



THE KANSAS UNION FARMER

Co-operation

Education

Organization

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3,000 Attend Big Celebration For Ellsworth F. U.

Silver Jubilee Program Includes Parade, Free Barbecue, Music, Speeches and Dance

The Ellsworth Farmers Union people took over completely the town of Ellsworth Wednesday, May 24. Over three thousand people partook of the free barbecue dinner, it was estimated. The celebration was the Ellsworth Farmers Union Silver Jubilee. The Farmers Union elevator was built in 1914. The Ellsworth county Farmers Union Local No. 41 received its charter on April 27, 1914.

Ellsworth townpeople gave the Farmers Union a welcome. The Municipal parade which was the big event of the morning. Nearly every place of business had stenciled on a window-front "Farmers Union—Welcome"—and pictured the emblematic hoe, rake and plow.

Are Attractive Floats
Floats appeared in the parade that represented hours of painstaking labor. Colored paper streamers sailed from various decorated trucks and various automobiles and makes of tractors. Young Farmers Union people rode their cow ponies, and they were goodly represented. Members of different Locals in the county rode in the parade with their groups boldly identified by banners.

The barbecue was held in the city hall. The lobby of the newly constructed and attractive community center was soon crowded far beyond summer comfort. Registrations were made, and tags were affixed to shirt-fronts as the people crushed toward the steps leading to the basement and bounteous amounts of food.

Preparations had been made to serve 2,500 persons with the barbecued meat, but the servers were generous and after two thousand or so servings, weinies were substituted. The Farmers Union State and National packing plant, however, and a third meat used was lunch ham.

Big Afternoon Program
The barbecue was served free of charge, and picnic tickets were distributed without charge to the children. Expense of the celebration was shared by the Farmers Union Locals and the business institutions.

The afternoon program was held in the auditorium. It opened with music by the Lorenz Harmony boys, and kept moving rapidly. Herman Kohls was in charge of the program; the responsibilities of the day's activities had been carefully distributed. Bert Harmon, president of the business association who was titular head of it all, evidenced great administrative ability in leaving full handling of details to committees. Chairman Chapman is president of the county Farmers Union. P. J. Nash is the general manager of the business institutions and handled the parade arrangements.

John Fengel, president of the Kansas Farmers Union, made the principal address of the afternoon. Other speakers included John Vesecky, National Farmers Union president; Tom Hall, head of the local information and membership department of the Farmers Union Jobbing Association; T. B. Dunn, secretary-manager of the Farmers Union Auditing Association and E. W. Barth from Consumers' cooperative Association. Many others were introduced.

"Two fine singers are Orville Schultz and Lloyd Essick who added to the program with vocal solos.

H. E. Kline led in a special ceremony in honor of Farmers Union leaders who had "passed on."

In this day of fast automobiles that can allow for chores and evenings in town before the celebration late in the afternoon. But a dance was scheduled for the evening that would round out the day. There was a small admittance charge to the dance.

The Ellsworth County Farmers Cooperative Union did not come into existence until after several of the locals were organized during the latter part of the year 1913 by P. S. Harper. The locals immediately started purchasing groceries, feeds, hay and corn through the State Farmers Union business agent. Most of the discussions in the early local meetings were in regard to going into the elevator business cooperatively. Nearly all of the locals held meetings twice a month and sometimes called special sessions to distribute groceries.

On March 10th, 1914, a mass meeting of the locals in the county was held in the Armory Hall. The Golden Bell Theatre is now located in the building. This meeting was called to order by James Reardon, president of Mud Creek Local. The State Farmers Union President, Morris McAuliffe was present to organize a county union. Chester A. Chapman was appointed to act as temporary secretary. Smith Hunter as temporary conductor and Frank Novak as temporary doorkeeper. Many members were taken in at this meeting.

Elect James Reardon
After a lengthy preliminary discussion, James Reardon was elected the first president of the Ellsworth County Union. Smith Hunter as Vice President, R. H. Vance as Secretary, Treasurer, Oscar Knight as Conductor, Frank Novak as doorkeeper, Chester Chapman as county organizer and lecturer, and R. H. Vance as business agent. At this meeting the first committee on constitution and by-laws for a cooperative elevator was appointed by the president of the county union. On this committee, were appointed Rudolph Smishny, Wm. Thornburgh, H. E. Kline, Wm. Bender, and H. W. Schultz. After the county union was organized and a county business agent appointed, the locals pooled their orders for feeds, seeds, hay, corn and groceries. The charter of The Ellsworth County Farmers Union, Local No. 41 was received on April 27, 1914. Chester Chapman, President; H. E. Kline, Vice President; Elmer Stroede, Secretary-Treasurer; Louis Katanneire, conductor; Brad Hooper, doorkeeper.

The County Union purchased a (continued on page 4)

SIX ELLSWORTH F. U. LEADERS



Left to right: H. E. Kline, Ernest Palmquist, Herman Kohls, Joe Prochaska, Henry Scheuch and Bert Harmon. All these men are or have been directors of the Ellsworth Farmers Union business association. Mr. Kline has served as director longer than any other in Ellsworth county, 25 years. Mr. Harmon is now president of the business organization and Mr. Kohls is secretary. Mr. Kohls served as chairman of the afternoon program May 24.

A PATRIOTIC FLOAT



Mrs. P. J. Nash, wife of the general manager of the Ellsworth county Farmers Union business association, had charge of the preparation of the float pictured above. Shown on the float are, left to right, Joan and Mary Palmquist, Patsy Jo Nash and Shirley Gwinner. Roney Palmquist may be partly seen behind her sister, Joan. Mr. Nash is standing beside the float with an eye on his young daughter.

Scandia Local McPherson County Has Celebration

Swedish Farmers Enjoy Silver Jubilee Ceremonies at All-Day Picnic

Scandia Local No. 1152 had a big celebration May 25 at Camp Tau, two miles south of the Swedesburg schoolhouse, District 81, in McPherson county. It was an all-day picnic in observance of the Silver Jubilee of the Local.

Special ceremonies were held in honor of the charter members. Their names are given with their picture in another column. John Vesecky, president of the National Farmers Union, presented Farmers Union 25 year pins to the honored men.

William Swanson, the well-known "Wild Swede," was the featured speaker of the program, following a bounteous picnic dinner. Mr. Swanson was no stranger to this group, particularly to the 25 year members. For it was he who met with these McPherson county farmers 25 years ago and sold them on the Farmers Union organization. Mr. Swanson was introduced as the "champion" Farmers Union organizer of organizers. He stressed the value of our farmers Union business institutions and the steady growth of cooperative business.

B. M. Gibson, a past president as well as a charter member, responded to Mr. Swanson's talk, "Crowning the Winners." He told how 25 years ago Mr. Swanson had followed his organizational talk with some chin-to-chin conferences on the need of farm organization. Mr. Swanson had not permitted Mr. Gibson to sleep over the question of joining, but signed him up at once.

Homer Spence, president of the Local, opened the meeting after the dinner. He had been elevated. He spoke of the special significance of this meeting. He introduced special visitors, including Mr. Vesecky, John Fengel, state president; Miss Pauline Cowger, state secretary; Miss Esther Ekblad, state Junior Leader; Mrs. Olson, county Junior Leader; and Rex Troutman, editor of the state paper.

"Wild Swede" Swanson Speaks
C. R. E. Nordling introduced Mr. Swanson. Mr. Nordling was program chairman, and this was one meeting for which none of the faithful "charter" members had responsibility. The only notice Mr. Swanson had of giving a response to Mr. Swanson's talk was the duration of Mr. Swanson's talk. Mr. Nordling mentioned that Mr. Gibson would be called upon to represent the 25-year members when he introduced Mr. Swanson.

Mr. Swanson hurried away to catch a train, while the program continued with a two-minute talk by Mr. Vesecky. He was followed by Esther Ekblad who reported on the progress and activities of the Farmers Union Juniors throughout the state. Miss Ekblad conducted a brief ceremony initiating eight Scandia juniors into the Farmers Union. The juniors repeated the junior pledge, and the older members voiced a welcome. The juniors were Bernard, Bonnie Dee, Ernest, Esther, and Niles Gibson, and Dorothy, Ruby, and Berdett Larson.

Mr. Fengel spoke in congratulation of this strong Local, and expressed the wish that the other 104 counties in Kansas were as strong in Farmers Union philosophy.

A. B. Anderson was the first pres- (continued on page 4)

F. U. Junior Camp To Begin July 31 At Eureka Park

Second Kansas Camp Will Be Held Same Location As Last Year—Make Plans

Junior Camp will be at Eureka Park, just west of Manhattan, July 31 to August 6. This is the same location as last year when the First Kansas Farmers Union Junior Camp made such a success. The organization and Mr. Kohls is secretary. Mr. Kohls served as chairman of the afternoon program May 24.

The camp will be open to all Juniors and Junior Reserves; 14 is the minimum age. Parents must be members of the Farmers Union. The camp is also open to Junior Leaders and older young people who are members in good standing.

"It will be the purpose of the camp to teach the principles of the Farmers Union, to give training in local leadership, and provide recreation and fellowship that will make the week at Eureka Park one to be long remembered," advises Miss Ekblad.

F. U. C. is \$3.00
Campers will arrive at Eureka Park in the afternoon of Monday, July 31, and will check out either the following Saturday or Sunday. The fee will be \$3.00. Of this, \$2.00 must accompany the registration which must be made not later than July 22 through the state office at Salina; the remaining \$3.00 will be paid upon arrival at camp.

Everyone encourages the Junior Camp, it seems, but it is Mrs. Helen Denney, editor of The Managers' Monthly, publication of the Farmers Union Jobbing Association, who speaks out point-blank for funds to send local young people.

"All local and county leaders should attend this camp, and a way should be found to send them—expenses paid," reads the leading May article in the publication which is entitled, "Are you REALLY interested in Junior Education?"

"Farmers Union Camp time is drawing near. While it is truly a 'Camp' with all its pleasant outdoor activities, it is just as truly an 'Institute' where Leaders and Juniors get instruction in many subjects which helps them through the year in their leadership and studies.

Select a Junior Leader
"If you have no local or county Junior Leader, why not select one in your community to attend the Farmers Union Camp this summer and take over the active leadership of your young people upon his or her return? Sometimes young men are well suited for this. Young girls who are little more than Junior grown-ups, the same as in 1913, and will mature April 30, 1940, on wheat stored on farms. Loans on commercially stored wheat will run for seven months from the date of the loan, but not later than April 30, 1940.

"A new provision will allow premiums above base rates for hard red spring, hard red winter and hard white wheat of high protein content. Wheat testing between 13 and 13.9 per cent will be eligible for a premium of 1 cent a bushel above the base loan rate, while grain testing above 13.9 will be eligible for a premium of 2 cents a bushel for each per cent.

"As in last year's program, premiums and discounts are provided on grades. Grain better than the base grade will draw premiums and that grading poorer will be subject to discounts from the base loan rate. Where No. 2 wheat is the base, No. 1 grain will be eligible for a loan of 1 cent a bushel higher than the base rate. No. 3 grain will be subject to a 3-cent discount, No. 4 to a 6-cent discount, and No. 5 to a 9-cent discount.—From Kansas City Star, May 21, 1939.

Our Wheat Loan Department is well informed on the laws and regulations covering these loans, and having had a year's experience in handling them, we will be able to give you and your producer-members prompt, efficient service.

With the acquisition of the Farmers Union Terminal Elevator at Topeka, your cooperative can store your grain in its own facilities at that point, and of course, can handle your storage grain, both the grain on wheat loans and straight storage, at Kansas City and Salina in the usual manner.

HONOR MEMBERS OF SCANDIA LOCAL



The Scandia Local in McPherson county honored its 25 Year Members at its picnic meeting Thursday, May 25. Reuben E. Peterson, member of the state board of directors is standing second from the left. Other charter members are Carl Clark, C. W. Thompson, Charlie Smith, E. O. Olson, Martin W. Peterson, C. J. A. Nelson, Carl A. Larson, Martin Johnson, Barton Gibson, Oscar A. Tector, C. O. Engstrom, E. C. Peterson, C. F. Peterson, and J. N. Anderson. William Martinson, a charter member, is not in the picture. Not charter members, but members for 25 years, are O. E. Rolander and C. G. Larson who are in the picture, and D. E. Smith, Adolph Berg and L. H. Anderson.

New Wheat Loans Handled Through FU Jobbing Ass'n

U. S. Government 1939 Loans Assure Harvest-Time Returns Close to Present Prices

"Here's good news for our wheat farmers and the cooperatives which serve them," writes H. E. Witham, manager of the Farmers Union Jobbing Association, Kansas City, in a letter telling of provisions of the government new wheat loan. The letter follows:

An Associated Press report from Washington, dated May 20, said that Secretary Wallace had announced that the government would offer farmers loans on 1939 grown wheat at rates designed to assure them harvest-time returns about equal to the price now being quoted on the cash grain markets. "The new schedule is 3 to 9 cents a bushel higher than the price under the 1938 program, including a base price of 77 cents a bushel for No. 2 hard winter wheat at Kansas City.

"The loans will be made by the Community Credit Corporation under authority of the 1938 crop control act. Eligible for loans will be producers who cooperated with this year's agricultural adjustment administration program by planting their wheat acreage allotments.

Average 61 Cents a Bushel
"Department officials said the loan rates would average about 61 cents a bushel for the country as a whole made such a success. The organization and Mr. Kohls is secretary. Mr. Kohls served as chairman of the afternoon program May 24.

For No. 1 hard winter at Kansas City, 77 cents a bushel—up 5 cents from 1938; For No. 2 hard winter at Omaha, 76 cents a bushel—up 5 cents from 1938; For No. 2 hard winter at Chicago, 80 cents a bushel—up 3 cents from 1938; For No. 2 hard winter at Gulf of Mexico ports, 85 cents—up 8 cents from 1938.

Allow for Freight Rate
"Rates for wheat stored on farms and in country elevators will be less than the nearest terminal rate by the amount of the freight plus an additional 3 cents for handling charges. Thus, for No. 2 hard winter wheat stored in Kansas at a point where the freight rate is 5 cents a bushel to Kansas City, the loan rate would be 69 cents a bushel. The rate is determined by deducting the 5 cents freight charge plus the 3 cents handling charge from the Kansas City rate of 77 cents.

"In theory, the loans are designed to place a bottom under wheat prices. If at harvest time market prices are below the loan rates, cooperating growers have the privilege of storing their grain and obtaining a government loan. Designed as it is to bolster income of wheat farmers, the loans will supplement a wheat production control program under which cooperating farmers will receive subsidy payments of 29 cents a bushel.

"The loans will bear a 4 per cent interest, the same as in 1938, and will mature April 30, 1940, on wheat stored on farms. Loans on commercially stored wheat will run for seven months from the date of the loan, but not later than April 30, 1940.

"A new provision will allow premiums above base rates for hard red spring, hard red winter and hard white wheat of high protein content. Wheat testing between 13 and 13.9 per cent will be eligible for a premium of 1 cent a bushel above the base loan rate, while grain testing above 13.9 will be eligible for a premium of 2 cents a bushel for each per cent.

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The President's Message

By J. P. Fengel State President

Kansas Wheat Improvement
The Managers attending their Annual meeting in Salina May 16th of the Farmers Union Managerial Association had under discussion many phases of the state wheat situation, wheat, as affecting the farmer who raises wheat, the elevators handling wheat, the miller who grinds the wheat into flour, the Baker who bakes the flour and finally makes the bread and the housewife who bakes her own bread and all of their interests in the kind, variety and quality of the various varieties and mixtures of varieties of Kansas wheat as they directly affect the farmer when he sells wheat, and the advantages Kansas farmers might have in growing such varieties as might be the better adapted to their particular locality.

The board of directors very keenly the loss of her most efficient and lengthy services, and it is with deep regret that she leaves the state organization."

WARNS OIL MEMBERS
Royalty Company Manager Advises Pool Members to Hold Tight
Directors of the Farmers Union Royalty Company met in Salina, May 29, to transact routine business and to discuss plans for the future good of the members. Encouraging reports were made of wells discovered in the immediate vicinity of pooled lands, of more drilling probably being done on pooled land within a reasonable time, and a better outlet for the crude oil on wells now on pooled land.

Members of the Board are S. S. Ebert, Quinter, president; W. E. Fleming, Stockton, vice president; G. E. Creitz, secretary-manager; John Huber, Selden, and A. D. Rice, Delphos.

The directors feel that this year should see the end of the great bulk of litigation the company has been forced to defend, all of which litigation has been started by members. The company has not instituted any lawsuits at all.

"The company would like to be able to send to each member copies of the monthly reports made to the directors," said Mr. Creitz, "but this would cost so much that the expense is not yet considered warranted. We will be glad to furnish such information as the members might want to write the office for, such information being taken from the records and books of the company. Better than that, any member may come to the office at any time where the books and records are open to all members.

"It is always good advice to go slow over the rough places," Mr. Creitz continued, "and to be sure that when any step is taken it will land us where we think it will. In fact, unless all of the facts are given due consideration, correct conclusions are unlikely. This applies to all of our cooperative enterprises.

"It is also well to consider carefully before signing away one's rights to vote or be heard in the affairs in one's company, to another. Learn all you can about your company before giving someone else the power to make drastic changes in it."

Surveys made by the Association indicate there are now being planted about 40 named varieties of hard winter wheat, with a diversity of soft winter wheat grown in eastern Kansas, greater than the prevalent varieties grown in Central and Western Kansas.

In the counties of east-central Kansas, where the soft red winter wheat area of eastern Kansas meets the hard red winter wheat area of central and western Kansas, the problem of mixed hard and soft wheats is a very serious problem for the elevator operator, the grain trader and the miller, (continued on page 4)

To Local Secretaries

With the resignation of Miss Cowger as State Secretary, and Rex Troutman now holding this position, all correspondence should be directed accordingly—Kansas Farmers Union, Box 296, Salina, Kan.

SECRETARY RESIGNS

Miss Pauline Cowger's Resignation Is Accepted by F. U. Directors
The resignation of Miss Pauline Cowger, secretary of the Kansas Farmers Union for the last three years and a worker in the state office for many more years, was accepted by the directors of the state Farmers Union at a meeting in Salina May 27, effective at once.

Rev. Troutman, editor of the Kansas Union Farmer, was appointed secretary and will fill both positions. "In accepting the resignation of Miss Pauline Cowger, as Secretary of the Kansas Farmers Union, reads a resolution signed by the directors, 'the board of directors very keenly the loss of her most efficient and lengthy services, and it is with deep regret that she leaves the state organization.'"

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TOPS PARSONS LIVE STOCK MARKET



The cattle, pictured above, belonged to J. C. Hess, Brazilton, and were sold recently through the Farmers Union Live Stock Commission company at Parsons. "They were the highest priced cattle sold on this market this year," reports W. L. Aenuff, manager of the Parsons house. "They were mixed yearlings weighing 665 pounds and brought \$9.50 per hundred. They were Hereford cattle of his own raising and feeding."

ADOPT NEW BY-LAWS

Clyde—Stockholders of the Farmers Union elevator association held a meeting here May 26 with an attendance of 30.

The vote was unanimous for the following action: adoption of new set of by-laws providing for 100 per cent cooperative basis; amendment of charter to come under the provisions of the 1931 cooperative marketing law; and amendment of charter to provide for capital stock in shares of \$10 instead of \$100.

Charles Wagner is manager. Officers are: J. E. Yoder, president; William Blery, vice president; H. M. Danielson, secretary; E. O. Fuller, treasurer; and the following directors, A. M. Bachand, Albert Landry, Marion Lovden, Edwin Gexner and Ed Deneau.

Tom Hall, chief of the membership and information department of the Farmers Union Jobbing Association, attended the meeting.

The Federal Crop Insurance Corporation has more than one million bushels of wheat in storage in Kansas elevators in reserve to pay crop losses. Largest holdings are at Hutchinson and Wichita, with smaller amounts on hand in Dodge City, Arkansas City, Concordia, Zenith, Hays and Yocoma.

J. Vesecky Tells of Important Farm Nat'l Legislation

Brief Summary of Developments Given by National F. U. President

By John Vesecky
Your Editor of the Kansas Union Farmer asked me to write a short article for this issue on legislation. I will do my best at the job, but any one who tries to write a prophecy as to what congress will, or will not do, is taking on a pile of trouble.

The National Farmers Union through the commodity committees appointed, pursuant to the instructions of the last National convention, worked out and has introduced two measures, designed to assure the farmers cost of production, or Parity prices which ever is higher, on wheat and cotton. The wheat bill based on the Domestic Allotment Certificate plan was introduced in the senate by Senator Burton K. Wheeler of Montana, and is numbered S-2395. The cotton bill also based on the Domestic Allotment Certificate plan was introduced by Sen. Josh Lee of Oklahoma as S-2434.

Gives Main Features
The main feature of these bills are protection of the average or family size farm through giving the whole historic production of such farms a domestic allotment status, the reduction in the amount of the certificates being made on production above 16,600 bushels per farm in wheat and 2,500 lbs. per farm in cotton. This provision will make it more profitable for insurance companies and other large land owners to put families on the farms than it will be to try to farm all the land with hired labor.

Another important feature is the absence of licensing requirements of our Farmers Elevators, in fact all elevators, and the lack of complicating grade differential regulations. I wish all our members would write their congressmen or senator for a copy of the wheat bill and give it careful study. I believe that it is a real good bill, and the whole committee of the Farmers Union deserves full credit for getting it introduced in this session of Congress.

Other bills that are about ready to be introduced are the Debt Adjustment bill, the Dairy bill, not on the Certificate plan, because the Dairy committee did not think the plan would work as well on dairy products as we believe it will on the non-perishable products, and bills for Plax and rye on the certificate plan. We also strongly endorsed Senator Thomas' bill to have Congress resume its power to coin money and regulate the value thereof.

Far Short of Full Parity
The Senate amended the Agricultural Appropriation bill by adding to it 225 million dollars for parity payments on wheat, cotton, corn and rice, and 113 million dollars for the removal of surpluses. This bill now is in conference. I do not at this writing know what the conference committee will do with the added amounts for parity payments, our farmers cannot hope to get more than 75 per cent of parity. This will be a help for 1939 but of itself will still spell bankruptcy for our farmers. We need and must have a bill that will give us farmers a fair share of the National income, not 75 per cent of parity.

There is much controversy about amendments to the Wagner Labor Relations Act, and the Wages and Hours bill. One set of amendments would take from our farmers and their cooperatives most, if not all exemptions which are given them under present laws. The other bunch would extend the farm exemption as it is now, but with no provision for the inclusion of the packers, canners and practically all the processors of farm products located outside of three or four of the largest trade centers.

My personal opinion is that we farmers should demand that no provision of the two laws affecting agriculture be changed except on the recommendation of the farmers themselves, after they have given changes careful consideration and come before Congress with proof that the large packers and canners are not behind the proposed changes.

Support Kansas Officers
Well, this last paragraph is not on legislation but it is more important to us farmers than are many of the bills that we fight over. I want every member of the Kansas Farmers Union, and especially every local and county Union officer, to have the support of the National Farmers Union officers, President Fengel and Secretary Troutman, full support in building up the membership of the Kansas Union. Pay your dues and get your neighbor to pay his. In Unity there is Strength.

I wish to say I am very interested in organizing our boys and girls. When we pause to think, we may be handing this coming generation a problem. Sometimes I think we of this generation have made a failure of everything, but after weighing everything fairly, we may have accomplished a few things. We the State World War wished onto us, and that has thrown the whole world out of line. It will take a well trained generation to make the necessary adjustments to bring us back to the good old, true America we once knew. Let us all get busy and give the boys and girls a start in the right direction by organizing them and schooling them with the cooperative spirit, as cooperative effort is the thing that planted democracy, so let us all do our part.—A "stockholder," writing in the publication, Osborne Co. Farmers Union.

Lots of complaint from those with millions of net income about taxes levied and appropriated to furnish jobs on WPA for the unemployed. They, too, are living off the Government with income from tax exempt bonds. They get about 14 billion a year, state and federal, in interest which is equally a government subsidy.—Oklahoma Union Farmer.

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"

THE FARMERS UNION CREED

Because I know that as an individual I am nothing, but banded with my brother farmer I am power—I pledge the work of my hands, the fruit of my soil and the loyalty of my heart to the Farmers Union.

I will keep my eyes on the goal and let no petty annoyances make me forget it.

I will attend my local meetings and let no personal animosities keep me from mingling with my neighbors for our common good.

I will support our cooperatives with my entire patronage and our leadership with my utmost confidence.

And I will always remember, that greater than any man in it—worthy of any sacrifice—deserving of all faithfulness is the Union itself, built for me and by me—my own organization.—Gladys Talbot Edwards.

YOUR LEADERS MESSAGE

Esther Ekblad

Announcing Camp!

The second Farmers Union Camp of Kansas will be held at the Eureka Park, Manhattan, Kansas, July 31 to August 6. The camp is open to all Juniors and Juveniles, 14 the minimum age, whose parents are members of the Farmers Union, and is also open to all Junior Leaders and older young people who are members in good standing.

Campers will arrive at Eureka Park in the afternoon of July 31st and will check out either the following Saturday or Sunday. The fee will be \$5.00. \$2.00 of the fee must accompany all registrations which will be due at the State Office not later than July 22, the remaining \$3.00 to be paid upon arrival at camp.

It will be the purpose of the camp to teach the principles of the Farmers Union, to give training in local leadership, and provide recreation and fellowship that will make the week at Eureka Park one to be long remembered.

Decide now to attend the second KANSAS FARMERS UNION CAMP.

On Through the Years

Two recent twenty-five year celebrations have given tribute to men who have faithfully paid dues to the Farmers Union and who have given freely of their time toward the furtherance of the same. We do owe a debt of gratitude to those men and women who had the foresight to realize the power of cooperation in this business of farming. From earliest times men have found it necessary to work together to attain certain objectives. In the history of our country pioneer families cooperated in building log cabins, clearing timber, and building roads. Quilting bees, threshing gangs, and boarding the teacher were all good examples of cooperative endeavor for the benefit of all.

As farming and industry developed in this country, farmers began to run up against marketing and price problems which in many instances drove them to organize. The Farmers Union, which was not the first of farm organizations, came into being in 1902 at a small county schoolhouse in Texas. It was introduced into our state about twenty years later, and since that time it has been a continued story, crowded with tense moments. Grain elevators and oil companies were organized in the face of strong opposition, but Kansas farmers stuck to it with lowered margins and operating costs as the result.

Who has benefited most by the persistence of the Farmers Union? Is it not we, the sons and daughters of Farmers Union members? Is it not we who will profit by the successes and failures of our parents toward making cooperation really work? Yes, to learn the lessons of cooperation and unity, in business as well as in social life is one of the greatest contributions toward our future that we can receive.

Let us now endeavor to carry the Farmers Union banner high on through future years. The best way in which we can show our appreciation to those who have put the Farmers Union on a firm foundation for us is to get into the organization with a determination to live the principles embodied in the Farmers Union Creed.

WITH ESTHER EKBLAD Junior Leader

Where have we been lately. Oh yes, the F. U. Managers Association held its spring meeting at Salina, May 16. It was a morning and afternoon meeting with a very crowded program. One of the most interesting features of the day was the group discussions under the leadership of Pat Nash, Ellsworth, and David Train, Lindsborg. The discussions gave all of the managers a chance to talk, to ask questions, and to express their own views. A manager is in a very responsible position in a cooperative, so naturally he has many problems to air. We are more convinced than ever, that group discussions must play an important part in our Farmers Union educational work.

A county picnic near Lawrence, Douglas county, was on the schedule for Saturday, May 20. Strange as it may seem, an old and a very interesting friend of Kansas farmers decided to pay that section of the state a visit. Rain. Sometimes visitors can choose very inopportune moments to call and so did this one—between 1:00 and 12:00 noon, rain fell steadily. Just when folks were getting their picnic baskets ready to go and then must disappointedly end up by eating at home! The sun shone beautifully in the afternoon, but the county meeting was interesting and worthwhile. Juveniles furnished entertainment in reading, song and dancing, and resolutions caused lively debate.

Attend Big Celebrations

The third week of May could almost be classed as anniversary week with big celebrations in both Ellsworth



8277. Full Skirted, Frock with Boieo.

Designed for sizes: 12, 14, 16, 18 and 20. Size 14 requires 4 1/2 yards of 35 inch fabric for dress in short length. 10 1/2 yards ribbon required for trimming. In full length 4 1/2 yards. Price 10c.

8385. Tot's Peasant Frock.

Designed for sizes: 4, 6, 8 and 10 years. Size 6 requires 2 5/8 yards of 35 inch material for the ensemble. 4 3/4 yards to trim. Price 15c.

They are looking forward to camp this summer.

There are many educational camps that are educational and helpful to those who have an opportunity to attend them. You have a week's vacation away from the farm, you receive an education through the classes and you learn to work hard by working and playing together during the recreation periods. There will be another camp this summer, some time during August. Anyone interested in learning more about the Farmers Union Junior work and camp, I will be glad to hear from you and give you the information you desire. Every farm family should be interested in the Farmers Union work.

Elsie Clausen,
County Junior Leader
Crawford County.

Co-op Hospital Care for Two Cents a Day

Medical consumers in the states of Minnesota and Wisconsin will get hospital care for two cents a day and will join together to provide medical care on a cooperative basis in community groups, according to announcements by the Group Health Association and the Group Health Association.

The unique state-wide plan for group hospital care differs from usual hospital service plans in that the members of the plan, launched this year, will own and control the organizations insuring the hospital and medical service rather than merely being subscribers to a service.

Group Health Mutual, Inc., a mutual insurance company, has been organized under the insurance laws of Minnesota, will provide hospital care for its members at a basic rate of 60c a month. This insurance will be available only to members of local health units which are being organized throughout the state and chartered by the Group Health Association, a parallel but separately incorporated organization set up under the non-profit law of the state.

These health units will be made up of employees of a business concern, members of credit unions or cooperatives or of some other group with a common bond of occupation or association.

The local groups, in addition to securing hospital service, will act as the basic organization to provide broader local medical service. The hospital insurance service is available to groups not now covered and is good in any hospital in the United States and Canada.

The group health plan has aroused great interest and many local units are being chartered in Minnesota and Wisconsin. The boards of directors of the two cooperative organizations are made up of people active in credit union, cooperative, trade union and other movements in the North Central States.

Flag Day June 14

On June 14, 1777, the Continental Congress passed a resolution providing that the flag of the United States shall be thirteen stripes, alternate red and white; that the Union be thirteen stars, white on a blue field, representing a new constellation. Betsy Ross, a young widow of Philadelphia, made the first flag of this design about a year earlier and is said to have suggested the use of five-pointed stars arranged in a circle.

One of the two central cooperative organizations of Hungary has been liquidated by the order of the semi-Fascist government, according to the May bulletin of the International cooperative Women's Guild. It was called the Workers' Cooperative Society and consisted mainly of industrial workers.

The Federal Crop Insurance Corporation today reported that approximately 156,000 premium payments, representing about 6,400,000 bushels of wheat, had been received from farmers up to April 29. The crop insurance policies on the 1939 wheat crop, April 29 was the final deadline for receipt of premiums on the 1939 policies.

Salesman to sales manager: "Say, if Hitler wants more territory, he can have mine."

The Seventh World's Poultry Congress and Exposition will be held at Cleveland, Ohio, July 23 to August 7, 1939.

Simple Body Measurements Would Prevent Children's Misfit Clothes

Hit or miss—mostly miss—methods of sizing children's clothing could be improved by manufacturers if they were based on body measurements instead of age, Miss Ruth O'Brien, chief of the textiles and clothing division of the Bureau of Home Economics, said today at a conference called by the American Standards Association in New York.

Mothers don't want to return ill-fitting children's clothing any more than merchants want to see enormous returns—estimated by retail merchants at more than \$10,000,000 a year. This often creates dissatisfaction on the part of the customer. For this reason, the American Standards Association requested a standardization of sizes of children's clothing and patterns.

Under the direction of Miss O'Brien and financed by the Works Progress Administration, a nation-wide survey was made to determine the simplest and most accurate method of size standardization for children's garments. Any one of the three methods of two measurements were suggested by Miss O'Brien. They are height and weight, height and girth of hips, or height and girth of chest. In this way children's clothing can be purchased by measurements such as arm and neck measurements in buying men's and boys' shorts.

Western Children Larger

Each of the two measurements most nearly correlate 36 body measurements made of about 150,000 children in 15 States and the District of Columbia. The children's ages range from 4 to 17 years. Workers trained by anthropometrists made the measurements with instruments calibrated for exactness, and each of the persons making measurements were checked periodically by Bureau supervisors to insure a minimum variation.

Analysis of the measurement figures show definitely that age is a poor indicator of size. Some children are "large for their age," and others are "small for their age."

"For instance," Miss O'Brien declared, "one of our measurement size groups may be for boys weighing from

The Difference

Humanity vs. Mammon

Nature The Cooperative

Organized people.

Purpose
To serve its members at cost.

Methods

1. Each member has one vote and only one vote. Democracy—the people rule.
2. Capital is paid a minimum rate of interest. Money is the servant of the people.
3. Surplus savings are distributed to the members in proportion to their patronage. The people receive the benefits.

Results

Wealth is equitably distributed among the many.

(Prepared by Henry Negley, Published First in the Nebraska Union Farmer, May 14, 1930)

Nature The Corporation

Organized capital.

Purpose
To serve the public for profit.

Methods

1. Each share of stock has one vote. Plutocracy—money in control of the few rules.
2. Capital receives all the profits. Money is the master.
3. Profits are distributed among the stockholders in proportion to their holdings. Money receives the benefits.

Results

Wealth is centered in the possession of the few.

Collective Marketing Values

While the marketplace goods to market he naturally wants to get all the market will give. If he were in the market by himself facing a number of buyers he would be in a strong selling position and be able to bargain to his advantage. When, however, a large number of producers enter the market individually to a small competing body of buyers, they must compete among themselves and this competition inevitably drives down prices, although no one of them wants the price to fall. . . . Collective marketing presents an analogy to this single individual.

Wages up a single selling agency thus eliminating entirely the injurious competition inherent in individual selling, and giving to the producers the greatest advantage it is possible for them to have on the market. . . . Collective marketing, other things being equal, destroys the opportunity for exploiting the producer. It creates a greater equality in bargaining power and thus helps the individual to escape from his collective action.

Some of the information may be slightly confusing to Canadians, especially when they read that the typical Canadian home was a cocktail party roof of a farmhouse and a "powder room" where women regularly renew their makeup after dinner. The sudden flow of Canadian publicity comes as a shock, especially when it is not that there is a distinct scarcity of Canadian news at all other times. British editors suddenly have decided it is news that Canadians as a whole laugh off—just as Americans do—because of the nature of the United States is just a matter of time. And there is news, too, in that undented frontier which the whole of Europe regards as something wholly imaginary if not impossible.

"Mounties" are news and so are the dust bowl, Canada's gold production and the country's ability to absorb immigrants.—Western Producer.

English Re-Discover Canada

Canada is getting more free publicity in the British press these days than any time in recent years, says a Canadian Press dispatch from London. Every paper is filled with complete information on the royal tour and with details of Canada's history, resources, geography, scenery and future possibilities.

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Urges Use of Lard

It is estimated that over one billion pounds of lard will be produced in federally inspected meat packing plants of the country this year. According to the National Live Stock and Meat Board, the average lard production for the past 10 years has amounted to 2 billion pounds annually. Lard consumption has averaged 12 1/2 pounds per capita.

With the price of lard at a relatively low level, an unusual opportunity is presented for inducing the public to become better acquainted with its advantages. By doing so they will help to conserve the nation's food and hog producers will benefit from the increased consumption.

To Get Rid of Scorch Marks

If it's not too scorched, you can get rid of the dark mark with little effort if you follow these hints suggested by the Consumers' Guide.

"Washable cotton and linen: Wet spot with water and expose to sun as long as necessary.

"Any white fabric: Dampen a white cotton cloth with hydrogen peroxide and place over the stain. Place a clean dry cloth over it and then press with a medium warm iron. Do not iron directly on the cloth moistened with peroxide. Rub stains on the garment would be the result.

"Woolen material: Brush lightly with emery paper."

Dyed Vs. Printed Cotton Fabrics

You don't have to resort to a microscope and test tubes to tell the difference between dyed and printed cotton fabric.

"You can usually identify the fabric that is printed by comparing the back and the top side. In a printed fabric, the back is lighter than the top side; both sides are equally dyed in a dyed fabric," informs the Consumers' Guide, publication of the Consumers' Council Division of the AAA.

"In general, dyed fabrics keep their good looks much longer than printed ones, though that may vary with the quality of the dye used. No dye yet discovered will remain permanently 'fast' under all conditions. Vat dye—the most expensive—are the best for cotton goods."

"What the label says a fabric is 'color fast,' find out what it is 'fast' against—soap, or boiling, or perspiration, or what. Washing a sample of the fabric, or exposing part of it to the sun for several hours are simple household tests to check on label guarantees against fading."

Difference Between Salad Dressing and Mayonnaise

Consumers who buy mayonnaise know what they are getting because mayonnaise must meet the requirements of the law. But when it comes to ordinary salad dressing, consumers must rely on the label to tell them what is in the mixture.

"Mayonnaise," writes the Consumers' Guide, publication of the Consumers' Council Division of the AAA, "must be by ruling of the Food and Drug Administration, 'the semi-solid emulsion of edible vegetable oil, egg

and the recovery of a market that has suffered from the competition of vegetable shortenings that can't compare with lard in either cooking or nutritive value.

What Soft Drink Labels Should Tell

A soft drink, the label will tell you, is a beverage. It is a drink that refreshes your tired body—but does the label tell you what goes into the drink to make it do all these things? It pays consumers to examine both bottles and labels carefully to see what they are drinking," declares the Consumers' Guide.

"Drinks named after a fresh fruit should tell on the label whether the fruit is real or artificial. If it is only sweetened water flavored with imitation fruit flavor. In the latter case, they should be labeled 'imitation.' Sometimes benzoate of soda or sulphur dioxide are added to fruit juice as preservatives. The label should state their presence in the drink.

"Often, fruit acids and color are added. Informative labels would identify these with statements such as 'additive acid,' 'artificial color,' or 'certified color added.' Federal regulations provide that harmless certified color dyes legally may be used in beverages and other foods, provided their use does not result in concealing damage or inferiority and provided their presence is declared on the label."

"The presence of caffeine in drinks should be disclosed to the consumer. Some people prefer the presence of caffeine in their drinks, but parents who do not allow their children to drink coffee or tea because of this stimulant have a right to know when the stimulant is present in the soft drinks those children buy."

"Federal Food and Drug regulations require that most of this label information be given on containers of soft drinks and soft drink bases that cross State lines. However, the greater percentage of bottled drinks are mixed and bottled in the State where they are sold."

"It is up to consumers to check their State laws if they want to know what information they can expect to see on labels of soft drinks."

How Do You Clean Your Living Room

"Water and a fine floor just don't go together."

"Remember that cleaning 'maxim' when you set out to preserve the finish on your floors, and you won't run into trouble," informs the Consumers' Council of the AAA.

"The best way to do an ordinary routine cleaning is to either sweep the floor—or run over it with a slightly old mop."

"An excellent oil preparation for treating floors recommended by wood experts in the Forest Service, Department of Agriculture, is a mixture of 3 parts kerosene and one part paraffin oil."

"When your mop gets dirty, wash it out with hot soapy water, let it dry, and then dampen it again with the oil."

More information about caring for floors is in the Department of Agriculture Circular 489, "Selection, Installation, Finish, and Maintenance of Wood Floors for Dwellings." It is priced at 5 cents from the Superintendent of Documents, Washington D. C."

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Salads for Health

By Frances Lee Barton

IT'S getting warmer. The furnace needs less oil, the stove less coal and our bodies less fuel. Eat more sparingly of heavy foods. Enjoy more liberal portions of healthful salads. This is good advice—and here's a recipe for a good salad.

Hostess Served

1 package lemon-flavored gelatin
1 pint hot water; 1 tablespoon vinegar; 1/4 teaspoon salt; dash of cayenne; 1 pimiento, cut in strips; 2 hard-cooked eggs, coarsely cut; 1 cup chopped celery; 1/4 cup chopped olives; 1 1/2 teaspoons chopped chives, or 1 teaspoon scraped onion.

Dissolve gelatin in hot water. Add vinegar, 1/4 teaspoon salt, and cayenne. Chill until slightly thickened. Arrange pimiento strips in individual molds. Season eggs and celery with 1/4 teaspoon salt; add remaining ingredients. Fold into slightly thickened gelatin. Turn into individual molds and chill until firm. Unmold on crisp lettuce. Garnish with mayonnaise. Serves 6.

water; rinse and dry. Then cover the entire surface with tallow grease or cooking oil and put the utensil in a warm oven for several hours. Wash is again in soapy water and dry it thoroughly before using.

"After each time it is used an iron utensil should be soaked, scoured when necessary, and dried completely over a warm stove or in a warm oven. If you are storing it for several weeks or months, rub the surface with tallow or oil before putting it away. This must be washed off when the utensil is once again put in use.

"Cast iron, because it heats slowly and holds the heat well, is ideal for slow cooking. It has few rivals for durability, economy, and as a good heat retainer. Used in frying pans, skillets, kettles, and Dutch ovens, it will actually improve with age if well cared for."

Making shopping more scientific by grading all products according to government standards would be thrown into complete confusion by such simple details as a lady customer's preference for a salesman with curly hair.—Advertising Age.

A town wit to gloomy citizens of Berlin: There's plenty of coffee. Any store will give you a pound free if you buy two pounds of butter and a dozen eggs. All you have to do is find a store with that much butter and eggs.

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PLANTS: Cabbage, onion, tomato, pepper and other vegetable plants. Catalog free. Union Plant Company, Texarkana, Arkansas. 5-4-3.

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Farmers Union

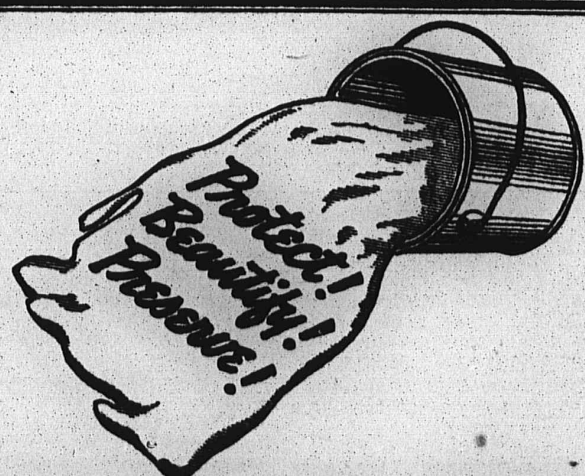
On the Open, Competitive Market

FARMERS UNION LIVESTOCK COMMISSION CO.

Kansas City

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"When you paint to preserve, you beautify! When you paint to beautify, you preserve."

Whatever your motive for painting, remember that it is never an economical move to use cheap grade of paint. It can bring you only disappointment.

This spring use KFU PAINTS, either Extra Quality or Standard Quality, and you will be well satisfied with the results of the labor and money expended. KFU PAINTS are manufactured by a company which for over a quarter of a century has made paints, varnishes, and enamels from the highest quality materials possible to manufacture and sell them at fair and equitable prices. Order them today from your nearest Farmers Union dealer.

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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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SALINA, KANSAS, THURSDAY, JUNE 1, 1939

Amendments to Marketing

A Kansas City packing house buyer who was present at the Salina Sales pavilion Saturday afternoon, May 27, bought choice hogs for 10 cents a hundred above the Kansas City top price. His top bid was \$6.65 and the Kansas City Top was \$6.55, reports the Salina Journal.

The buyer, Paul Kaiser, shipped out a car and a half of hogs from Salina. At Saturday's sale 800 head of cattle and 200 hogs went under the auctioneer's hammer.

This report is not included in this column to attract farmers into Salina to sell hogs. It is not a friendly publicity gesture in behalf of the Salina Sales pavilion. On the other hand, it is hardly within the writer's right to make an outright condemnation of the live stock sales ring. The ring serves a purpose or it would not be in existence.

But we must weigh our reasonings, one advantage against a disadvantage, and bring out the good and ill. Our central live stock markets were organized to make for competitive bidding by the live stock buyers, to stock to open market and an honest and true demand for meat bringing fair prices. The old law of supply and demand should work.

The program had in mind that the live stock supply would be centralized for open bidding by buyers. Today it seems the other way, at the sales ring we have one of the few big live stock buyers operating on a decentralized basis and the central market is used to quote prices "from," it seems, more than does it "set" them.

It would seem reasonable that to get the highest price, the highest would be the determining central market quotations. And the procedure of making for these higher quotations would be greater use of the central live stock markets.

There are reasons why the central markets are not getting the volume they might. There are reasons for the growth of the sales ring. An analysis by competent live stock marketing students should determine minor shortcomings of the central markets, and methods for their correction. Our shipping associations have largely gone by the wayside. But if cooperative trucking associations are to be of need, let's organize them. If we can save money by shipping in stock, and bring merchandise home, let's lease or own our own trucks and drivers.

What do our members think about it? Speaking of sales rings, a farmer living in the Salina territory could spend considerable time and money in the pursuit of pleasure in attending them. On Saturday and Sunday he could travel to Salina; on Wednesday to Lyons or McPherson; then on Thursday to Holington. Gasoline and time are expense items, and so is live stock marketing even at its best.

Planning Business Goals

Paul S. Armstrong, general manager of the California Fruit Growers Exchange, writes in News for Farmers Cooperatives, a publication of the Farm Credit Administration, that only farm supplies is the proper field for buying co-operatives, and that farmers' co-operatives should not handle household supplies.

L. S. Herron, editor of the Nebraska Union Farmer and a very able food monopolies, for instance, except by co-operative buying of household supplies? In co-operation, we are out to stop profit-piling all around, not just in a limited field.

On this same subject, but written

evidenced by the ability of Mr. David Train from Lindsborg and our old Nash from Ellsworth, who was successful in the election and elevated to the position of President of the Managerial Association.

This was the best meeting the Managers have ever had that it has been my privilege of attending, so unless you Managers and Directors attend the next meeting you shall certainly miss something worthwhile.

On May 24th we were invited to attend the "Silver Jubilee" or 25th birthday of the Ellsworth County Farmers Union in their new City Hall.

Their celebration was started off with a street parade, with the following in the parade: a parade of the pioneer with the spring wagon and buggies, horseback riders, cowboys and cowgirls riding red cow ponies, to the automobiles, trucks, tractors, and everything modern. The parade was not only successful, but it was also very interesting and spectacular and quite a few of the old time Farmers Union folks suggested that we have a parade at Wakarusa Convention. Fine idea, don't you think so?

A barbecue dinner was served at noon and what a feast it was. Ellsworth County is one of the outstanding Farmers Union Counties in Kansas and has paid back to the member patrons in excess of \$126,000 in the form of patronage dividends and rebates during the past 19 years.

After the dinner hour the address of welcome was delivered by the President and the response was by Brother Bert Harmon.

Brother Herman Kohls was in charge of the program and read a fine report, including the following: Ellsworth County Farmers Union No. 41 was organized by Mr. P. S. Harper, with 7 active Locals at that time, April 27th, 1914.

Mr. James Reardon, President of this splendid Farmers Union, mentioned that were present are Brothers Chester Chapman, who was their first temporary Secretary and is still at the head of their County organization.

Twenty-seven members have served on their Board of Directors, including the present Board. Among those who have given their best all of these years are still in charge are the following:

Harry E. Kline has served for 22 years, 8 months on the Board; Wm. Huseman served 17 years. W. W. Huggins has served 15 years, 8 months. Henry Scheuch has served 11 years 8 months.

Space does not permit mention of a host of others who have rendered leadership ability and their business institutions and loyal Farmers Union membership is a visible and living monument to their ability and loyalty to a great cause. Their guests included our Auditor Tom Dunn, Harry Witham, E. W. Barth, Tom Hall, Esther Ekblad and of course our State Secretary, Miss Pauline Cowger, and Rex Troutman.

Their entertainment program was also outstanding, with songs and instrumental numbers. We did not stay for the evening's program which we understood was to be a dance for those who enjoyed it and a real social time for the old time neighbors and friends.

To Lindsborg Territory

On the following day the 25th, it was a treat to again attend another Silver Jubilee picnic and celebration at the "Twin Mounds" park south of Lindsborg, where the Scandia Local No. 1152 was having their celebration.

This was an all day affair too, with a splendid dinner at noon, including ice cream and cake for desert. Well, I always am very much at home in this splendid Farmers Union Center and this time was no exception to the rule.

They had a splendid attendance and a mighty fine shower of rain too, which was more than welcome. Brother Homer Spencer is the president of this Local and did a No. 1 job of conducting the meeting after our dinner. This Local also has a Junior who attended our Camp at Eureka Lake Park last season under their Secretary, and you Juniors remember Julius Gibson.

The visitors at this picnic were Brother Swanson, "The Wild Swede" and his family, who came here years ago. He came all the way from Kansas City to attend National President John Vesecky, was also present and pinned 25-year medals upon the following: Charles Reuben, Peterson, E. O. Olson, B. M. Gibson, John E. Peterson, Carl A. Larson, John E. Anderson, Wm. Martinson, Martin Gibson, C. O. Engstrom, Oscar Tector, E. O. Peterson, O. J. A. Nelson and Charles Smith.

The minutes of their first meeting was read by Charles Smith, who was their first secretary. Brother Eben Northing was their toastmaster and he sure is a dandy one.

Miss Esther Ekblad and Rex Troutman were also among the visitors. Eight Juniors were also received into membership and installed at this meeting by Mrs. C. Olson and Miss Esther. We all enjoyed this meeting ever so much and appreciated the location, which would be grand for the location of a permanent Junior Camp, with splendid shade and scenic beauty.

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advance in prices caused by the reduction of the subsidy.

Whatever plan we have we must all go along to make it work. Seven million farmers, without national guidance and unity of program, will get nowhere into chaos and ruin.

We must remember that the 30,000,000 farmers of the United States are a minority. We must not alienate the vast body of consumers. We should not ask Congress for a forever increasing subsidy. We should provide a plan to end the subsidy, or at least, keep it within reasonable bounds. The National Farmers Union officials are presenting a plan to get cost of production by workable and practical methods. As our elected officials they deserve and are entitled to our support.

John Frost, Abilene, Kansas.

Ernest Deschner, County Secretary.

Neighborhood Notes

In Clay County Farmers Union Local No. 592 in Clay county held their regular monthly meeting on May 16 with a large crowd in attendance. Arthur Cyr was accepted as a new member.

After the routine business was finished the meeting was turned over to Mr. Geo. Kreek of Clay Center, and ex-Ambassador to Argentina, who told us the real importance of being an American and tending strictly to our own affairs, letting other nations do what they like with their own affairs. The cause of European trouble is in Europe! so let America leave it there.

View orchestra gave two numbers. Mrs. Hunter and son sang two numbers. An item was read from a paper, Edward McKelvey and Frances Blackwood are on the Program, singing, "The Menu Committee."

Mrs. J. E. McKelvey, Reporter.

In Grove County We held a meeting on May 9th and reorganized our Farmers Union Local No. 691 and are sending you a list of paid-up members. We have with us, evening Mr. Norman Flora and Mr. Will Reesch of Quinter.

Officers elected for balance of year are Chas. A. Hunter, president; Francis Robben, vice president; and Carl Sars, secretary.

Enclosed find check for 22 members' paid-up dues.

Carl Sars, Secretary.

In McPherson County The Seniors, Junior and Juveniles of the Northside Local, McPherson county, met at the Elving Schoolhouse Monday evening, May 1. The meeting was called to order by the president, Harry A. Holmstrom, and the minutes were read and approved. A motion was made and carried that the Northside Local invite the Eastside Local to a picnic on May 30th. Gilbert Bengtson and Paul Frantz were appointed to tend to the baseball game which will be played at the picnic.

The program for the evening was as follows: Two songs by the members, a vocal duet by Harry A. Holmstrom and Marie Sundberg, accompanied by Dorothy Sundberg. A piano solo by Thelma Sundberg.

Each Junior member read a paragraph from the letter that the Junior Leader has received from Miss Ekblad. A few more songs were sung by the members, after which a motion to adjourn carried.

The Northside Local also met Monday evening, May 15. The meeting was called to order by the president, the minutes were read and approved. All members answered roll call by giving the name of their favorite car. There being no business the following program was given:

A group of songs by the members; each Junior member read a paragraph from a book on "Weeds". After singing some more songs the meeting adjourned.

Robert Heline, Reporter.

The McPherson county Farmers Union will hold its regular quarterly meeting Monday, June 5, at the No. 8 schoolhouse, south of Marquette, 8 p. m.

Dave Train, Pres. Reuben Peterson, Sec.

In Marshall County The second quarterly meeting of the Marshall county Farmers Union will be held at Beattie, Kan., on Tuesday, June 6. The meeting starts at 8 p. m.

Henry G. Nanniga, Secretary-Treasurer.

In Riley County Dear Folks: The second quarterly meeting of Riley county Farmers Union No. 45 was held in the Center Hill schoolhouse May 26, 1939. A full house was present with six locals represented. A basket dinner was enjoyed by all, after which a short program was given. The business session was then taken up and the following resolutions were adopted:

We wish to commend Congressman Rees for his vote against the treasury raid, disguised as parity payment to the farmer.

We wish to commend Mr. Dan Casement for his answer to County Agent Rees, same being published in a recent issue of the Manhattan Mercury and the Weekly Kansas City Star.

Whereas Edward E. Kennedy has consistently fought the farmers' battle for cost of production for the American farm products consumed at home.

We therefore wish to express our hearty thanks for consistent service to the farmer and our continued fight to a successful finish.

When a National Farmers Union president side-steps the old Farmers Union Cost of Production issue while pretending to talk in support of it, his influence back of F. S. A. (Farm Self Administration) to care for the clients which are thereby created, we demand an immediate recall of such betraying officials.

We urge our members to read more of the preamble of the Kansas Farmers Union which reads as follows: To discourage the credit and mortgage system, etc., and omit from the Kansas Union Farmer the propaganda dispensed by the Federal Reserve banking system.

Henry G. Nanniga, Secretary-Treasurer.

11 o'clock. Basket dinner at noon. Locals are requested to send delegates to this meeting. Everybody is welcome whether you are a member or not.

F. C. Pralle, Secretary.

In Mitchell County The Mitchell county Farmers Union quarterly meeting that was to have been held on May 31 has been postponed one week. It will be held on June 7 in Cawker City.

One part of the program that is being planned that will be of special interest to the ladies is a demonstration of foods by a member of the grocery department of the Consumers' Cooperative Association of North Kansas City.

Let's have a good crowd out for this meeting.

Ernest Deschner, County Secretary.

In Osborne County The Osborne Local of the Osborne county Farmers Union will meet June 1. The program will be presented by the Juniors.

On May 4 a Farmers Union community meeting was held at Bloomington. A big crowd was in attendance and a fine time had by all. Credit for the good program goes to Henry C. Gier, Ernest Gilmore and Otis Simpson.

It was a good Farmers Union meeting at Covert, May 10.

In Pottawatomie County The three locals in the vicinity of St. Marys which have not held meetings for several years have re-organized, elected officers and are holding regular meetings again, thus making four locals in this community.

The Locals were responsible for our successful Farmers Union Cooperative Business Association at St. Marys. We are making an effort to place this organization on a strictly cooperative basis by re-distributing our stock. In recent months we have gained about 50 new stockholders and expect to gain many more. We have 156 at present.

Cooperation has certainly paid the farmers in this community. We have a fine, well-equipped plant, good prices for what we sell, fair prices for what we buy, and a friendly atmosphere at our office where stockholders and patrons meet when in town, and always feel at home.

We will hold our twenty-first annual meeting in June. Our meetings are always well attended. If weather is favorable at the time of the meeting we can expect about 150 stockholders and patrons.

I believe the old saying is true as life, "Cooperation always pays," but we sometimes fail to cooperate.

Harry A. Holmstrom, Sec. Farmers Union Cooperative Assn.

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Think of this picture when you pay taxes



PICTURED here are three "ways" of transportation—three routes by which freight may move.

And it may interest you to know that only one "pays its way"—meets all its own costs, serves you without the aid of tax money.

That one is the railroads.

The railroads built their own roadways in the beginning. They pay out of their own pockets the entire cost of maintaining them.

Beyond that, they pay taxes on them—local taxes for the support of schools, public health, the courts and other state and county government activities for which you pay taxes too.

You may have been told that inland waterways are provided by nature, free of charge and ready to use. But the fact is, the tax money spent to improve and maintain inland waterways amounts to as much as—or more than—the total cost of moving by rail the tonnage which these waterways carry.

Of course, highway carriers pay taxes, too, but almost all of what they pay is spent on the highways they use. What's more, the total amount they pay is far less than their fair share of the cost of building and maintaining these roads.

When you consider all this, you can see that the railroads are doing a mighty good operating job. Their average revenue for hauling a ton of freight one mile is only about one cent—and nearly one-third of that goes to meet the cost of providing and maintaining their roadways.

But they are regulated and restricted on the outturn theory that they're a "monopoly"—and at the same time they must compete with other favored forms of transportation.

All they need or ask, as far as government transportation policies are concerned, is a square deal—no favors for themselves or their competitors—only a means a fair chance to earn a living.

1939 GRAND CIRCLE RAILROAD TOUR TO BOTH WORLD'S FAIRS... See your ticket agent!

ASSOCIATION OF AMERICAN RAILROADS

WASHINGTON, D. C.

HEADWAY AT OSBORNE

Sell Much Seed; Mix Feeds; and Cash Basis Is Popular

"Business has been very good considering everything," reports J. C. Gregory, general manager of the Osborne county Farmers Union business association. "We have a good sale of seeds; we sold more seeds through our groups than we ever sold in one year. We are doing a wonderful feed business."

"We have mixed more feed in the past month than any month since we have been in the feed business. We mixed more than a carload a week of straight mixing of our own brand, besides custom grinding and mixing."

"General merchandise business has been good in the past month at most of our points. Our oil and gasoline business has been good. It held up well through the winter months and is starting up fine this spring. We want our farmers to know that our gasoline and fuel oils are all purchased from the Vickers Refinery and not on an open market as some of our competitors try to make you believe. When there are better gasolines and fuel oils made, Vickers will make them."

The best part of this business is that it has been almost a cash month. The farmers are cooperating very nicely on the credit business. I do not think it will be long until we will have almost a cash system. When we get our business on a one hundred per cent cash basis your business will be worth while to the farmer-stockholders. It will put us in a position that we can give you back your savings in a dividend check each year instead of having to carry it in an account receivable ledger.

"There is a great interest developing in the Junior farmer. It will not be long until we will have a fine Junior organization."

U. S. Workers Earning from \$20 to \$30 Per Week Biggest Group

Workers whose weekly incomes range between \$20 and \$30 comprise the largest single group of car owners in the United States, according to figures released by the Associated Petroleum Industries of Pennsylvania. Only 4.3 per cent of U. S. Car owners have incomes above \$100 per week, while only 8.1 per cent are

Equity Grain Co. Makes 1938 Net \$9,225 Savings

**Handles 1,566 Cars of Grain and
244 Coal—Close Harmony
With F. U. Jobbing**

The annual meeting of stockholders of Equity Union Grain Company was held Thursday, May 18, 1939, at Kansas City. The auditor's report disclosed that the company had a net saving for the year of \$9,225.42. Manager Otto B. Pech reported to the delegates that 1,566 cars of grain had been handled during the year, and 244 cars of coal.

John M. Zimelman, St. Francis, Kan., president; O. H. Hatfield, Kansas City, secretary-treasurer and general manager; and Wilson Peters, Goodland, Kansas, vice-president, were re-elected as directors and officers to serve another year. They were Directors Thorpe, Holdrege, Neb.; O. H. Hatfield, Copeland, Kan.; Fred Salzman, Yuma, Colo.; and Frank Hoyt, McCook, Neb.

At 6:30 p. m. the group gathered for a banquet at the Hamilton Hotel. Mr. Zimelman, president of the company, introduced O. H. Hatfield, who acted as toastmaster. Speakers during the evening were O. H. Hatfield, manager, Farmers Union Cooperative Creamery, Orleans, Nebraska; Leroy Melton, Greenville, Illinois, national president, Farmers Union; H. E. Witham, general manager, Farmers Union Jobbing Association, Kansas City; H. C. Stephens, treasurer, Wichita Bank for Cooperatives; and M. V. Nippes, Kansas City.

Mr. Witham brought greetings from the directors and members of the Farmers Union Jobbing Association and expressed his appreciation of the fine cooperative spirit existing between the two organizations. He urged a continuation of their close association and explained how this arrangement enabled both organizations to be of greater value to the producers whom they serve.

"The easy way is not the right way," warned Mr. Stephens in addressing the group, and continued to discuss the necessity of business practices in cooperatives. He told of the many unhappy experiences of cooperatives which made a practice of credit business, pointing out that due to the policy of cooperatives to treat all members alike, in spite of their varied credit ratings, credit business was truly a very unsound business practice for cooperatives.

President Urges Enthusiasm

Mr. Melton was emphatic in his address on "Enthusiasm," saying it was one of the greatest needs for progress in cooperation. "It is greater than gold, greater than power. When you lose it, you are indeed bankrupt. It is faith in action," he said, "that there were many indirect benefits in cooperation as well as direct benefits, and that the cooperative movement was something worth while to fight for—something that merited our best efforts, our best thoughts, our best knowledge, and our greatest enthusiasm."

Both Mr. Hanson and Mr. Nippes used a light touch in presenting their messages, but nevertheless both fully portrayed their sincere belief in the cooperative movement and its need of the constant support of members and employees.

Having completed the best year in five, directors and stockholders of the Equity Union Grain Company are looking forward optimistically to the future.

Equity Union Grain Company has its offices with Farmers Union Jobbing Association in Kansas City, and its grain is sold over the same table on the Trading Floor, thus eliminating competition between the two marketing cooperatives. Employees of Farmers Union Jobbing Association were guests at the banquet.

3,000 ATTEND BIG CELEBRATION FOR ELLSWORTH F. U.

(continued from page 1)

scale, which was located on the John Cizek property, where the Farmers Union Service Station is now located. This scale was later sold at public auction.

Eventually a meeting was called for all who wished to participate in the forming of a cooperative elevator company. At this meeting a temporary board of directors was elected. The board consisted of the following members: James Reardon, John Shannon, R. H. Vance, Wm. Thornburgh, Edw. C. Burmeister, James Dolezal and Fred Kottman. Many meetings were held by the board and other members of the union.

Have Many Meetings

I attended a few of these meetings and they were the most interesting meetings that I ever had. The pleasure of attending. Out of these meetings, grew what is now known as the Ellsworth County Farmers Cooperative Union. There is no record of the minutes of the meetings, and probably they were misplaced or lost.

Stock was subscribed for in the local, on subscription blanks furnished by the organization board. The Charter for the Ellsworth County Farmers Cooperative Union, business association, was received on the 7th day of May, 1914.

On the 11th day of May a stockholders meeting was held. This meeting was called for the purpose of electing a permanent board of directors. The first board consisted of the following members: James Reardon, Wm. Thornburgh, Chester Chapman, Louis Vancura, Rudolph Smischny, Ed Querry and H. E. Kline.

The first board of directors' meeting was held on the 11th day of May, 1914. The board immediately asked all old line operators of Ellsworth and Kanopolis to put a price on their plants. Some of them priced their plants too high, and some didn't price them at all.

Therefore on May 23rd, a contract was made with the Van Ness Construction Company of Wichita, Kansas. The result of that contract is the elevator, coal sheds, warehouses and office, which you see in the south part of the business district of Ellsworth. The complete job as per that contract amounted to \$8215.18, and

coal sheds by a later contract to \$1370.00. Robert Vance was the first manager of this elevator, followed by Joe Kvasnicka, Dennis Richter, L. A. Daniels, Richmond Eagleton, Tom Ewing and the present manager, P. J. Nash.

In Kanopolis Territory

The elevator in Kanopolis was leased in the latter part of May, 1914. This elevator was operated until the present elevator at Kanopolis was purchased from Harry Work and Co., on April 15th, 1915, at a purchase price of \$7000.00 and other personal property in the Webber elevator.

This elevator is located on the Missouri Pacific side track, east of the business district in Kanopolis. The first manager in the Kanopolis elevator was Joe Kasper, followed by Ed Vleck, Fred Reardon, Mr. Carl Watson, Richmond Eagleton, Tom Ewing and the present manager, Louis Adamek.

The company entered the grocery and dry goods business on the 21st day of August, 1916. The Store building was leased from Owen Foran, St. Louis, Mo., for an amount of \$3000 per year, in the local, for this purpose. The dry goods department was discontinued in 1918. The first manager of the store was S. Shaver, followed by John Vleck, Oden Culbertson, George W. Richter, Richmond Eagleton, James Novak, Fritz Pflughoeft and the present manager, Frank Adamek.

The company started the operation of a bulk gasoline station in May, 1930, purchasing the plant from the Ellsworth Oil Company at a purchase price of \$6300. The Service Station department was added in 1933. The first manager of the Oil Company was Al Shannon, followed by general manager Tom Ewing, then Joe Polach, Gerhard Haase and the present manager Gilbert Suetter.

The company purchased the Midway Elevator in August, 1914, from Sam Groth, and it was discontinued in 1920.

They purchased the Janzen Elevator in June, 1915, from Harry Work Co., and it was discontinued in 1920.

They purchased the Grilleville Store in the spring of 1917 and it was sold to the Grilleville Local in 1918. Many of the present members of Summit Local participated in this business.

They added a farm implement department in 1918 and it was discontinued in 1919.

They added a cream station department in 1919, and it was discontinued in 1925.

The Association was organized with a capital stock of \$30,000, which was increased to \$50,000 in 1917, and reduced to \$35,000 in 1928. The Association began operations with a membership of 150, and now has a membership of 360.

The first bookkeeper for this association was H. A. Clingmeyer, followed by Mr. Schneider, Winifred Mason, Mrs. L. A. Daniels, Rosaline Scheuch and the present bookkeeper, Mart Gwiner.

This Organization holds membership in the Farmers Union Jobbing Association of Kansas City, Missouri; the Farmers Union Auditing Association of Salina, Kansas, and the Consumers Cooperative Association of North Kansas City, Missouri; and has recently subscribed stock in the Cooperative Refinery to be located at Phillipsburg, Kansas.

The first audit of this association was made by Mr. Goff in December 1914. The first audit by bonded auditors was made by Grant and Perry White in 1917. Since 1921 the Farmers Union Auditing Association has audited the books of the association, and for several years T. B. Dunn, manager of the Farmers Union Auditing Association, personally audited the books of the company. The auditing for the last few years has been done by Mr. E. C. Broman, auditor in charge in the territory of the Farmers Union Auditing Association.

Have Been 27 Directors

Twenty-seven members in all, have served on the Board of Directors, including the organization board. Following are their names:

James Reardon F. J. Huseman
R. H. Vance Brad Hooper
Edw. C. Burmeister A. S. Hunter
Fred Kottman Bert Harmon
John Shannon Sam Wild
Wm. Thornburgh Bert Root
James Dolezal W. W. Huggins
Chester Chapman Ivan T. Peppiatt
Rudolph Smischny Henry Seuch
H. E. Kline Emil Stroede
Louis Vancura Herman Kohls
Ed Querry Ernest Palmquist
A. C. Gregory Joseph Prochaska

The Board of Directors was composed of 7 members until 1920, when the number was reduced to 5.

The first honors for length of service on the Board of Directors, go to J. E. Kline, who served continuously for 22 years and 8 months and served 19 years and 8 months as secretary.

Second honors go to F. J. Huseman who served the organization for 17 years and 8 months.

Third honors go to W. W. Huggins, who served the organization for 15 years and 8 months.

Fourth honors go to Henry Scheuch who served the organization for 12 years.

Six of the former members of the Board of Directors have had the death summons. Three of the first board members, Louis Vancura, Wm. Thornburgh and Ed Querry; and of the later boards, A. S. Hunter, Bert Root and James Paul.

The Ellsworth County Farmers Cooperative Union has paid back to the farmers of this community almost \$126,000 in the form of rebates and dividends within the last 19 years.

We do not have a complete record of the amounts for the first 6 years, but we do know that some very substantial amounts were returned in those years.

The organization has a very commendable record. It has gone through a World War and one of the worst crises in the history of this country. We also had three bank failures in our midst, during this time, including one of the largest financial institutions in this part of the country, which nearly paralyzed business in the whole country.

The stockholders of the organization should congratulate themselves that the association is in a sound financial condition, and is now operating on its own capital.

At the time the Ellsworth Elevator was built, the foreman of the Van Ness Construction Company told the Board of Directors, "The Wichita grain man told me to build the farmers at Ellsworth a good elevator, because they would own it in 10 years." The loyal patronage of the stockholders has kept their dream from coming true.

Now that we have had the experi-

Ark. Farmers Complain of F. B. —Extension Dept.

**Government Agts. Do Membership
Work for Farm Bureau
in Arkansas**

"We are continually receiving complaints from over the State that the Extension Service is continuing to organize Farm Bureau clubs and to coerce farmers receiving benefits through their office into coughing up \$2.50 each year as dues in the Farm Bureau," reports the Arkansas Union Farmer. The relationship of the Extension Service and the Farm Bureau in Arkansas is similar to that of the two in Kansas.

"We give you the following information," the publication continues, "sent us from one of our readers at McAtee, Arkansas."

Letter
McRae, Ark.
Dear Dr. Dickson:
Little Rock, Ark.

I just read from Seary from the Farm Bureau, and they are sending them all over the County.

Last week when the agents that came down to McAtee to deliver our Rental Checks to the agents, to see if we had more strict grain grading laws, further discouraging the growing of mixed varieties of hard and soft wheat by the farmer in his own fields, sometimes without knowing it, as has been demonstrated in the many wheat testing plots.

Need Study Varieties

The real solution lies probably in the development of one variety or at least one market class communities for wheat in Kansas, as for cotton in the south.

Rye-in-wheat is all too prevalent in some interior sections of the state and has a depressing effect upon the price received for the wheat, sometimes amounting to several cents per bushel. This is a condition that can be readily and rapidly remedied and should be.

Another condition affecting prices our farmers receive for their wheat is the prevalence of bunt, or smut, and can very easily be overcome by the proper seed treatment before planting.

Urgently the situation and meet the demands of the miller, the baker and the housewife making bread, we farmers can materially benefit from the advice of those for whom we produce wheat, in an effort to produce the particular variety of wheat that is best adapted to our particular section of the state and guard against and protect ourselves against unnecessary dockage on account of offering for sale mixed wheats, rye and smutty in damaging amounts.

Following the advice as given by the Kansas Wheat Improvement Association, instead of our producing some 40 varieties of red hard winter and the many small varieties of soft winter in eastern Kansas, we should really reduce the number of red hard winter varieties to not more than four varieties: Red Turkey, Tenmar, Kanred and Grimes.

For the soft red winter sections of eastern and central Kansas it might be advisable to centralize on but two varieties, viz: Kawvale and Clarkan.

Need for Coordination

There is need of a closer relation between farmers, farm organizations and the grain trade in an effort to remove the prevailing objections now being raised to the farmer and wheat growers' dilemma, because so many undesirable wheat and mixtures are now being planted and grown and should be overcome by the farmers themselves by planting that particular variety of wheat best suited to his community and at the same time finding the most favors at the hands of the miller, the baker and the exporter.

It seems to be necessary, especially this season for our Farmers Union Elevators and our Terminal facilities to furnish our farmers the particular variety of seed wheat for seeding this fall, either by their contracting growers of the standard varieties free from rye or smut, that are pure as to variety and can be verified for sale to those farmers who want to improve the quality of the wheat they produce to meet market requirements and to solicit calls from our farmers through our Farmers Union elevators—Our Jobbing Association or our State office, or insert an advertisement in the Kansas Union Farmer, Salina, Kansas, Box 296.

There are many sections of the state where there is going to be need of

Work Sheet No.
Place
Date
I hereby make application for membership in the Farmers Union Jobbing Association of Kansas City, Missouri, and will pay my membership dues of \$2.50 on or before April 30th.

It is my understanding that this \$2.50 pledge when paid pays my Solidarity dues for the year.

Signed:
(Your Name)

Address
P. S. Please sign and send this back to us at once.

ence of a cooperative organization in our midst for 25 years, and the majority of our members are indoctrinated with cooperation, we should go places in the future.

The first records of this association can be called a cooperative laboratory for the present Board of Directors and those that will serve in the future. Let's all show our loyalty, not only in conversation, but in action.

Prepared and presented to the Silver Anniversary meeting on May 24, 1939, by Herman Kohls, Secretary-Treasurer of Ellsworth County Farmers Cooperative Union business association.

ONE OF EVERY SIX

Public Assistance in Kansas to Estimated Total of 291,731

Slightly more than one of every six persons residing in Kansas in February, 1939, was partly or wholly dependent upon some form of public assistance, reports the Kansas Social Welfare Journal. An estimated total of 291,731 persons benefited either from old-age assistance, aid to dependent children, aid to the blind, general assistance, WPA wages, when Security grants, or some combination of these various types of aid during the month.

There is wide variation in the per cent of the population dependent upon public aid in each of the 108 counties. While only 5.6 per cent of the inhabitants of Barton county benefited from public aid during February, 38.4 per cent of the persons residing in Graham county received aid.

The lowest percentage of dependency was in Barton County with 5.6, but in 10 counties 25 per cent or more of the population was wholly or partly dependent. In slightly more than two-thirds of the counties of the state the rate of popular dependency varied from 10 to 20 per cent.

In 11 counties public aid was received by 5 to 10 per cent of the population; in 34 counties by 10 to 15 per cent; in 37 counties from 15 to 20 per cent; in 13 counties from 20 to 25 per cent; and in 10 counties over 25 per cent of the population received public aid.

This county-to-county variation reflects primarily the difference in economic conditions in different sections of the state. The central counties, in particular, at this time had the smallest proportion of their populations receiving aid through public assistance channels, and have had comparatively favorable agricultural and industrial conditions.

A comparable tabulation for July, 1938, showed that 12.8 per cent of the state's population was receiving public assistance, WPA wages, or Farm Security grants, at that time. By October, 15.2 per cent of the peo-

Oregon Producers Advertise Cheese —Increases Demand

**20-Year Sales Campaign Brings
Return of \$9.60 on Each
Advertising Dollar**

Portland, Ore.—Results of a 20-year cooperative advertising campaign that has produced a profit of \$9.60 for each dollar spent were outlined in detail today by the Tillamook County Creamery Association, a long established cheese producers' cooperative here.

This campaign, according to the analysis, has not only served to create a steady rising demand for Tillamook cheese among Pacific Coast housewives, but it has also turned this consumer demand into a tangible price advantage for its members.

In making a study of the program, Botsford, Constantine & Gardner, the agency in charge, used prices of Tillamook cheese as compared with those for Wisconsin cheese as a basis for tests. Organized in 1903, the Tillamook cooperative did not advertising until 1918. Prices for its product during this period remained almost constant with those for Wisconsin cheese, the advantage either way rarely varying more than one cent a pound.

First Test in 1918

The Oregon dairymen first turned to advertising in 1918 when Wisconsin prices offered a two cent advantage over the Tillamook product. An experimental campaign was launched at a cost of \$5,000.

The widened market gained through this campaign gave Tillamook a 2.4 cents advantage over Wisconsin cheese in 1919 when the advertising program was launched in earnest with a \$14,000 appropriation. Since then Tillamook cheese has enjoyed a consistent advantage in price to the producer.

Only once has the price advantage fallen below two cents a pound—and then it was 1.77 cents in 1927. In 1922 the advantage was 5.7 cents. In 1938, final year in the 20-year survey, the advantage for Tillamook cheese was 1.5 cents to the producers or a total gain from the price difference of \$403,213.22.

In the 20 years since 1919, a total advertising expenditure of \$525,535 boosted the gain from the price difference to a total figure of \$5,573,958.25. The profit is \$9.60 for every advertising dollar invested.

The Tillamook dairymen now annually appropriate four-tenths of a cent a pound to advertise their cheese, of which 148,000 pounds was produced in the past 20 years. The advertising expenditure is now \$25,000 annually.

Not Affected by Depression

During "the depression," when the open market price for butterfat in Portland was only 16 cents a pound, Tillamook farmers were paid 26 cents for their production by the association. Ten cents over the open market price is the usual advantage to Tillamook farmers on their butterfat.

The same agency has handled the Tillamook campaign since the beginning. It first developed a method of branding the product, and encouraging the establishment of regular inspections to make sure that all Tillamook cheese would conform to the requirements of high quality.

"Look for Tillamook on the rind" has become a familiar slogan to thousands of homekeepers in the Tillamook marketing territory. Newspapers are used in Pacific Coast cities, supplemented by display pieces supplied to grocers. A schedule is also carried in Sunset, as well as daytime programs over eight Western stations.

The association is managed by Carl Haberlach, who has been identified with it for over 25 years—Advertising Age.

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We Manufacture—

Farmers Union Standard
Accounting Forms
Approved by Farmers Union
Auditing Association

Grain Checks, Scale Tickets
Stationery
Office Equipment
Printing

the
CONSOLIDATED
printing and stationery co.
SALINA - KANSAS

Local Supplies

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

Cash Must Accompany Order
This is necessary to save expense in postage and mailing.

Application Cards, 20 for .5c
Constitution 5c
Credit Blank, 10 for .5c
Debit Blank, 15 for .10c
Local Sec. Receipt Book . . . 25c
Farmers Union Watch Fob . . . 50c
Farmers Union Button . . . 25c
F. U. Song Leaflets, dozen . . 10c
Farmers Union Song Books 25c
Business Manual 5c
Delinquency Notice (100) . . 25c
Secretary's Minute Book . . 50c
Book of Poems, (Kinney) . . 25c
Book of the Year or more 25c
Above, lots of 100, each 15c
Militant Voice of Agriculture (John Simpson) each . . . 75c

WRITE TO
Kansas Farmers
Union
Box 296 Salina, Kansas

Oregon Producers Advertise Cheese —Increases Demand

**20-Year Sales Campaign Brings
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Delinquency Notice (100) . . 25c
Secretary's Minute Book . . 50c
Book of Poems, (Kinney) . . 25c
Book of the Year or more 25c
Above, lots of 100, each 15c
Militant Voice of Agriculture (John Simpson) each . . . 75c

WRITE TO
Kansas Farmers
Union
Box 296 Salina, Kansas

the way of locating and furnishing them with good seed wheats, of the varieties best adapted to their section of the country and should our farmers or organizations need seed wheat, or have quantities of desired varieties of seed wheat for sale, either communicate with me or our elevator managers, or the Jobbing Association, I am certain, you can depend upon any of us to furnish you with whatever you might want or need.

The harvesting season will soon be upon us and much splendid seed wheat that could and probably should be retained for planting will move directly into market channels, unless it can be held back a little later for seeding.

May we place the facilities of the Farmers Union at your disposal in the campaign for better yields and better varieties of wheat in the future meeting the requirements of those who mill, bake and consume our wheat crops?

SCANDIA LOCAL McPHERSON COUNTY HAS CELEBRATION

(continued from page 1)

ident of the Scandia local, serving from 14 to 16, B. M. Gibson served from 17 to 20; Warren Culp from 21 to 24; B. M. Gibson again from 25 to 28; O. E. Rolander from 29 to 32; R. E. Peterson from 33 to 36; and H. R. Spence has been serving since.

Julius Gibson, Jr., is the present secretary-treasurer. Men who have held this position in the past include Charles Smith, Vern Logbeck, Homer Spence, and Melford Nelson. Reuben E. Peterson is the present vice president.

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