsibility of merchandising his grain and enables him to devote more time to building up and contacting his membership and to develop side lines. It also relieves the manager of the worry of how to get the money here who operate on the finance plan are showing a profit. I know that all the elevators in Nebraska that are financed by the Farmers Union Jobbing Association have shown a very nice profit each year, even though their volume in the past few years has been sharply curtailed due to drought conditions.

Briefly then, we can sum up the major points in producing a sound cooperative:

First—Proper Articles of Incorporation and By-Laws that fit your needs.

Second: A strong directorate.

Third: Sound general policies, which include the marketing of your grain through your own terminal marketing association.

Fourth: Capable and resourceful employees.

Fifth—Conscientious and efficient management.

Six—A good working capital.

Seventh—And probably the most important—loyal membership, well grounded in the fundamental philosophy of cooperation.

A cooperative blessed with such a program is able to properly discharge its duties to the community it serves and in doing so, is clearing the path for its friends and neighbors that leads to better rural living conditions and a way of life we are entitled to have in this great land of ours.

In closing, I want to take this opportunity to congratulate your general manager, Harry Witham, and his associates for the wonderful showing of the Farmers Union Jobbing Association and also I want to congratulate the directors and managers of the local associations as some of the credit in carrying on for your loyalty and support. I trust and feel sure you will continue to give that support, for with it the Farmers Union Jobbing Association can continue to grow and become a more integral part in the communities it serves.

### ELLSWORTH MEETINGS PROVE ENTHUSIASTIC AND VALUABLE

(Continued From Page One)

had been extended to all non-member farmers in the community. Standing room only was the order before the meeting opened in the Farmers Union hall. Over 100 attended this meeting. Miss Ekblad spoke on the value of the Farmers Union Junior work, complimented the Ellsworth County organization for the active Junior organization they had developed and encouraged the non-juniors that were eligible, to avail themselves of the opportunities offered them by the Farmers Union Junior organization of this county.

President Dean gave a very fine talk on the job of Cooperatives in our economic system, and supported the Farmers Union had given and hoped to continue to give to cooperatives and he also pointed out some of the problems in Agriculture today that the Farmers Union was seeking to correct through legislation. Several farmers have made application for membership since the meeting and others have indicated that they may join.

Another meeting of the type described was held at Kanopolis Thursday evening. Even a larger number of the non-members expressed interest in the organization after this meeting. It was voted during the meeting to hold another meeting in Kanopolis Friday evening March 7, for the purpose of consolidating several local groups into a strong Kanopolis unit.

Lunch was served after each of these meetings by the Ellsworth Farmers Union.

Plans will be completed at the march meetings of the Farmers Union locals to send out teams to solicit membership over all the territory covered in these meetings. From the interest expressed in these meetings, it seems that it would not be too much of an optimistic statement to predict that Ellsworth will add another 75 members to the Farmers Union.

### THE CLOAK ROOM

W. P. Lambertson

We went the second mile to the outer front gate to welcome the Lord to the arsenal of democracy—that promised him everything we have and thanked him for rescuing us.

In the annual message, opposition was expressed "to clipping the Eagle's wings to feather any one's nest." After four weeks we can't figure it out because all the warmongers are on Franklin's side.

Also something was said about the soft-hearted and the soft-headed. The isolationists, of course, are the former, but the latter must be those who think we and England can invade the continent.

A modern Caesar's pledge—I pledge allegiance to the Flag, and the Deficit for which it stands; One Family, Indispensable; With Cant's figure it out because all the warmongers are on Franklin's side.

Section 2 of the bill provides for payment by the Secretary of the Treasury to the Federal Farm Mortgage Corporation of amounts equal to the amounts by which the interest on mortgages held by the Corporation (securing Land Bank Commissioner loans) has been reduced as a result of the lower interest rate fixed by the bill, and there is authorized to be appropriated such sums as may be necessary to make such payments. The provisions of this section correspond to those of existing law under which reimbursement for interest losses is made to the Federal land banks. Payments for this purpose to the land banks and the Corporation are limited under the bill to the period prior to June 30, 1943, since the reduced interest rate is applicable during that period.

**Jefferson on War in 1823**

I have ever deemed it fundamental to the United States never to take an active part in the quarrels of Europe. Their political interests are entirely distinct from ours. Their mutual jealousies, their balance of power, their conflicting alliances, their forms and principles of government, are all foreign to us. They are nations of eternal war. . . . On our part, never had a people so favorable a chance of trying the opposite system, of peace and fraternity with mankind, and the direction of all our means and facilities to the

### CLASSIFIED ADS

**Farms Wanted**  
WANTED—to hear from owner of land for sale for spring delivery. W. M. HAWLEY, Baldwin, Wis.

**Chewing Tobacco**  
GOOD OLD FASHIONED HOME MADE RED LEAF Chewing and Smoking TOBACCO. 25 pounds for THREE DOLLARS. Nichols and Company, Kingston, Georgia. 2-2-3.

**Seed For Sale**  
KANSAS BRIST PLUM GRIMM ALFALFA SEED free from weed seeds, \$1.00 a bushel delivered; Kansas Common Alfalfa \$1.00; Farmers Alfalfa Seed Co., Stafford, Kan.

**CERTIFIED, FROST-PROOF** Cabbages and Onion Plants, Cabbage, all varieties. Parcel post prepaid, 200, 65c; 500, \$1.00; 1,000, \$1.75 express collect 2,500, \$2.00. Onion, all varieties parcel post prepaid, 500, 60c; 1,000, \$1.00; Express collect 2,500, \$2.00. Prompt shipment, safe arrival, satisfaction guaranteed. Catalogue free. Union Plant Company, Texarkana, Arkansas.

**Purebred Turkeys**  
FOR SALE—Purebred Black Spanish Turkey Toms. W. J. Shannon, Ellsworth, Kan.

### OKLAHOMA CONVENTION

One Thousand Attend—Follow Conference Method This Year

About one thousand delegates, officers and members concluded a most successful state convention on Wednesday afternoon, January 22, 1941.

Mr. Tom W. Cheek of Oklahoma City, Oklahoma, was reelected as state president of the largest state organization in the National Union of Agricultural Workers. Mr. F. H. G. Lawrence was reelected secretary for the twenty-fourth time.

Following the pattern of the National Union of Agricultural Workers held at Denver, November 1938, Oklahoma officers and directors used the conference method of convention. Very lively discussions were held for two afternoons in the conference conference, covering the organization, legislation, and cooperative activities. Widespread interest and favorable reaction resulted from the use of the conference method. An member of the Farmers Union had an opportunity to express his views before any conference group, he was attending.

**Adopt Sound Program**

A very fine program for the coming year was adopted by the delegates. The general conference committee coordinated the resolutions adopted by the conference groups.

The following preamble was adopted: "The Farmers' Educational and Cooperative Union of America, Oklahoma Division, wish to stress the idea that a cooperative plan of society must be worked out by the democracy, to correct the economic evils, abolish poverty and apply the GOLDEN RULE."

The conference on Education recommended a program of planning, visual education, and educational materials furnished by the National Farmers Union.

Cooperation and good will was extended to local agencies as N. Y. A., R. E. A., Future Farmers and Home Makers, 4-H Clubs, with a special emphasis on cooperation with the Farmers Union Juniors. Active members and their activities should not be segregated from the activities of the adult locals as established as a policy.

**Legislation**

Adoption of the National Farmers Union legislative program was the first order of the business in the legislative conference.

The fight for the Graduated Land Tax and a coordinating program to follow up the Graduated Land Tax was stressed. The legislative committee proposed to appropriate state funds to enlarge the tenant purchase program of Farm Security Administration in Oklahoma.

A graduated Chain Store Tax was recommended by the Convention.

Agross production tax on crude oil, natural gas, lead and zinc, was recommended.

Fearing the repeal of constitutional rights of the people as to the right of initiative and referendum, the convention went on record strenuously opposing any such legislation.

**Organization National Dues 40c**

The convention adopted a change in their by-laws to provide for the increase of National dues for 1942 to the sum of 40c.

**Recommending the Institution School Method of Training**

Officers and members of the convention went on record as favoring for this year a school for County Presidents, Junior Leaders and County Secretaries, similar to schools in Montana and North Dakota.

**Cooperatives**

Adopted the National Farmers Union program for cooperatives, except for the strengthening of the check-off provision. The Convention asked that some raw materials be selected by the state officials and that the raw material selected be processed from the raw product to the finished product.

**Cooperate With Organized Labor**

The Convention reiterated the historical position of the Farmers Union is cooperating with Organized Labor.

**Life Membership Granted**

One of the outstanding features of the convention was the adoption by the delegates of a system wherein any member who has paid his dues 25 years and who has reached the age of 65 is granted a life-time paid-up membership in the Oklahoma Farmers Union. Members who were eligible at this convention were each given beautiful lifetime membership badges.

### AAA Marketing and Farmers Plan Observance on March 8

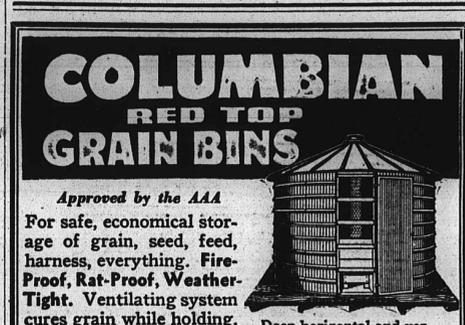
The Agricultural Adjustment Administration in Kansas, together with the Agricultural Extension and administration division and other governmental agencies, is arranging for the observance of National Farm Day on March 8 by all counties in the state.

Mr. J. C. Wilson, chairman of the Kansas Agricultural Conservation Committee.

This date commemorates the day eight years ago when the then Secretary of Agriculture, Henry A. Wallace, asked farmers to attend a conference in Washington, D. C., which resulted in the present farm program, and the action agencies related to Agriculture.

The Farmers Union has a definite part in this conference.

A highlight of the farm programs will be a broadcast from Washington by President Roosevelt.



**Approved by the AAA**

For safe, economical storage of grain, seed, feed, harness, everything. Fire-Proof, Rat-Proof, Weather-Tight. Ventilating system cures grain while holding. Convenient sizes. Easily erected. Last 15 to 30 years!

Deep horizontal and vertical swedges give double strength.

### Storage Problem to Be Serious in 1941

Farm storage may save the day for you this year. It will tax local and terminal elevators to store even the first few weeks' run of wheat. Play safe and buy a COLUMBIAN GRAIN BIN so you will have storage space for at least part of your wheat. Order at once through your local Farmers Union dealer to assure prompt shipment.

COLUMBIAN GRAIN BINS AND STORAGE TANKS ARE DISTRIBUTED BY

### Farmers Union Jobbing Association

KANSAS CITY TOPEKA

### "NATIONAL FARM DAY"

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### The Open Forum

**Suggests Production Tax To Editor:**

With the price of wheat going down every day it is surprising the courage the employees of the AAA have by calling meetings, after being on the job for the past eight years and tell us that we may expect lower prices this year than ever. And at these same meetings ask the farmers to make the present program compulsory by a referendum vote.

The records show that the administration cost about the same amount that one-half of the farmers received in benefit payments that complied with the program. And that the bulk of the payments went to a few large producers.

Under present conditions it is necessary that the small farmer receive some help, and I would like to suggest a plan to replace the present farm program.

I would suggest a graduated production tax copied after our state and federal income tax.

Exempt every farmer 1,000 or 1,500 bushel and the government guarantee a domestic market for the next 1,000 bushel he sold. Then on the next 1,000 bushel he sold him take the market price and in addition pay a tax of 5 cents per bushel, and increase the tax with each additional 1,000 bushels.

This plan would work just the reverse of the present program, as it would really help the small farmer and discourage the large operator; break up the large land holdings, and also give many a good farmer that is now on relief or W. P. A. a chance to rent or possibly buy a farm.

### For the "High" Dollar Ship Live Stock to the Terminal Market

Consign Them to "YOUR OWN FIRM"

**FARMERS UNION LIVE STOCK COMMISSION CO.**

Kansas City—Parsons—Wichita

### In Want of a Manager, or In Want of a Job?

**DIRECTORS**—Take advantage of the services offered by the Employment Department of the Kansas Farmers Union. A list of qualified managers who have applied for a better position or for a change in location for various reasons gives a selection that warrants your consideration.

**MANAGERS**—Assistant Managers and other Applicants—All information compiled in this office is held in strict confidence. There is no charge for the employment service until the time the applicant is placed, then a 5% fee from the first month's salary.

### Kansas Farmers Union

EMPLOYMENT DEPARTMENT  
P. O. Box 296 Salina, Kansas