THE KANSAS UNION FARMER

Organization ********** *Education* ********** *Co-operation*

VOLUME XXX — SALINA, KANSAS, THURSDAY, FEBRUARY 17, 1938 — NUMBER 28

Makes Nearly $100,000 Savings

F. U. Jobbing Ass'n Has Splendid Year

Enthusiastic Crowd of Over 200 Kansans Enjoys Full Day of Worth While Sessions---Plan Membership Increase---Re-elect Two Drectors

Savings of $96,782.85 were made by Kansas farmers in 1937 through co-operatively marketing their grain through the Farmers Union Jobbing Association. This gain was reported to the member shareholders at the organization's 24th annual meeting in Kansas City, Mo., February 4. More than 200 people enjoyed a day of speeches, became enthusiastic for a greater Kansas Farmers Union organization, and gave recognition to the importance of a greater membership and more widespread Farmers Union loyalty.

Each business association which contributed toward the mammoth grain volume now has set to its credit by the Jobbing Association a share of the $96,782.85 savings, a share proportionate to the business which the local elevator contributed.

The people who attended the meeting were managers and directors of local Farmers Union business concerns in Kansas which do business with their Farmers Union regional which in 1937 sold on the Kansas City Board of Trade 5,313 cars of grain, the biggest grain business by any firm in Kansas City.

An increase in farm supply purchasing was also reported by H. E. Witham, manager of the Jobbing Association, but the Merchandise department as a whole showed a loss for the year, due chiefly to the unprofitable operation of a truck terminal, a filling station wash rack, and a decreased feed volume.

A significant increase was in the volume of petroleum products into which field the Association entered only a little over a year ago and against strong competition.

Homer Terpening, vice president, Wakeeney, and E. A. Crall, Erie, were re-elected as directors. Other officers of this Farmers Union regional are J. C. Gregory, president Osborne; D. O. Wanamaker, assistant secretary, Blue Rapids; C. B. Thowe, Alma; Joe Erwin, Cicero; and H. E. Witham, secretary and manager.

Many Fine Speakers

Speakers of national recognition told of the values of farm organization and farmers' own controlled co-operative business. These speakers included:

John Vesecky, president of the National Farmers Union; Glenn Talbott, president of the North Dakota Farmers Union; John Frost, president of the Kansas Farmers Union; H. C. Stephens, treasurer of the Wichita Bank for Co-operatives; Dr. Joseph Knapp, Co-operative Division of the Farm Credit Administration, Washington, D. C.;

Cal Ward, regional director of the Farm Security Administration, Lincoln, Nebr.; O. B. Pecha, manager of the Equity Union Grain Company, Kansas City; and M. R. Miller, secretary of the Missouri Farmers Union and a national director.

That farmers organized in the Farmers Union membership have great economic, legislative and social power seemed the theme of the meetings. The value of Farmers Union membership to every Kansas farmer was emphasized, and many expressed the importance of every present Farmers Union member talking membership to his neighbors.

Glenn Talbott proved to be the dynamic speaker of the meeting and evidenced the fiery earnestness of his father, long a prominent national Farmers Union leader.

Need Agree on Program

"Today the American Farmer must have a clearer picture of the economic picture than he has ever had before," he said. "We must come to a common agreement on what is wrong with industry and the country, and what we are to do about it. We have the mechanics to cure our problems. Our biggest job today is to get Farmers Union membership. Nobody is going to do the job if we don't."

The speaker reviewed the problems of the American farmer of today. Farm tenancy is the highest in American history. The farming people have only a small portion of American wealth; monopolistic business methods tend to concentrate big fortunes in the hands of a few families. With greater concentration of wealth general purchasing power is weakened and American business is slowed down, depressed.

Co-operative business re-distributes purchasing power, he explained. Co-operative business, rather than giving the least for the most, gives the most possible goods and services at smallest possible cost.

He discussed how farm organization played a part in American political methods, in democratic government. Washington politics of this present day works on the principle, he said, of "group pressure." Every group is organized to get the most of the material benefits for the members of that special group. The Farmers Union must be strongly organized likewise, or the American farmer will be at a bad disadvantage, he explained.

Many F. U. Activities

Mr. Vesecky, national president, told of he activities of Farmers Union people in other states. His duties necessitates quite extensive traveling, especially at this time of year. He told of the Pennsylvania farmers who operate their own processing plants for peas; of the Farmers Union cotton gins in Oklahoma; of the Alabama farmers who farm six acre plots of cotton, and have Farmers Union purchasing agents for farm supply purchasing; of the fertilizer purchases made by groups in Ohio making savings of $12 a ton; and of purchasing agents in the Michigan Farmers Union.

Mr. Frost, state Farmers Union president, gave inspiration for a much greater membership and more expansive Farmers Union business operations by telling of co-operative marketing in Denmark; of the trust-breaking activities by co-operatives in Sweden where more pig-lots have electric lighting than do American farm homes.

"Co-operative marketing and purchasing will lead farmers to recovery," he said. "We must have democracy in business just as we must have clean democracy in government." The American farmer gets 38½ cents out of the consumer's dollar, he said, and contrasted that amount with the 63¾ cents which the farmer receives in Denmark where co-operative marketing organizations are strong.

A Family Affair

H. C. Stephens, treasurer of the Wichita Bank for Co-operatives, discussed the alues of the Farmers Union to the farmer whether or not the individual farmer is a member. The benefits that result from farmers' organization come to all. But many more benefits come as the organization has more members.

"Get the young folks out!" he said. "Get the old folks out, too. Get them all out and into the organization. They all get the benefits, and they would all enjoy and appreciate closer contact with the Farmers Union once they enter into the activity."

Being in the banking business, naturally the speaker was interested in the finances of co-operative business institutions. He advised more frequent audits for most Farmers Union associations, saying that a business needs "its temperature taken more often than once a year"

He commended the Farmers Union Jobbing Association on its efficient business operations, and also its Finance Elevator department, a program which relieves the local elevator association of heavy financial responsibility in the marketing season and eliminates speculation from grain marketing

Mr. Stephens also spoke with favor of another plan of grain marketing which would work well, he said, if local farmers might be sold completely on co-operative business and in a community where co-operative good management was unquestioned and farmers took keen interest in their business organization. The "Advance plan" of co-operative elevator operation would widen the margin between the price paid the farmer and the current market quotation. The farmer would receive the greatest share of the current price-per-bushel, but there would be a wider margin and the Farmers Union elevator manager would have no problem in battling with a competitor's quotation whose elevator was across the road. He would be out of competitive business, and he could assure the Farmers Union patron that further income would be his later, and it would be the greatest possible amount.

Improved Business Efficiency

Mr. Stephens said that many competitive elevator operators often risked giving farmers a little higher price for grain on a rising market, but almost stayed entirely out of the bidding when the market turned the other way.

He reported that there was great improvement by Farmers Union elevator associations in keeping business records.

Miss Esther Eckblad, state junior leader of the Farmers Union, was a highlight on the program. "We must take the graveyard atmosphere from so many of our locals. So many say 'We are just about dead'. We must change that to 'We are about to live'."

Education the Need

Education is insurance for the life of a Farmers Union organization, she said. "Education is the soul as Farmers Union business is the body. The Junior program offers something that appeals to boys and girls to enter into the Farmers Union. And our program will not only help Farmers Union business, but will have strong influence for making better citizens for our country."

She outlined three types of meetings for promotion of the Farmers Union: community meetings for mother, dad and children; the study group which would have a smaller number present and would be able to discuss matters in more detail and decide plans for group activity; and seasonal camps and Farmers Union institutes.

Dr. Joseph Knapp of the Farm Credit Administration, Washington, D. C., gave an interesting review of the development of this governmental branch. Following the Farm Board, the Farm Credit Administration was formed in 1933 in two divisions, the financial of which the Wichita Bank for Co-operatives is a part, and the Research and Educational division. Dr. Knapp is a member of this latter division and gave assurance that its work was practical and worthwhile toward the betterment of American Agriculture.

Tom Hall, head of the membership department of the Farmers Union Jobbing Association, re-stated that a good membership is insurance for a good volume of business. He pointed out that a co-operative association is set up to market farm products at the lowest possible cost and that everything above expenses belongs to the members. The more members an association has, the bigger will its volume be; the more efficiency it should have, and the more savings for the members.

Further charges of anti-trust law violations will be brought against 24 major oil companies and 46 individuals at Madison, Wis., next fall, according to Attorney General Cummings.

Zenor Local won the attendance contest which has been running in Stafford county for the past nine months. There are nine Farmers Union Locals in the county, and each one was rated on a basis of a possible 200 points, so the bigger locals would not have the advantages. A good deal of enthusiasm was stirred, reports Bruce Winchester.

Farmers Union People Enjoy a Banquet



Enjoying a banquet given by the Farmers Union Jobbing Association the evening of February 4, concluding its 24th annual meeting, more than 200 people gathered in the Elizabethan room of Hotel Baltimore, Kansas City, Mo., and garnered enthusiasm for a bigger Farmers Union program in 1938 than ever before. Expansion recommendations made by Manager H. E. Witham were toward acquiring grain terminal facilities and for the operation of an oil compounding plant. A total of 5,313 carloads of grain were handled by this Farmers Union association in 1937, a new record. The Association also made a significant increase in its volume and business in petroleum products, a field which was entered only a little over a year ago and against strong competition.

FARMERS UNION JOBBING ASSOCIATION
Kansas City

Balance Sheet as at December 31, 1937

ASSETS

Current Assets:		
Cash on hand and in bank		$87,666.91
Accounts Receivable—Grain	$49,661.48	
Accounts Receivable—Mdse.	36,130.89	
		85,792.37
Less bad debt reserve	1,319.06	84,473.31
Nots Receivable		11,786.50
Grain Advances		127,148.17
Grain Clearing Co.		3,346.25
Other Receivables		3,164.24
		317,585.38
Inventories		
Grain	115,938.51	
Merchandise	23,189.62	139,128.13
Total Current Assets		456,713.51
Investments		
Stock of Cooperatives	39,070.00	
Memberships	9,900.00	48,970.00
Deposits		430.00
Other Assets		
Deferred Charges		3,430.60
Fixed Assets		
Autos and Trucks	5,191.97	
Less Depreciation	1,634.86	3,557.11
Furniture, Fixtures & Equip.	5,063.61	
Less Depreciation	505.36	4,558.25
TOTAL ASSETS		**$517,659.47**

LIABILITIES

Current Liabilities:		
Accounts Payable	$17,348.05	
Options Payable	14,660.40	
Notes Payable	250,000.00	
Sales Advances	5,593.39	
Financed Elevators	22,157.20	
Total Current Liabilities		$309,759.04
Reserves		
Interest—Common Stock	3,379.23	
Patronage Rebates	5,738.22	9,117.45
Capital Liabilities		
Common Stock	56,040.00	
Surplus	43,350.70	
Undivided Profits	2,609.43	
Net gain for 1937	96,782.85	198,782.98
TOTAL LIABILITIES		**$517,659.47**

Regular Audit of High Value

You Can't Know Too Much Nor Too Soon, Advises John Vesecky—Makes for Efficiency

"You can't know too much about your business and you can't know too soon," said John Vesecky, National Farmers Union president, in a speech at the annual meeting of the Farmers Union Auditing Association in Kansas City, Mo., February 4.

"When you are having your troubles, share them with your auditor," he advised. "Your auditor isn't a secret service man to detect wrongdoings but is a service man to correct inefficient business methods and to locate them before great losses result."

Chiefly because of the elimination of membership fees to the Auditing Association, a loss of about $17 resulted for the association in 1937, the first loss in many years.

H. E. Witham, president, pointed out many advantages of seeking the advice of the auditor. "The auditor can point out many things which a busy manager will fail to see," he said. "I wouldn't want to manage a Farmers Union business unless the directors had my books audited regularly so every member would know by some one else that the business was being managed in an efficient manner. The cost of an auditor is money well spent."

Cal Ward, regional director of the Farm Security Administrttion, Lincoln, Neb., commented that he had noticed that those co-operatives using the Farmers Union auditing service were in a much better position to secure a government loan. Proper business records are as important to a business as a wheel is to a wagon, he said.

T. B. Dunn is secretary-manager of the Auditing Association.

PAY FIRE LOSSES

SALINA, Kans.—Recent losses by fire reported by the Farmers Union Mutual Insurance Company include: W. M. Smith, St. John, $5,033; A. C. Williams, Aurora, $1,850; Chas. W. Crawford, Idana, $1,750; Charles Hopper, Manhattan, $1,000; Pearl Willeford, Hollenburg, $1,200; Geo. F. Schmidt, Minneapolis, $800.

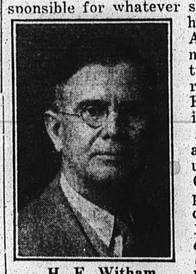
Mgr. Witham Has Splendid 1937 Report

The Story of Co-op. Development By Jobbing Ass'n Through Past Year

The annual report by the secretary and manager of the Farmers Union Jobbing Association for the calendar year, 1937, was presented and accepted at the annual meeting in Kansas City, February 4, by H. E. Witham. The report follows:

"This is the 24th annual meeting of the stockholders of The Farmers Union Jobbing Association. In one more year the corporation will have lived half of its life—being chartered for 50 years.

"On April 1, 1937, I returned to your Association as manager, and I take this opportunity to say that I was very, very glad to get back home among the people who have been responsible for whatever success I may have attained. At a joint meeting between the directors of The Farmers Union Jobbing Association and the Equity Union Grain Company on December 3, 1936, it was decided to reenter the grain business and to establish a joint grain sales office.



H. E. Witham

"A resolution endorsing this action of the board of directors was passed at the annual meeting of stockholders of The Farmers Union Jobbing Association held on February 5, 1937, at which time the loyal support of the membership was requested.

Members Are Loyal

"On July 6, 1937, we had the honor and pleasure of having more cars of wheat to handle than any other firm had ever received in one day on this market. We handled 517 cars

(continued on page 4)

THE FARMERS UNION LIVE STOCK COMMISSION COMPANY

As of December 31st, 1937

ASSETS

Current Assets:		
Cash on hand and in bank		$ 9,180.64
Accts. & Notes Receivable		37,138.92
Accrued Interest		13.02
Horse		125.00
Fixed Assets:		
Furniture & Fixtures		1,572.54
Automobiles		2,703.39
Investments:		
U. S. Government Bonds		37,727.50
Cooperative Stock		25.53
Deferred Charges:		
Stationery, Adv. & Ins.		3,784.38
Total Assets		$92,270.92

LIABILITIES

Current Liabilities:	
Accts., Notes & Drafts Payable	$49,158.37
Interest & Dividend (Stockholders)	3,493.59
Taxes	1,131.29
Capital Liabilities:	
Capital Stock (Paid Up)	19,189.00
Surplus	19,298.67
Total Liabilities	$92,270.92

Plan Means for Getting Live Stock

Farmers Union Commission Co. Has Annual Meeting in Kansas City

The Farmers Union Live Stock Commission Company, Kansas City, Mo., had a loss of over eight thousand dollars in 1937 and the annual meeting of the organizatoin, February 3, in Kansas City, Mo., gave itself to gathering information and making analysis of the situation.

A revival of many of the local Farmers Union Livestock Shipping Associations would remove all volume worries, it was generally agreed. However, through the past year there was little stock in the country; there was increased interest in local community sales where many farmers have the opinion that they can secure as high a price as though their regional Farmers Union agency.

Greater membership in the Kansas Farmers Union would also bring a much larger business, it was said.

John Frost, state Farmers Union president, made a splendid appeal that workers should spread out the environment of Farmers Union living so as to enrich more families to its ideals; to ignore for a time the appeals of the patronage dividend, and stress the values of Farmers Union membership. The increase in business would come along with increased membership enthusiasm, he assured.

Affiliated with the Farmers Union Live Stock Commission Company is the Missouri Farmers Association.

Must "Look Ahead"

"Look ahead," cautioned Charles E. Fillers, Odessa, Mo. "Don't look at the water that's already gone under the bridge."

Cal Ward, regional director of the Farm Security Administration, Lincoln, Neb., said he did not know exactly how improvement would come, but that he was sure it "will be solved from the grass-roots."

Others who gave short talks included A. M. Kinney, Huron; John Huber, Seldon; Anton Peterson, Greenleaf; W. G. Swanson, Vliets; and H. E. Witham, manager of the Farmers Union Jobbing Association.

Two directors were elected: A. H. Dieball, Alma; and John McDaniels, Brewster. Other officers are A. B. Stryker, president; H. G. Hille, vice-president; J. H. Fiegenbaum, secretary; E. E. Martz, L C. Gretten and H. W Neth, directors.

In addition to the manager's report of George W. Hobbs, the branch managers, L J. Alkire, Wichita, and W. L. Acuff, Parsons, took the platform and gave further discussion to general conditions.

The Resolutions Committee composed of D. O. Wanamaker, Charles E. Filler, and A. H. Dieball, made the following recommendations which were favored by the shareholders:

"Whereas, the Farmers Union Live Stock Commission Company has lost a valuable friend and faithful director in the death of J. W. Falk, Alta Vista, Kans., we recommend that the secretary of this association prepare a memorial as a testimonial of our respect for him and that a copy of same be attached to the minutes of this meeting and a copy sent to his family.

For Low Interest Money

"We recommend that the directors and management of the Farmers Union Live Stock Commission Company take steps to secure the use of low interest money from the Bank for Co-operatives to put out to their customers on sound livestock loans. This will not only be a service to their patrons but should bring added business to the company.

"We feel that some plan should be worked out to give the Farmers Union Live Stock Commission Company more publicity and some mans taken to keep the name of the F. U. L. S. Commission Company in print where the breeders and shippers of live stock will see it, and will impress on their minds that we want their business. This committee feels more publicity is desirable and respectfully calls the attention of the directors and management to that need to be acted on as they may see fit.

"Resolved that this Association extend to the management of the Aladin Hotel a vote of thanks for the use of the Roof Garden for our meeting."

A second Fairbanks-Morse washing machine was recently shipped the Bison Farmers Union Cooperative Association.

CRAWFORD CO. MEETING

The regular quarterly meeting of the Crawford County Farmers Union will be held in Warner Hall at Girard, Tuesday, Feb. 22, at 1:30 p. m.

All Local Secretaries are requested to bring in a list of members in good standing, and of officers elected for 1938.

J. Henry Meyer,
Secretary.

The Hackney Farmers Union Cooperative Association buys a considerable quantity of aviation gasoline through the Farmers Union Jobbing Association.

THE KANSAS UNION FARMER

Rex H. Troutman ..... Editor

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

Entered as Second-Class Matter August 24, 1912 at Salina, Kansas, Under Act of March 3, 1872.

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

Subscription Price, Per Year..... $1.00

Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the Locals and what you are doing. Send in the news and thereby help to make your official organ a success.

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

All copy, with the exception of notices and including advertising, should be in seven days before the date of publication. Notices of meetings can be handled up until noon Saturday on the week preceding publication date.

NATIONAL OFFICERS

John Vesecky, President ..... Salina, Kansas
H. G. Keeney, Vice-President ..... Omaha, Nebraska
J. M. Graves, Secretary ..... Oklahoma City, Okla.

KANSAS OFFICIALS

John Frost, President ..... Salina, Kansas
Pauline Cowger, Secretary ..... Salina, Kansas
John Tommer, Conductor ..... Waterville, Kansas
John Scheel, Doorkeeper ..... Emporia, Kansas

DIRECTORS

Ross Palenske ..... Alma, Kansas
Blaine O'Conner ..... St. John, Kansas
John Fengel ..... Lincolnville, Kansas
F. C. Gerstenberger ..... Blue Mound, Kansas
Wm. E. Roesch ..... Quinter, Kansas

FARMERS UNION JOBBING ASSOCIATION—719 Board of Trade Bldg., Kansas City, Mo. H. E. Witham, General Manager.

FARMERS UNION COOPERATIVE PRODUCE ASSOCIATION—Colony, Kansas; Wakeeney, Kansas, N. A. Ormsby, Mgr.

FARMERS UNION LIVE STOCK COMMISSION CO.—Suite 127 Live Stock Exchange Bldg., Kansas City, Mo.; Live Stock Exchange Bldg., Wichita, Kansas. Live Stock Exchange Building, Parsons, Kansas. G. W. Hobbs, Kansas City, General Manager; L. J. Alkire, Manager, Wichita Branch. W. L. Acuff, Manager, Parsons Branch.

FARMERS UNION MUTUAL INSURANCE CO.—Room 202 Farmers Union Ins. Bldg., Salina, Kans., G. W. Bushby, President-Manager.

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

KANSAS FARMERS UNION—Salina, Kansas, Room 215, Farmers Union Ins. Co. Bldg., John Vesecky, President.

FARMERS UNION LIFE INSURANCE CO.—Room 200, Farmers Union Ins. Co. Bldg., Rex Lear, State Manager, Salina, Kansas.

THE KANSAS FARMERS UNION ROYALTY CO.—Room 219 Farmers Union Ins. Co. Building, Salina, Kansas, G. E. Creitz, State Manager.

FARMERS UNION MANAGERIAL ASSOCIATION

C. B. Thowe ..... President
T. C. Belden ..... Secretary

FARMERS UNION LADIES AUXILIARY

Mrs. M. L. Beckman, President ..... Clay Center
Mrs. B. F. Rice, Vice President ..... Conway Springs
Mrs. Everett Alquist, Secretary-Treasurer ..... Clay Center

SALINA, KANSAS, THURSDAY, FEBRUARY 17, 1938

We Need a Militant Farmers Union

If ever there was a time in American history when farmers more needed united action for decided policies, one would need much reflection to locate the period. Distressed as is the farming class of people generally, other groups of people are clamoring strongly for government relief. The clamor of one group becomes a reason for stronger clamor by another, and the less organized groups with a weaker voice are left by the wayside.

Whether it is to share in more government expenditures or to demand less governmental costs, agreeing with Jefferson that the government is best which governs least—farmers need organization to state their case in an effective manner.

Not so long ago the Guffey coal bill was passed by the national legislature fixing minimum price schedules for the benefit of the soft coal industry and its workers. One result of the bill, it was shown, was to increase costs to the railroads amounting to a total of 22 million dollars a year. No wonder the railroads were asking for an increase in rates. Today, however, the Guffey coal bill and coal price fixing virtually has collapsed, but the railroads still claim they need the 15 per cent rate increase! Such a rate increase would cost needy Kansas farmers many dollars!

Whatever may be accepted in the way of a national farm program, any program will need be worked out by experience. Corrections can best be made by the voice of organized Agriculture, the Farmers Union.

It is known that the Kansas state legislature will be asked by a strongly organized group to eliminate the tax exemption now given to users of agricultural gasoline. Farmers will then have to keep up the highways not only by automobile gasoline taxation, but by the taxation of gasoline used in field farm tractors. How well the farmers are asked to do their share! No protest can be as effective as through the Farmers Union.

Political attention is at the moment centered on monopolistic business activity. Farmers Union people long ago DID SOMETHING ABOUT IT. They organized co-operative business associations to eliminate wide profit margins, and so distribute the savings among themselves. They, organized Farmers Union elevators and members received a better price for their grain; they organized oil stations and paid less for their petroleum needs. Their co-operative actions made the monopolies adjust their profit margins; in truth, sometimes simply pushing the location of the best margin farther back to keep it out of the co-operative farmer's reach. The farmer needs still greater Farmers Union business expansions—for instance, grain terminal facilities, and a firmer grasping into the oil industry.

Benefits are for all—and all should share the work. Every Kansas farmer needs the Kansas Farmers Union. The organization needs every Kansas farmer. Every farmer should be a Farmers Union member.

The land across the Atlantic has been called "Co-operative Europe." It is to be hoped that the Co-operation is of peaceful purpose.

The Savings Stay in Kansas

When the decision was reached at the annual meeting of the Farmers Union Jobbing Association to retain the 1937 savings of the business for another year there was some questioning in regard to the procedure. A few were of the opinion that however wise it was to retain savings by the Association to assure working capital it seemed that some restriction should be made by the meeting that funds be restrained for the Association's operations in grain marketing.

There is little doubt that the Jobbing Association's shareholders agree that the biggest opportunities for service and savings in behalf of the local Farmers Union member are in grain marketing. There is little doubt but that it is in this field that the greater part of any "expansion funds" will be placed. On the other hand it would seem illogical that the Association should need borrow a thousand or two dollars in order to enter a new department for the service of Farmers Union people.

The money belongs to Farmers Union people and when their directors agree there is need of a new service it is right that a conservative amount be given to the building of the necessary facilities. Such a policy is for the betterment of the Kansas farmer and the Kansas Farmers Union.

Certainly funds should not be wildly distributed. The reason for Farmers Union business operations is for savings. These are of two kinds: maintenance of high competitive prices for the products the farmer sells, and low competitive prices for the products he buys; and savings in the form of patronage dividends. The latter are as important to associations which cooperate in a Farmers Union regional as they are to persons who co-operate with their neighbors in a Farmers Union local association.

Shareholders of the Farmers Union Jobbing Association are assured, it should be remembered, that the savings from their business will stay at home. The money used for organizational purposes may be used in their next county, but never in Wyoming nor Iowa.

Thousands of Kansas farmers have need for much oil and the Association may soon make a drive for such business, but it is agreed that a compounding plant should early be made to stand on its own feet. The Kansas Farmers Union membership is assured from their record in past years that the directors of the Jobbing Association will not enter into any new field until they are soundly of the belief that there is need for such expansion.

The directors of the Farmers Union Jobbing Association are sound thinking business men. They deserve the 100 per cent backing of the Farmers Union membership.

The President's Column

—By JOHN FROST

La Follette's Warning

After recounting the dreadful disasters that had befallen Agriculture by farmers trying to go it alone, Senator Robert LaFollette of Wisconsin gave his solemn and deliberate warning: "It is my firm conviction that unless the farmers of America join some militant farm organization they cannot hope for economic justice in this country."

To every Local Secretary and President, we appeal to you to go after the dues of all old members and to make a drive for new members. At your next meeting, or call a special meeting, and take up this vital matter of a drive for members. County Presidents and Secretaries do not let your Locals fade out. Organize a county campaign. Make a contest of it, if that will arouse interest, and see which side can win the most members. The State Union will help to the limit of its finances. Let us hear from you with a good list of dues paid members, or a call for help to put on a membership drive.

New Farm Bill

The Conference Committee compromise Farm Bill has passed the House and probably will pass the Senate, maybe by the time this is read. The following explanation of the provisions of the bill has been made from a hasty and incomplete study of this complicated 121 page bill.

1. The Soil Conservation program to save our land from wearing out or wasting away, is to be continued.

2. To protect dairy interests from increased production, it is provided that no land diverted from production of soil depleting crops can be used to raise feeds for any increase in dairy livestock. Also the Secretary of Agriculture is directed to protect other livestock and poultry interests adversely affected by any part of the Soil Conservation Program.

3. The scale of soil conservation payments under $200 is increased (as much as 40 per cent for payments of $20 or under), while large payments are limited to $10,000 in any state after this year.

4. Four regional research laboratories are to be established to develop new uses (such as alcohol made from corn, potatoes, and other farm products for blending with auto gas) and new markets for farm products.

5. A $100,000,000 fund is provided to insure 50 per cent to 75 per cent normal yield of wheat, starting with the next crop, for which $20,000,000 is available. In good wheat years the farmer pays his premium in wheat (or cash), and in years of failure he receives insurance payments in wheat (or cash).

6. The Secretary of Agriculture is authorized to prosecute suits before the Interstate Commerce Commission to secure more equitable freight rates on farm products.

7. A sort of Ever Normal Granary Plan provides for surplus corn and wheat to be stored and the cooperating farmers to be given loans thereon at 75 per cent down to 52 per cent of parity as the apparent surplus becomes larger or the current price drops lower. If during the market year the cheap surplus corn or wheat does not rise to the value of the loan, then the Government cancels the loan and takes over the corn or wheat and keeps it until corn failure or other need arises for the corn or wheat.

8. In addition to all other payments, complying farmers will receive, as funds are available, a parity payment to bring their receipts on corn and wheat up to parity prices. But there is little money for this unless a processing or other tax is provided.

9. When the estimated carry over and production for the coming year, exceeds the 10 year average of domestic consumption and exports, in the case of corn by 17.7 per cent (or 2,700,000,000 bushels under the present conditions), or in the case of wheat by 35 per cent (or 940,000,000 bushels), then a referendum vote of effected farmers is taken for and against a published quota marketing restriction, and if the quota carries by a 2-3 vote of those voting, whether the farmer is a cooperator or not in the farm program, then each affected farmer, is given the equal per cent quota of bushels that he may sell—with a penalty of 15c per bushel for violating the quota.

But no wheat marketing quota shall be in effect for the marketing year beginning July, 1938, unless before May 15, 1938, provision has been made by law for payment in whole or in part, in 1938 of parity payments on wheat.

10. Elected township and county committees of farmers determine the acreage allotments and bushel quotas on each farm, from which decision the farmer may appeal to a review farm committee and then to the courts.

The State Legislature

Keep your eye on the Special Session at Topeka. If any threat to Agriculture appears, write your Senator and Representative—even if only a postal card. The Farm Lobby may call on you for extra support if our interests are seriously threatened. Our Legislative Representative, Mr. Clyde W. Coffman, room 518, Jayhawk Hotel, Topeka, has heard rumors of a movement to repeal the gas tax exemption. County and Local Secretaries and Presidents and members send him your protests and petitions now, while there is time.

At the State Legislature

Clyde W. Coffman, legislative representative of the Committee of Kansas Farm Organizations writes the following summary of—legislation of interest to the Kansas farmer.

The session which is almost universally considered unnecessary, is getting away at a slow start and will probably not end as soon as expected. The Administration's Bills, dealing with Social Security and redistribution of the Sales Tax Revenue are the principal subjects of interest and discussion.

The Governor goes all the way and asks to have tax residue of the Sales Tax Funds re-allocated with the Social Welfare Board to be used in the payment of old age assistance.

Up to date, there have been three major bills introduced dealing with this problem—Senate Bills No. 5 and 6, and House Bill No. 20. The Senate bills are known as the Governor's Bills, and through their provisions, the entire returns from the Sales Tax Law would be placed to the disposal of the Social Security Board and distributed from Topeka; also the amount of the Social Security load born by the State would be increased to 65 per cent instead of the present 30 per cent, which it is reasoned would take the incentive of the local administrations to administer the fund economically.

House Bill No. 20 in substance returns all the residue of the Sales Tax fund to the counties to be used to supplement the Pension Fund in counties where needed for that purpose and in other counties not loaded. The fund would be distributed as provided by the present law among the taxing units for the purpose of reducing the heavy burden on property.

At the time the Sales Tax was enacted the Governor asked for 1 per cent tax, and the bill was provided for 2 per cent, and putting approximately half the revenue back to the different taxing sub-divisions to relieve the property tax burden.

The Public Hearing of the House and Senate Committee Taxation and Public Welfare has been set for Monday night, February 14, to discuss the merits of these Bills.

There are several bills relative to the Gasoline Tax, mostly dealing with the details of administration, and I am informed there is an organization here getting ready to introduce a bill for a return to the refund system and repealing the exemption now given to users of agricultural gasoline.

The Session was called for the purpose of dealing with the Old Age Assistance Problem, and there seems to be a decided sentiment of holding activities primarily to this subject. Of course there is the usual number of emergency local bills, and corrections on what might be termed the mistakes of the past Session.

The Cloak Room

W. P. Lambertson

The slogan of the New Lork Times: All the news that's fit to print.

The Farmer-Laborites of Minnesota voted for the Farm Bill and the side by Progressives from Wisconsin voted against it.

Last Saturday was the first anniversary of the President's dramatic proposal for the Court Bill to a joint assembly of Congress. Today is Lincoln's birthday.

Some Members think they have a right to know what the Prtsident's foreign policy is to be before considering the big Navy bill. Monroe did not hide his doctrine under a bushel.

Sorry the dog catchers of the First District can't participate in a Civil Service examination offered in this district only, for a JUNIOR DOG KENNEMAN. It poys $125 per month.

Dutch Shultz complained after Kansas Day because the great ingathering hadn't developed any leaders. Great goodness! what the Republican Party needs most is followers, and there was considerable evidence of that.

Silcox, Chief in the Forest Service, is as fluent as Henry Allen, but strange to say the greatest road booster in America, McDonald, Chief of Bureau of Public Roads for thirty years, stammers and halts in his speech.

On the Farm Bill some followed the old adage that if you just wait long enough somebody will say what you wanted to say. Others were unable to get time to speak during the four hours allowed under the rule. We adjourned over Friday and Saturday, there being nothing for the House to do since we had earlier legislated on the run.

Is it any wonder that the one who wrote "The Man Nobody Knows," everyone knows? Bruce Barton in New York over the week-end writes me: "On the street this morning I ran into my old friend George Matthews Adams, who told me that you and he were in college together. When I told him that you are one of my best friends in Congress, it seemed to raise me in his estimation considerably."

The plan now is to have two Navies, one for the Pacific and another for the Atlantic. The new battleships will be too wide to go through the Panama Canal. We will offer an amendment adding a third one for Leavenworth-Atchison-Ellwood area. The Commodores are already there.

The Housing Bill, the Farm Bill and the big Navy will be the only accomplishments of this session besides a new tax bill and those bearing appropriations. It is generally predicted that Wages and Hours and Reorganization will slumber. Adjournment will be about June 1.

Lincoln, on the floor of the house in the late '40's said about President Polk and his Mexican War policies: He knows not where he is. He is bewildered, confounded, and a miserably perplexed man. God grant he may be able to show there is not something about his conscience more painful than all his mental perplexity.

In ninety days after the Canadian Reciprocal Trade Agreemest went into effect, there had come into this country in exchange for our automobiles, agricultural products equal to what 189,000 acres of our land would produce in a year.

In '17, a candidate officer in command of the company was dressing the rear rank when Major Peck stopped him and sent him to the barracks. Instead of having the rear line forty inches back, he had them eighty. In our anxiety to line up the forgotten men, they are farther than ever from the front.

WASHINGTON IMPRESSIONS

Quite a little excitement took place on the Hill one day last week. It was not due to the fact that the cloture motion was defeated in the Senate, but because of the presence of two well-known ladies from two entirely different walks of life: Lady Astor, Member of Parliament, and Eleanor Powell, screen dancing star. The ladies completely interrupted the business of the anti-lynching filibuster by appearing in the galleries of the Senate. They also appeared in the President's room in the Capitol to talk to different members individually. Both the ladies and the Senators, especially the Senators, appeared to be duly impressed and many a Senatorial tie was straightened in anticipation of a conservation, be it ever so slight, with the ladies.

The slapping of John W. Allison at Nanking by a Japanese soldier caused Japanese Ambassador Saito to make another trip to the State Department to tender apologiees. The Ambassador has worn out quite a bit of shoe leather on such trips to the Department, which should be an aid to the American shoe industry. But maybe he gets his shoes from Japan.

A new measure has been introduced which seeks to discourage the operation of chain stores by means of a heavy tax. In brief, the bill provides that any person, firm or corporation which owns, operates, manages, supervises or controls directly or indirectly ten or more retail stores (five or more if they are not located in the same state) shall pay the following annual tax: For each store under 10, $50 per store; for each additional store not in excess of 50, $200; for each additional store not in excess of 75, $250, and so on to the point where each additional store over 500 will pay an annual tax of $1,000. In the last two years there has been much litigation on this subject and the sponsors of the bill have had difficulty in meeting constitutional provisions. They believe this measure will meet all requirements.

The Social Security Board's check of some 36,000,000 names reveals the fact that the shortest name in the United States is "E." The most common name is "Smith," with 392,000, and the next is "Johnson," (not Jones) with 300,000. In fact "Jones" takes fifth place in the card catalogue.

What They Say—

Groveland, Kans.
January 31, 1938.

Sometime ago at the Gaverland Local No. 1688, the discussion lead to the Gasoline Tax Exeption Low. After some discussion it was decided to elect a committee of three members to work among the other locals in McPherson county and find out what the city organizations thought about helping the farmers to keep this law on the statute books.

The committee elected was Frank Wampler, chairman, Ivan Beattie and the writer. We visited several locals in the county and found all of the farmers very much interested.

This committee reported at the County quarterly meeting in December which meeting was attended by our state president. The county president appointed a committee of three: E. A. Sawyer, chairman, Enford Peterson and Albert Larson. This committee called on the officers of the McPherson Chamber of Commerce, January 22 and on the 29th of January I received the enclosed resolution from the secretary.

I am sending this report to you hoping it will be printed in the Kansas Union Farmer in any way you see fit, with the hope that other locals and other county organizations will enlist the help of the business men in the agricultural sections of this state to keep this law on the statute books.

Yours very truly,
E. A. Sawyer,
Sec. Groveland Local No. 1688

CHAMBER OF COMMERCE
McPherson, Kans.
January 28, 1938

A Resolution

Whereas, A movement is now being sponsored by certain groups to repeal all tax exemption privileges under the present motor-fuel tax law of the State of Kansas, and

Whereas, Such repeal of exemption privilege would require farmers of this State to pay a tax on gasoline used for agricultural purposes, even though all funds derived from such

(Continued on page three)

By the National President

BY JOHN VESECKY

As is usual I will again give a short report to our membership on what I have been doing during the last two weeks of January.

Monday, January 10th, I testified before the Interstate Commerce Commission in Chicago on the Application of railroads for a 15 per cent increase in freight rates. There was quite an array of legal and statistical talent present at the hearing. Because there were so many to be heard in the limited time assigned to the opponents of the rate increase, the hearing was divided into state sections with an examiner assigned to each section and one or more railroad representatives to take care of railroad interests and to cross question the witnesses. I testified with the North Dakota section because they had made arrangements for me to appear on the morning's program so as to enable me to catch an early afternoon train for Pennsylvania.

Glenn Talbott of North Dakota, Manager Martin of the Omaha Farmers Union Livestock Association and I were, as far as I have been able to ascertain, the only Farmers Union representatives who testified in Chicago; several others testified at the other hearings.

From my observation at Chicago I feel sure that we have been able at least to prove to the commissioners that the farmers are in no condition to pay any increase in freight charges, unless congress comes across with an honest-to-goodness farm program to give them an income sufficient to pay the added charges.

To Oklahoma

On Tuesday afternoon I met with the state board of the Pennsylvania Farmers Union in Harrisburg. We had a very profitable meeting from which I received much information of value to me in my work as National President. After the meeting in company with President Mitzell of the Pennsylvania Union and director Nissley I attended a fine meeting of Farmers Union folks in Centerford.

Pennsylvania has an earnest, intelligent set of state officials and as far as my limited contact has enabled me to judge, a very well informed membership. I am expecting a good sound growth there in both membership and in co-operative enterprise during 1938.

From Harrisburg I went back to Washington to see what I could do to help the conference committee to write a good bill out of two poor ones. Not much could be done as far as I could see so I went back to the office in Salina to look over the accumulated correspondence and take care of the necessary business.

January 18th and 19th, I attended the State Convention of the Oklahoma Farmers Union. They had one of the largest conventions that they have held in recent years. Not only was the attendance large but the interest of the delegates and the part that they took in the discussions of the many vital questions which came before them showed that the Oklahoma Farmers Union members and officials are both doing their "Oklahoma best" to solve our farm problems correctly and democratically. My hat is off to them.

Into Alabama

January 21st I met with the officials of the Alabama Farmers Union in Jasper. In the evening I attended a meeting of the labor council. Farmers Union members co-operate much more closely with organized labor in Alabama than we do in the West. Many of the Farmers attend labor meetings and labor representatives attend Farmers Union meetings. With the great strength of labor in that region much good can be accomplished for the good of both by close co-operation.

Saturday the 22nd, I spoke to a mass meeting of farmers in the forenoon and in the afternoon I took the train for Washington. Alabama is starting to publish its own state organ. I saw the first issue and was very favorably impressed with both the contents and the make-up. I feel sure that President Burkett and the other state officials will be successful in their drive for a large well-informed membership. They may be assured of the fullest co-operation of the National officers.

While in Washington the rest of the month, I worked for some needed changes in rules and regulations of the FSA in regards to loans to their clients, and on the conferees for the eradication of as many as possible of the bad features of the farm bills.

Saturday, January 29th I met with the state officials of the Illinois, Indiana, Iowa, Minnesota and Michigan Farmers Unions in Kankakee, Ill.

E. E. Kennedy, former National Secretary of the Farmers Union, was also there and he, together with President Spencer of Indiana, had charge of the meeting. During the meeting the different farm bills now before congress, the Agreement between the National Farmers Union and the labor unions, which was signed in St. Paul, Minn. last December, the Minnesota situation and many other things were discussed.

For Cost of Production

In regard to legislation I told the meeting that while I am sure that there is no one in the official family of the National Farmers Union that is not heart and soul for the old Farmers Union principle of Cost Of Production for the domestically consumed part of our farm products, still there was some difference of opinion, as to the best way in which that could be attained.

Whils I heartily agreed with the folks there as to the inadequacy of the two bills which were then in conference to get for the farmer either cost of production or his rightful share of the national income, I also called attention to some of the most outstanding shortcomings of the other proposed farm bills which would have to be removed by amendments before the bills would come anywhere near getting all our farmers the average cost of production for the domestically consumed part of their products.

We were in the meeting from 9 A. N. until 4 P. M. at which time I had to bid them all good-bye and catch my train for home. Although I feel that I do not know what the real purpose of the meeting was, still I am sure that many misunderstandings were cleared up and that it was very much worth while.

I am very strong for the calling of a joint meeting of all state Farmers Union officials and state directors at some central point at least once a year, for the purpose of thoroughly discussing our problems and getting closer together in our views as to the method of solving them. Such a meeting should be in session at least three or four days, so as to give time for the fullest discussion of everything of importance to us as members of the Union and as farmers.

To Kansas City Meetings

February 4 and 5, I was in Kansas City, attending the annual meetings of the Farmers Union Auditing Association and the Farmers Union Jobbing Association on the 4th, and the State Board of the Kansas Union on the 5th.

The Jobbing and Auditing meetings were the best attended and most successful meetings of these organizations that it has been my privilege to attend in recent years. The attendance was large and everyone seemed to be determined to do his or her best to make 1938 even more successful than was 1937.

I hope the enthusiasm and loyalty shown at that meeting endures and is translated into lots of business for all our statewide and local co-operatives and into a much larger informed membership for us Farmers Union.

Let us all pull together and make our dreams come true.

Better Prices Thru FUJA

Jobbing Association Shareholders Also Pass Resolution for Farm Gas Exemption

At the annual meeting of the Farmers Union Jobbing Association in Kansas City, Mo., February 4, the following resolutions were reported by the Resolutions Committee, composed of C. B. Thowe, Gust Larson and J. P. Fengel, and were unanimously adopted:

"First: Inasmuch as the Farmers Union Jobbing Association has been built up to serve our local cooperative business institutions in cooperative marketing channels, and have demonstrated their ability to secure as good a price, and in many insances a better price than any other firm for our products, therefore, BE IT RESOLVED, that we make this fact known through our publications and advertising mediums to every farmers' cooperative institution in the Kansas City trade territory.

"Second: We commend the manager, the employees, and the various cooperative institutions that have patronized the Jobbing Association, for the efficient manner in which their particular part was performed in making the entire Jobbing Association program a success.

"Third: We wish to express our sincere appreciation to the management of the Aladdin Hotel, for their generous hospitality during our stay in Kansas City, and for the use of this room in which our meeting is being held.

"Fourth: We wish to thank the various speakers who are taking part in this meeting, for their wonderful messages of encouragement and helpful remarks, and also for their constructive criticism that helps to build better business."

The following resolution was offered by O. C. Servis, of Winfield, Kansas, and was unanimously adopted:

"BE IT RESOLVED, Inasmuch as there is a movement on foot at the present time to discontinue the tax exemption privileges for agricultural purposes and put us down to a flat rate on gasoline, we much prefer the tax exemption privileges which we now have, and we will give all the support we can give for plugging the leaks and eliminating the fraud in this gasoline tax application, and will help strengthen it in every way we can."

The farmer's program should include both co-operative marketing and co-operative purchasing. This program should be worked out along conservative, practical business lines.

Neighborhood Notes

Ellsworth Local No. 2099 met in regular session, Thursday evening, February 3. About 35 members attended, bringing their wives and families with them.

During the business meeting, 15 women and 2 men were taken in as members of the Local.

Seven members from Advance Local and one from Walnut Grove Local transferred to the Ellsworth Local. It was announced during the meeting that the recently organized Juniors would hold a meeting on Feb. 14. All young people were urged to attend. After adjournment, refreshments of sandwiches and coffee were served, and everyone had a good time.

Mart Gwinner,
Sec.-Treas.

Marysville, Kans.

The Blanchville Farmers Union held a regular meeting, Feb. 4. A membership drive had been held with the results of doubling the number of members. A motion was made to send a resolution to the state tax commission.

The committee to make the resolution is composed of E. C. Nelson, L. H. Rowe and Fred Bauer. Delegates were chosen for the county meeting which is to be held March 1 at Frankfort. Those named were Mr. and Mrs. George Scheller, Mr. and Mrs. Oscar Miller and Mr. and Mrs B H. Van Amburg.

Program committee for the next meeting will be O. W. Dam, H. C. Dam, George Blanchford, William Griffee, Elvin Drauer, and Dewey Hammett. After the business meeting an oyster supper was served.

PLAN MARSHALL CO. MEETING

The first quarterly meeting of the Marshall County Farmers Union will be held at Frankfort on Tuesday, March 1. The meeting will start at 11 a. m. All locals are requested to send delegates. A basket dinner will be held during the noon hour.

The committees that have charge of this meeting are as follows: Hall, A. D. Fitch; Dinner, Mrs. A. D. Fitch, Mrs. B. F. Kooser and Mrs. A. P. Shinnemann; Resolutions: John Tommer, G. A. Walters and Charles Musil; Good of the Oorder, Louis Leseberg and Joe Meyer.

F. C. Pralle,
Secretary.

Parsons, Kans.
Feb. 10, 1938.

At our recent meeting we re-elected the following officers: George W. Reinhart, president; J. F. Crooks, secretary-treasurer; J. P. O'Hara, lecturer; R. J. Jackson, conductor; and K S. McCarthy, doorkeeper.

We intend to have a membership drive.

J. F. Crooks.

The Pleasant View Local, No. 833, Washington County, held its annual oyster supper, January 28, and fed the members and their families, about 75 in all. Then a short business session and then we adjourned to play games until nearly 12 o'clock —old and young.

G. H. Barbour,
Secretary.

Will Have Dance

Ellis, Kans.

Excelsior Local No. 606 held its meeting February 7. The officers for 1938 are as folows:

Wenzel Neuburger, president; Ignatz Lang, vice-president; Joseph L. Weber, secretary-treasurer; Joseph Schuster, conductor; and Leo Schuster, doorkeeper.

After the business meeting, a surprise package was opened and awarded to Mrs. Ignatz Lang. Cards were then enjoyed by all.

At a late hour a delicious luncheon of chili, soup and crackers was served by the committee.

The next meeting will be on Feb. 21. On Feb. 28 there will be a pre-Lenten dance for the members of the local.

Joseph L. Weber
Secretary-treasurer.

EASY TO MAKE



8084. Stout's Housefrock.
Designed in Sizes: 36, 38, 40, 42, 44, 46, 48, 50 and 52. Size 38 requires 4 5-8 yards of 32 or 35 inch material. 2 1-2 yards braid required for trimming. Price 15c.

8930. Snappy Sports Frock
Designed in Sizes: 14, 16, 18, 20, 32, 34, 36, 38, 40 and 42. Size 16 requires 4 5-8 yards of 39 inch material; with long sleeves 4 7-8 yards. Price 15c.

Kansas Farmers Union
Box 51
Salina, Kansas

Improvement in Machinery

Western Tractor Show Will Be Held In Wichita February 22-25

WICHITA, Kans.—The last three years have seen more refinements and developments in farm equipment than any other three years in history, according to Fred G. Wieland, secretary-treasurer of the Western Tractor and Power Farm Equipment Show, which which will have its thirty-fifth annual display February 22 to 25 at Wichita. He predicted that the exhibits this year would eclipse those of any of the last three momentous years in the new improvements to be displayed.

When we celebrated the centenary of the invention of the steel plow," said Wieland, "we looked back one hundred years and thought that year was a milestone in progress. And so it was. But the improvements of 100 years ago were slow as compared to now. It took fifty years after the invention of the steel plow before anyone thought of putting a plow on wheels. But now we are in full stride and instead of making only one improvement in several years, we are making many improvements every year."

Wieland called attention to the fact that today tractors are being used on approximately 1,500,000 farms of the country to show how rapidly changes are taking place.

"When the horses replaced the ox team as farm power, it took more than a century to complete the revolution and replace ox teams on a majority of the farms. Today, after only a quarter of century, the tractor has replaced more horses than the horse replaced oxen in twice the length of time As the horse brought more speed to the farm and did a better job, so is the tractor bringing more speed to the farm and doing a better job. Not only is the tractor replacing the horse, but the tractor itself is so much improved over what it was a dozen years ago that it is not the same machine.

"Any farmer who has missed coming to the farm machinery show for the last three years has a great surprise in store for him when he comes this February. Never in the history of agriculture have such dramatic changes taken place in power farm equipment machinery of every kind. City folk, who left the farm as boys, will be dumfounded to see what inventive minds have produced and will have on display at the Show in Wichita the last week in February."

Waterville, Kans.
February 2, 1938

The Center Hill Farmers Union met at the schoolhouse, Tuesday evening, Feb. 1. The following program was given:

Cornet Solo ..... Everett Everson
Recitation ..... Dewayne Lundberg
Vocal Solo ..... Arlene Anderson
Recitation ..... Donald Toburen
Recitation ..... Rita Lou Toburen

The business meeting was called to order by President O. A. Swanson; minutes of previous meeting were read by Secretary E. G. Kaump; and votes and discussion were held on the amendments to the constitution.

Delegates were appointed for the next county quarterly meeting to be held at Walsburg, March 5. The following were appointed: Bill Wahlbrink, Elmer Johnson, and Emil Swanson.

The meeting was then adjourned until our next meeting time, March 1. Lunch was served by the ladies.

Miss Verneal Anderson
Reporter.

Resolution of Sympathy by the members of the Voda Local No. 742.

Whereas, God in his infinite wisdom has seen fit to remove from our midst our faithful and charter member of the Voda Local No. 742, A. G. Schwanbeck,

Be it Resolved that we extend our deepest sympathy to the bereaved family.

Committee.

LOCAL NO. 782 MEETS

On January 21, Local No. 782 met for its regular meeting. No meetings were held during the months of November and December.

The house was called to order by the president at 8:15. Following the routine business came the consideration of the amendments.

Two reports were given, one by Mr. Tommer on the quarterly meeting held at Beattie; the other by Mrs. Tommer on the State convention. Both reports were interesting and educational.

We enjoyed a short program by the young folks, after which we were treated to oranges and apples.

Next meeting will be Feb. 18. Don't forget the date. Refreshments will be served by the ladies.

Reporter.

McPherson, Kans.

Last year I used 2136 gallons of tax exempt gasoline and I only have one tractor and for six months I have had no horses at all. Lots of farmers have two or more tractors.

There is another thing I am interested in, and that is a co-op mill and grain handling. Why can't our co-ops here export wheat to the co-ops overseas? I would like to see a shipload of wheat go from Kansas City down the river and then across the water.

H. F. Wampler.

What They Say

(Continued from page two)

tax are used for highway purposes, and

Whereas, Such repeal would work an unjust and undue hardship on the farmers of McPherson County, and would increase the cost of farm operations by many thousand dollars, and

Whereas, A Committee representing the Farmers Union Co-operative Association of McPherson County has asked for the support of the Chamber of Commerce of McPherson, Kansas, in opposing this attempt to tax gasoline used for agricultural purposes, so therefor

Be it Resolved: That there be no repeal of the tax exemption on gasoline used for agricultural purposes, under the present motor fuel tax law.

Submitted to the membership on January 22, 1938.

Passed by the Board of Directors on January 228, 1938.

Respectfully submitted,
Ralph F. Johnson,
Secretary.

Kincaid, Kans.
Feb. 6, 1938.

At our regular meeting at Bellevview Local, No. 2042, we passed the following:

Resolved, we are against any repeal of the gas tax exemption law.

This was passed by 100% by seven paid-up members in attendance at our meeting.

R. K. Chandler,
President.

Tipton, Kans.

I farm 400 acres of land and bought 795 gallons of tax exempt gasoline in 1937.

I would like to see the Farmers Union change the Kansas Vehicle law enacted last year whereby all farm trailors must have a license and when over 3,000 gross weight must have brakes. Three thousand pounds gross weight is only 35 bushels of wheat. Brakes are impossible to put on most trailers.

Leo H. Streit.

Ellis, Kans.

We are writing concerning the gas tax. We used 905 gallons of gasoline in the tractor and are in favor of the flat .01 tax on all gas or have it as it is now..

Ignatz Lang, Jr.,
Local No. 606.

EASY TO UNDERSTAND

Cawker City, Kans.

I think it should be easy to understand why we use a third more gas now than three years ago. I am an average farmer, and at that time I had 15 horses; now have four and will sell two. Then I was using 1,000 gallons of gas; now 3,000,

My good banker says so many are afraid someone might use some tax exempt gas in his car, which isn't practical and most people are still honest.

It would be a crime to take the tax exemption off, let alone putting more on..

H. F. Ritz.

FROM 1,800 VOTERS

Agenda, Kans.

We, the members of the Agenda Co-operative Pusiness Association in its annual metting held at Agenda, Feb. 12, are opposed to any change in the distribution of the Sales Tax Money of Kansas and are opposed to the passing of any law which will change its distribution.

This organization has 780 members representing approximately 1,800 voters in Republic, Cloud and Washington counties.

J. J. Anderson, president
A. M. Thompson, secretary

Hays, Kans.

Total size of my farm is 750 acres and I also do custom work with tractor and combine. Total number of gallons of tax exempt gasoline for tractor, combine and household use for 1937 is 1,790 gallons.

Number of gallons used in car and truck in 1937 on which I paid the tax, 1,460 gallons.

Frank B. Pfeifer.

Resolution

Tipton, Kans

We, the members of the Carr Creek Local No. 302, have been informed that there is a law making it necessary to buy license, costing $5.00 plus 50c registration fee, for certificate of title for farm trailers not used for commercial purpose.

We feel that this is an injustice to the farmer and ask that it shall be repealed.

C. J. Seidel
Fred Boehner
J. P. Streit
Committee.

Petition

We, the undersigned citizens of Tipton, Kansas and community, respectfully protest against the present Trailer License fees as being exhorbitent in the extreme.

We also protest against the Law requiring 4 (four) wheel brakes on trailers as being impossible to carry out. Trailers being a present day necessity to a farmer's business, we respectfully request that some change be made so we can operate our trailers at a reasonable fee without being guilty of violating Motor Vehicle Laws. Signed by 98 persons.

Bala, Kans.

We work close to 200 acres and used 300 gallons of tax exempt gasoline in 1937.

Everybody around here has a tractor, taking from 18 to 25 gallons per day. If we had to pay tax on all the gas used in tractors, we simply couldn't stand it.

I believe in paying the tax on gas used on the roads, which everyone should do.

L. E. Jones.

OF INTEREST TO WOMEN

Add Touch of Spring

Washing Clothes in Soap and Water Will Keep Accessories Like New

It's easy to spruce up your winter ensemble with a touch of spring—snowy white neckwear, colorful scarves, and smart gloves. And easier still to keep spruced up by an intelligent and frequent use of soap and water.

An inch of detachable banding or a snowy vestee will tone up your dark dresses, your accessories and your spirits too. Be wise and stock up with at least three sets of white neckwear. Because it is important to keep these accessories white and dainty they will need to be washed after the second wearing, sometimes even after the first. With one set ready to be dipped in suds, the second can be basted right onto the dress, leaving the third for emergency use or second choice. This system will save you embarrassment at some critical time when it's important to look your best.

Speed Recommended

Speed in washing neckwear is recommended. Laces, rayons, satins, silks, should not spend more time in the water than is absolutely necessary for the dirt to be expelled. Soaking is therefore taboo, and to make up for it you use an abundance of heavy soapsuds. They will extract more dirt in less time than any amount of soaking. Linen or cotton neckwear likes to be treated with hot sudsy water, and for white things, a bit of bluing in the last rinse.

Squeezing large handfuls of lukewarm suds gently through your woolen gloves and scarves, rinsing them in tepid water with a teaspoon of glycerine in the last rinse to bring back the wool's soft fuzziness will make you fall in love with your woolen accessories all over again. Gloves so that they can be pulled to their proper shape before drying. Or, you may want to use a wire glove frame instead.

Don't be afraid to massage your suede or kid fabric gloves right on your hand with plentiful, thick suds. Because the seams of chamois and doeskin are apt to weaken and split when wet, it is best to wash them off the hands. Be gentle when turning them inside out to wash the inner surface. The first rinse should be slightly soapy, and the three succeeding rinses of clear, lukewarm water. Before they art completely dry work them a little with your fingers to limber them up.

A few dainty well-kept accessories will put new life into your winter outfit and start you on the road to chic for spring.

FALL AND WINTER FASHION BOOK

Each of these patterns is 15c. The new 32 page Fall and Winter Pattern Book which shows photographs of the dresses being worn is now out. (One pattern and the Fall and Winter Pattern Book—25c.) You can order the book separately for 15c. Address Kansas Farmers Union, Box 51, Salina, Kansas.

SOUR MILK CAKE

I cup sugar, 1 egg, 1 large lump butter, 1 large lump lard. Mix well together, then add 1½ teaspoons baking powder, 1 teaspoon baking soda dissolved in ½ cup of sour milk, 1 full cup sour milk, 1 teaspoon cloves, 1-2 cup floured, seedless raisins, 2 cups sifted floud. 1 teaspoon cinnamon, 1 teaspoon nutmeg.

Mix all together and bake in a medium oven about twenty-five minutes.

SALMON CUTLETS

1 cup salmon
1½ cups mashed seasoned potatoes
1 teaspoon minced parsley
1 teaspoon minced celery
1-3 teaspoon salt
¼ teaspoon paprika
1 egg or 2 yolks
¼ cup flour
5 teaspoons fat

Mix the salmon with potatoes, seasonings and egg. Shape into cutlets and sprinkle with the flour. Brown well in the fat heated in a frying pan. Arrange on a platter and surround with peacs. Garnish with parsley.

MARSHMALLOW DATE ROLL WITH LEMON SAUCE

(Serves Twelve)

1 pound dates (pitted and cut in small pieces).
1 pack-ette or ¼ pound Campfire marshmallows (cut in small pieces).
1 cup walnut meats (cut fine).
18 graham crackers (rolled very fine).
¾ cup top milk
1 teaspoon vanilla

Mix all ingredients in order given. Then form into rolls about two inches in diameter, wrap in waxed paper and let stand in the refrigerator over night.

LIMA BEANS DE LUXE

2 cups cooked or canned green lima beans
½ cup pimientos, minced
1 cup grated cheese
2 tablespoons catsup
1¾ cups white sauce
2 tablespoons butter, melted
½ cup bread crumbs
½ teaspoon salt

Mix lima beans, pimientos, salt cheese, catsup and white sauce together. Pour into greased baking dish. Mix crumbs and butter and spread on top. Bake in a moderate oven about 30 minutes. This serves six.

BARBECUED PORK CHOPS

Six medium pork chops (cut thicker than usual), 1 beaten egg, bread or cracker crumbs.

Dip pork chops in beaten egg and roll in crumbs. Brown in some kind of fat. Cover with the following: One No. 2 can tomatoes; ½ cup vinegar, 1 teaspoon cloves, salt and pepper to taste.

Boil 3 minutes in pan and pour over the meat. Simmer 1 hour. Ham can be used instead of pork chops if cut about 1-2 inch thick and cooked 15 or 20 minutes longer.

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

FIELD NOTES

Monday, Jan. 31, I made tracks to Ellsworth for a special Junior meeting sponsored by the Ellsworth County Farmers Union. Miss Marjorie Hooper, the newly appointed county Junior Leader, was in charge of the meeting. Marjorie is a Junior who is very interested in the Junior work and who has lots of pep; she is going to be a fine leader.

After discussing the why and wherefore of us being interested in the Farmtrs Union, the Juniors drew their chairs in a circle at the front of the room and organized a Junior class. Officers were elected and entertainment and refreshment committees selected for the next meeting, which will be held on Valentine's Day.

The Juniors plan to meet once during the month by themselves and once with the Local.

While we were busy getting organized Mr. Hooper, Marjorie's father, left without our knowledge of it and the first thing we knew he came in with a big sack of candy. Needless to say, that was welcome.

Friday, Feb. 4—You'll know what was headline news this day before I tell you—the Annual Meeting of the Farmers Union Jobbing Association. This was the first time I had ever attended one of these meetings, and I'm ready to go again, it was all so very interesting.

The afternoon brought forth speakers and reports on what the Jobbing Association has been doing during the year. To learn about the speakers I'm going to refer you to the first page of the Kansas Union Farmer. Just to remind ourselves that the Jobbing Association isn't something small and insignificant, Mr. Witham told us in his report that on July 6, 1937, the Jobbing Association handled more cars of wheat than any other firm had ever received in one day—the total was 517 cars.

Tht climax of the day was the banquet at the Baltimore Hotel with delicious food, peppy music, and top-notch speakers. Mr. Glenn Talbott, president of the North Dakota F. U., and our own Mr. Vesecky, who is now National President of the F. U., but on whom we still hold a generous claim.

Juniors, here's a tip, watch for notes about these speeches and have reports on them at your Junior classes.

Esther Ekblad.

PLAY LIGHTS OUT!

Give each guest a paper and pencil, turn out all lights so that room is in total darkness. Request everyone to draw a horse, stating that the lights will be turned on when this has been finished. Just before doing so, however, tell everyone to draw a man on the horse. Of course, by this time no one knows just where he has drawn the horse on the paper. The fun of the game can be continued by telling them to put a feed bag on the horse, a hat on the man, etc. Guests should be asked to sign their drawings—and prizes awarded by a committee, for the best and the most amusing.

The Leader

Seat individuals in a circle. Start from a certain point to number the seats. Number 1 starts the game off calling any number he wishes. The person whose number is called must instantly call out some other number. If there is any lapse of time or hesitation he must take the last seat and that number. The rest move up one place and take the next higher number or the number of the chair. The object is to try to get the leader. (No. 1) out of the chair to go to the last seat.

In this game many get mixed up by remembering their old numbers instead of the one they moved into, and sometimes when their number is called they repeat their own number instead of quickly calling out some other number.

CREAMY RICE PUDDING

One quart milk, ¼ cup rice, ½ cup sugar, ¼ teaspoon salt, 1-8 teaspoon nutmeg.

Scald the milk and pour it over the washed rice in a baking dish. Add the seasonings and bake very slowly (250 degrees F.) for 3 to 4 hours until it has become thick in consistency. It must be stirred occasionally, especially during the first half of the baking. Serve with rich milk or cream. Serves six persons.

ORANGE-APPLE PIE

Five or six large tart apples
One cup brown sugar
Grated rind one orange
One-fourth cup orange juice
Two tablespoons butter
Pastry.

Wash, pare, core and slice apples. Arrange slices in pastry-lined 9-inch pie pan. Add sugar, orange rind and orange juice. Dot with butter. Moisten edge of pastry with water and cover with the top crust, pricked with a design. Trim and press edges together. Bake in hot oven (425 degrees) 10 minutes, then reduce heat to moderate (250 degrees) and bake 25 minutes or until apples are tender.

PLAIN PASTRY

1½ cups flour
¼ cup cold water
½ cup shortening
½ teaspoon salt

Sift flour, measure, and sift with salt. Cut in shortening with 2 spatulas until mixture is coarse and granular. Work water in lightly with a spatula until little balls of dough hang together in 1 large ball. Turn half of pastry on to lightly floured board. Roll in sheet 1-8 inch thick. Shape pastry to fit pie pan. Roll remainder for top crust, pastry strips, tarts, or for a second lower crust.

STUFFED APPLE SALAD

Pare and core firm apples. Simmer gently in water in which red hots have been added. This serves to sweeten and color the apples. Cool and place on lettuce leaf. Fill the centers of the apples with cottage cheese, nuts and raisins. Top with mayonnaise and serve.

It is not too late to improve your program by using the Farmers Union Monthly Program Service. Order from the Kansas Farmers Union; the cost is 60c a year.

HAPPY THE FARMER

Who has a stall for his mules,
Who has a house for his tools,
Who has a shed for his cows,
Who has a shelter for his sows?

Who has his hens where they can roost,
To sleep in peace from varmints loosed,
Where they can lay in strawy nests,
Untroubled by those insect pests?

Who has a dog with kennel warm,
That watches things about the farm,
Who keeps his dog so clear of fleas,
That he lives a life of doggish ease?

Who has some cats down at the barn,
That nab the rodents that eat corn,
Cats that purr when he strokes their fur—
Tho' felines "yowl" in nightly stir?

Happy's the man who's fixed this way,
Who is able to act and able to say,
"I'm running my farm in humanity's way.
For I'm sure 'tis right, and sure 'twill pay."

THANKFUL

"Life did not bring me silken gowns,
Nor jewels for my hair,
Nor sight of gabled, foreign towns
In distant countries fair,
But I can glimpse beyond my pane
a green and friendly hill,
And red geraniums aflame upon my window-sill."

Martha Haskell Clark.

If it isn't KFU gasoline, it isn't a Farmers Union product. Do business the Farmers Union way!

Ship to Farmers Union and you'll come out ahead.

MESSAGE TO THE LOCAL

By H. K. Stoltz

Many years ago, a great man, feeling, what he thought was great inadequacy to meet a situation, pondered long over the words he must speak to a war wrought nation. He felt that he could not write or speak words which would convey to the people, gathered at the dedication of a cemetery, the message he so wished to speak. He wrote and rewrote a message. He u ed simple terms, he wrote from the sincere and sympathetic feelings of his heart. He was not satisfied with his handiwork. He was discouraged because he seemed to have failed to find the words which would speak of that sympathy. His head drooped and his heart ached.

When the time came for this great man to speak, the President of the United States, a murmur of mirth ran over the crowd, because of his size, his slouching manner and his voice. But feeling only sympathy and understanding for the crowd, the great man spoke his message to his people, and the crowd was silent.

The silence of the crowd held, and feeling that he had failed his people, the President went back to the White House and his work.

That message, delivered so long ago, still lives. One of the greatest works of history it is still a great message to a groping world . . . it lives for us yet.

The same may be true of your work today. You, the people of the United States, may be dissatisfied with your efforts, with your words, with your messages, but if you are doing your work well, if you are building for a better tomorrow, your work will live.

It is for us—the living—to carry on the work so nobly started many years ago. It is for us, the living, to do our part, today and every day, so that this nation will not vanish from the earth. Your part to learn of, and resist, the great dangers of a War frothing mixture. Your part to build toward the peace so necessary for life itself. Your part to learn, to read, to act. to do everything in your power to carry on the work started so long ago. Stable people working for Peace can still bring economic stability. Do your part.

"We want no kings but kings of toil—
No crowds but crowns of deeds;
Not royal birth but sterling worth
Must mark the man who leads."
—Ella Wheeler Wilcox

TURNIP KRAUT

Select young, tender, sweet, juicy medium-sized turnips. The selection is very important, if satisfactory fermentation and flavor results. Shred or grind the fleshy part of the turnip and weigh. Allow 4 ounces of salt to each 10 pounds of turnips. Mix thoroughly before packing.

Pack in stone jars, press down thoroughly and sprinkle a small amount of salt over the top to aid in keeping the product. Fit a wooden or stone cover down inside the jar, weigh it down with a stone and allow the turnips to ferment. If good quality turnips are used enough juice will form within twenty-four hours to cover the top. Keep the turnips well under the brine to prevent discoloration and drying. Fifteen to twenty days will be needed for complete fermentation if it is carried out at room temperature.

After fermentation has stopped, store the jar in a cool place or pack the kraut in glass jars and store in a cool place. A cool storage place is essential for successful keeping.

Instead of using a weight, take a flour sack, place inside of the stone jar, and put the shredded turnips in the sack and twist the sack very tightly. This will not only do away with the weight, but will prevent any mould.



There's MUSIC *in the Air*

With only a flip of the finger you enjoy your chosen program with the new 1938 Fairbanks-Morse radio. Automatic tuning is only one of the PLUS features.

The receiver, operating inside a copperized turret and rubber-floated monitor base chassis, delivers the flawless reception of the laboratory "screen room." The tone been a trusted guide to Quality since 1830. Beauty and cone mounted ahead of the speaker and brings each sound to you in lifelike reality. The auditory chamber produces balanced timing of tone.

Fairbanks-Morse

The name of FAIRBANKS-MORSE is one which has been a trusted guide to Quality since 1889. Beauty and dependability are built into every Fairbanks-Morse radio and precision engineering is synonymous with the name.

Choose from a complete line of radios, electric or there are receivers to operate with battery power, wind-powered charger, or gasoline engine generator.

See your local Farmers Union manager.

Distributed by

Farmers Union Jobbing Association
Kansas City, Mo.

Livestock Co. Loses Volume

County Sale Rings Cut Business of Farmers Union Reports Geo. W. Hobbs

George W. Hobbs, general manager of the Farmers Union Live Stock Commission Company, made the following report to the stockholders at the annual meeting of his organization, February 3, in Kansas City, Mo.:

"At the stockholders' meeting one year ago I predicted another year of light receipts for 1937, not only at the Kansas City market but at all the surrounding markets as well. I believe the records made by the different cooperatives at the various markets substantiate my prediction. Last year's crop failure was widespread and coming after three or four years of partial crop failure not only had its effect on inbound receipts but curtailed buying activities as well.

"Following are figures showing the volume of live stock handled by the Kansas City office during the year 1937, also the consolidated balance sheet disclosing the financial condition of your firm, as at December 31, 1937. Naturally I am not proud of the past year's records but I believe I have only to refer you to live stock conditions as they exist in your own communities to explain why this record is not better.

"When I came to the Kansas City stock yards July 1, 1920, there were 78 live stock commission firms operating on the Kansas City market. Today there are but 40 left. Practically half of the firms have found it necessary to discontinue operating and I predict at this time that unless something is done by the farmers themselves to curtail direct marketing of live stock to the packers, as well as to assist in the limination of country sale rings, that the volume of receipts coming to the central markets will decrease each year.

Business of 3½ Million

"During 137 your agency at Kansas City handled a total of 115,214 head of live stock with a total valuation of $3,468,388.23. The rail receipts of the different species were as follows: 19,763 head of cattle and calves; 2,562 head of hogs; 8,170 head of sheep. Truck receipts: 24,963 head of cattle and calves; 23,069 head of hogs; 18,460 head of sheep. We purchased 7,984 head of cattle and calves, 44 head of hogs and 3,079 head of sheep. In addition we sold for yard traders 1,224 head of cattle and calves, 5,890 head of hogs and 6 head of sheep. These receipts reduced to cars number 2,400.

"Since 1929, the year which I was appointed your manager, this firm has handled a grand total of 2,205,589 head of live stock with a valuation of $49,351,674.13. The net profits for that period has been $138,529.09, the bulk of which has been returned to stockholder customers.

"Every effort has been made to curtail expenses this past year so that they would not be greater than our income, in fact, we may have sacrificed some business by so doing. The employees of your firm are working for rock-botton salaries and I am firmly convinced that it is only through loyalty that some of them have stayed for I am sure that they could have made more money elsewhere.

"Years ago practically all our contacts were made through the shipping association managers as the bulk of our business originated through those channels but solicitation today must be carried on in a much broader field. It is almost necessary to contact each individual shipper and for that reason we ask the cooperation of our stockholders and patrons to assist us in spreading the gospel of cooperative marketing of live stock.

Good Financial Condition

"The balance sheet shown below reflects the financial condition of your firm. By studying this report you will find our finances in excellent condition and the firm in a position to continue to operate until such time that the volume of live stock on the farm increases to the point where we can operate at a profit.

The branches at Wichita and Parsons are suffering from the same conditions which effect the Kansas City office but they are under able management and in my opinion both have made a fine showing the past year.

"I wish to again thank our many friends and customers for their patronage during 1937 and assure them that a high-type of service will be maintained during 1938."

Honors John Vesecky

Kansas Farmers Union Board Makes Special Resolution

The following resolution in honor of John Vesecky, now national president of the Farmers Union, was made by the state Farmers Union board at a recent meeting:

"We Kansas Farmers Union folks are more than proud of the recognition accorded our brother John Vesecky when he was elevated to the presidency of our National Farmers Union, without opposition, at the recent national convention.

"Brother Vesecky served us well as our state President and has done splendid work for us here in Kansas. He possesses that happy faculty of being able to harmonize apparently opposing factions without in any way sacrificing the fundamental principles of our organization.

"The State Executive Board wishes to join our membership and friends of the Kansas Farmers Union in an expression of our appreciation of his valuable services, council and co-operative leadership.

"We all hope his endeavors will be appreciated and his usefulness multiplied in his greater field of endeavor to the end that a stronger and more aggressive National organization will be builded and our co-operative enterprizes enlarged and strengthened, both state and national.

"We wish him success and God-speed."

With Little Cost Farmers Can Have Own Electricity

Will the Rural Electrification Administration be able to deliver all that it has promised to the farmer? This is the question that is vexing both farm authorities and farmers alike. But the whole question hinges on just what was promised to the farmer.

Some factions contend that when the REA bill was drawn up some four years ago, all the government intended to do was to electrify approximately 2,100,000 farm homes. The others contend that they have been led to believe from "high pressure" publicity that rural America was to be completely electrified.

Day by day increasing numbers of farm authorities tell us that in reality the REA has oversold itself. New things like the REA are generally overstressed. Publicity plays upon the imagination rather than the intellect and as a result, we all create dreams from which we must be brought back to reality. Such has been the case with the REA. Farmers were given the impression that they were going to have electricity by literally snapping their fingers.

Heavy Cost of REA

However, when we stop to analyze two important facts we will see that it is not as easy as all this. First, it costs at least $1,000 to build a mile of highline. Thus, in order to make the line a commercial success there must be sufficient customers for that mile of highlint. That leads us to the second fact. The Rural Electrification Administration declares that there must be at least three farm customers to the mile. Up to the present time the determining factor in the construction of highlines has been the fact that there were enough farm homes, that there would be three to the mile of line. In other words the location of the farms determines the building of the line. The highline cannot accommodate itself to the location of the farm homes.

Thus these two facts that were forgotten or overlooked have really shaped both the progress of rural electrification and its destiny. For under these two stipulations thousands of farms in the heart of the agricultural middle west will be almost automatically excluded.

In this vast crop producing area it would be often necessary to build a mile or even two miles of line to reach a single farm home. In instances it would take four miles of line to serve two farm homes. Thus the REA in its present form can serve only a small minority of the nation's farms.

Let us look into the REA and see just what has been accomplished. From figures calculated by the government census and other industrial statistics we find that prior to the starting of the Rural Electrification, 11% of the nation's farms were served with electricity. During the past three years the REA, by spending approximately $250,000,000 has increased this figure to a mere 18%.

A Slow Process

If the past three years may be taken as a basis, all that we can expect is that it will electrify 24% of the nations' farms or approximately 1,541,280. This number is considerably under the government's plan to electrify 2,063,000 rural homes by 1945

What is to happen to the other 4,880,720 farm homes? Are they to be left "out in the cold" as far as rural electrification is concerned? Many of the farmers who are not in the position to take advantage of the REA have been sold the benefits of electricity without being supplied electricity itself. These farmers need not wait 5, 10, or even 20 years for electricity. How can they get it —now?

Spurred by the failure of the REA to produce rural electrification that was expected of them, wind-electric manufacturers have placed on the market a large variety of wind chargers that will fit the elasticity of the farmer's pocket book and his power requirements. At the present time more than a half million wind-electric plants are providing economical electricity at a power cost of approximately a cent a week.

Use Wind Charger

These wind-electric plants may be roughly divided into three classes by the voltage they supply the storage battery, nominally stated as 6, 32, and 110 volts. The smallest generators have a capacity of approximately 17 amperes or 120 watts. The 32-volt units vary from 650 watts to 5000 watts, and the 110-volt plants are usually of the larger sizes, 1,000 watts or more.

Each of these machines is designed to meet different power requirements. The 6-volt units are generally used to provide electricity for lights, a radio, and a few small appliances. The 32-volt and 110-volt units are used for complete farm electrification. For the average farm load the 650-watt 32-volt unit has proven to be the most popular. One of the large midwestern wind-electric manufacturers has recently reported that they have sold more than 10,000 of these machines in the past year and a half.

A wind charger of this type generally produces approximately 100 kilowatt hours of electricity a month, which is sufficient to operate all of the following home appliances: iron, washing machine, fan, toaster, vacuum cleaner, sewing machine, waffle iron, cream separator, besides operating water pump and other power appliances.

Cost $1.00 per Year

Let us take one farmer who lives a short distance out of Jefferson, South Dakota, Joseph A. Trudeau, a short time ago installed one of these machines. Last year he reported that his total expense for operating a unit of this type was approximately $1.00. It was the cost of an oil change and a new coat of paint on his propeller. His wind-electric machine gives him a modern farm home and according to him, he would gladly pay 5 times the price for his wind-electric machine. He has all the power that he wants. He is the complete boss of it and he says it is much cheaper.

Rural America is still very much rural. Whether it be the highline or the wind, rural electrification is available to those who want it. But rural electrification can not be had by merely arguing whether or not the REA has completed its job. The farmer who wants and needs electricity can get it very economically.

ASK FOR SUBSCRIBERS

National Union Farmer Has John Vesecky as Editor

Arrangements have been made to publish the National Union Farmer with National President John Vesecky as editor. The circulation is largely in states without their own Farmers Union publication, but Kansas subscriptions are more than welcomed too.

The paper will have four pages, eight columns, with one page devoted to the Junior work, edited by Mrs. Gladys Edwards. The subscription price is 25 cents a year to Farmers Union members when sent in by their local secretary, a price slightly less than actual cost. The price to non-members is 50 cents a year.

SALINA, Kans.—Headquarters local of the Farmers Union had its regular meeting, Feb. 5, at the home of R. L. Flory, manager of the Farmers Union Oil Association. Bridge and Chinese checkers provided entertainment during the evening, following the supper together.

Mgr. Witham Has Splendid 1937 Report

(Continued from page one)

in that one day which was but the beginning of a record-breaking week during which we handled 1,231 cars of grain, and a record-breaking month during which we handled 3,097 cars of grain at Kansas City and over 600 cars of grain at Salina.

"As I have said in past years, I also say again this year—we have a sales organization that is second to none. So long as I have the privilege and honor of being your manager, The Farmers Union Jobbing Association will be kept to a high standard of service and will be manned by people who know their business and who are willing to tend to their business.

"Our entire office force is to be highly commended for their loyal service as many of them worked until one or two or even three o'clock in the morning in order to take care of the enormous amount of business we handled during the rush season.

5,313 Cars of Grain

"The following figures will give you the volume of grain in carlots during the last five years. The 5,313 cars for the year, 1937, includes 506 cars we handled for the Equity Union Grain Company but does not include some 500 cars which remain in storage.

Year	Cars
1933	2,587
1934	2,440
1935	2,067
1936	4,440
1937	5,313

"The volume of merchandise business handled during 1937 has been somewhat of a disappointment as we have not made the progress we expected to make. However, in the last three months we have been adding new lines to our merchandise and we believe that this will prove profitable.

Local Feed Plants

"In the matter of mixed feeds, we find that nearly every county in the State of Kansas has a feed mixing plant to take care of the local business. Some counties have two or three of these plants. If the local associations can furnish their members a high grade of feed at a lower price than that which it would be necessary to charge on feed we shipped to the local associations, and can make a profit on their feed mixing operations, then they are performing a service for their members and we are not at all opposed to this, but we do expect to furnish you with the major part of commercial feeds which you are not mixing.

"Because of the rapid increase of feed mixing plants, and the fact that much feed was grown in our territory this year, the volume of our feed business in 1937 was materially reduced from that which we handled in the drouth year of 1936.

"During the year we found that the operation of our truck terminal, which we established when we first opened our warehouse here in Kansas City, was not proving profitable and for that reason we discontinued it. Loss due to the opration of the truck terminal amounted to $1,075 before we discontinued it this year.

Need Sell Merchandise

"In January, 1936, and, in fact throughout the entire year the decrease in live stock shipments by truck lessened the number of trucks getting service from our wash rack, so our wash rack did not prove to be a profitable operation. This fact also was the cause of a considerable decrease in the volume of business done at our warehouse filling station.

"It is necessary for our field men to cover the territory frequently in order to maintain our representation in the country, and were they to bring in orders for three or four times the amount of merchandise business handled in 1937, we could take care of the business at no increase in operating costs.

"We have, however, had a fairly good volume of merchandise business, as is shown by the following figures, and we believe that in the coming year this department will make its way and show a nice profit at the close of 1938:

"Commercial mixed feeds, mill feeds, linseed meal, cottonseed and soy bean meal, packing house products, accommodation feeds, feeding limestone and alfalfa meal—342 cars;
"Oyster shell—12 cars;
"Flour—8 cars;
"Steel-Wire products—17 cars;
"Corrugated Sheets—31-2 cars;

JOIN NOW

If you are one of those who have neglected to pay your dues for 1938 do so the next time you see the treasurer of your Farmers Union Local. If necessary, make the opportunity.

Help him this much, and show in this way your loyalty to a true national farm organization, the Farmers Union. You need the organization, and the Farmers Union needs you.

"Feeding molasses—3 cars;
"Coal—578 cars;
"Twine—1,076,500 pounds or 27 cars;
"Gasoline—931,024 gallons;
"Distillate—127,731 gallons;
"Kerosen—120,716 gallons;
"Lubricating oils—45,418 gallons;
"Grease—41,059 pounds;
"Paint—1,900 gallons.

"Besides the above commodities handled, we sold various quantities of cod liver oil, stock tanks, carbide, rope, zerone, prestone, corn meal, peat litter, linseed oil, turpentine; Filling station equipment, cream separators, electrical household appliances and electrical supplies; and water systems.

How It Was Financed

"When we re-entered the grain business, we had surplus and undivided profits amounting to a little over $100,000. Our financial statement at that time carried the Farmers National Grain Corporation stock in the amount of $56,000 as an asset, but when it was decided that we would not participate in the refinancing plan of Farmers National—which would have necessitated our signing a note in the amount of $200,000, we were obligd to charge off this $56,000 in Farmers National stock, and this brought our surplus and undivided profits down to about $50,000.

At the beginning of 1937, Farmers National Grain Corporation was financing some 60 Kansas and Nebraska Elevators under a finance contract plan. These elevators all transferred over to The Farmers Union Jobbing Association with the exception of one. This made it necessary for us to do considerably more financing so we asked for and received a commitment of $100,000 from the Bank for Co-operatives at Wichita.

"This amount, of course, only proved to be a drop in the bucket, for when the grain started to move in July, we found we needed considerably more money to take care of our operations. To make a long story short, we finished up with a commitment from the Farm Credit Administration Bank for Co-operatives at Wichita in the amount of $800,000. I believe our peak borrowing from the Co-operative Bank proved to be about $750,000.

Commends Wichita Bank

"Right here I want to say that you should greatly appreciate the manner in which the Bank for Co-operatives at Wichita and its officers handled our financial needs during the year. And please don't forget that it is our organization and other farm organizations that are responsible for this friendly bank which was established by the government to foster and aid co-operatives in their financial problems.

"We are extremely fortunate here in Kansas in having men at the head of the Co-operative Bank who have spent their lives in farm organization work and who know the needs of co-operatives and are able to decide intelligently upon the commitments made in this district. This is one of the greatest services ever performed for co-operative institutions and we should give credit to the people and organizations responsible for it.

"As I have said in this report, some 60 elevators located in Kansas and Nebraska transferred to our Financed Elevator Department which finances the grain operations of these various stations. To my mind this is the best plan that was ever devised for co-operative elevators—it is the only plan I know of that keeps the grain buying at country points entirely out of speculation.

Finance Plan Is Safe

"Under this plan the elevator is protected on its grain buying operations whether it buys 50 bushels or 5,000 bushels. The Farmers Union Jobbing Association does not speculate on this grain either, for the total amounts of grain bought at these various stations are all added together and sold as soon as bought.

"The Financed Elevator Department has proved beneficial to both the country elevator and to the Jobbing Association. In a seven-month period, this department has bought, through its financed elevators, 3,527,264 bushels of wheat. The financed elevators show a total profit of $134,316.72, and the average profit per bushed at these stations is $0.038. Only one elevator in the group has not shown a profit and that was because the manager, not being a grain man, did not know the proper discounts to take on low grade wheat.

"The Equity Union Grain Company has its office jointly with us, and has turned its entire volume to the joint office. The loyalty and support given by the Equity Union Grain Company is highly commendable, and we are very appreciative of their co-operation with us.

Handles Equity Business

"I am sure that the two organizations can make much better progress by working together, as we have in the past year, than we could by working separately. I am confident that we will have continued co-operation between the two organizations—combining our volume of grain business for the good of the producer.

"Great credit should be given to your board of directors for their service throughout this year and for the fact that they kept The Farmers Union Jobbing Association intact during the years when the marketing of grain was turned to Farmers National Grain Corporation so that the Jobbing Association was able to go back into the marketing of its own grain and make the grand success it has during 1937..

"The manner in which they have directed the organization has indeed been praiseworthy. I want to express to them my appreciation for their loyal support and for the very close harmony that has existed between them and the management throughout the entire year. Their advice and suggestions have been timely and wise in every instance.

"On December 31, 1937, The Farmers Union Jobbing Association had 317 Business Association stockholders owning $41,200 worth of stock; and individual stockholders—pioneer men who were responsible for the beginning and maintaining of the Association, numbering some 607 who own $11,120 worth of common stock.

Plans Expansion Program

"Our Association has made many changes since it was organized, and one of them was to foster and sponsor co-operative business associations rather than individual stockholders. While we have always paid 6 per cent interest on common stock, individuals at this time have little to gain by being stockholders of The Farmers Union Jobbing Association as they now get their savings through the various co-operative business associations to which they belong.

"Due to the loyal support of the membership of The Farmers Union Jobbing Association, our operations this year have resulted in a net saving of $96,782.85 for the year. Each of you should feel, whether you shipped one car of grain or 100 cars of grain; whether you bought one truckload or 10 truckloads of merchandise, that you have had a part in making this saving—that it is YOUR SAVING.

"As your manager, I would recommend that The Farmers Union Jobbing Association retain all of the past year's profit in the organization for at least another year. I would also recommend that we take steps to lease terminal facilities at Kansas City so that we will be able to handle our members' business more efficiently and in order that stockholders can store grain in their own terminal elevator.

"Another recommendation I make is that we increase our volume in petroleum products and in order to do that I believe we should take steps to build or buy our own compounding plant for lubricating oils.

"In conclusion, let me say that it has been an extreme pleasure to work with you and for you this past year. I assure you that so long as I continue in your service as your manager I shall give my entire time and my best ability to the successful operaeion of the Farmers Union Jobbing Association."

Classified Ads

COMBS LEGHORNS. World Record ROP Hen, 355 Eggs. 1937 Egg Contest average, 255 Eggs; 266 Points per Hen, Texas Matings headed by Pedigreed Males from 250-355 Egg Hens. Bred for Egg Production, Big-Type, High Livability. Early Order Discount, 1938 Chicks. Catalog. Combs & Son, Box 14, Sedgwick, Kansas. tfc

WANTED — To hear from owner of farm for sale for spring delivery.—Wm. Hawley, Baldwin, Wisconsin. 1-p.

RUBBER GOODS—Men and Women: Our sanitary rubber goods are mailed in plain sealed envelope, postpaid by us. We also have men's vacuum developers. Write for free, mail-order catalog, saving 50 per cent. P. O. Box 353, Dept T-9, Hamilton, Ontario. tfc.

BARON KOURCH new Health Books and Formulas will remove the cancers of all your diseases. Send 10c for booklet today. Box 1506, Decatur, Alabama.

COOMS ROP LEGHORNS. Real Big-Type Stock. World Record ROP Hen, 355 Eggs averaging 25 ounces per dozen. 1937 Official Average 255 Eggs, Texas Contest. Baby Chicks with all-round quality—Union Farmers will appreciate. Honestly represented. Conscientiously produced. Reasonable prices. Free Catalog. Coombs and Son, Box 14, Sergwick, 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
Credential Blanks, 10 for	5c
Demit Blanks, 15 for	10c
Local Sec. Receipt Book	25c
Farmers Union Watch Fod	50c
Farmers Union Button	25c
F. U. Song Leaflets, dozen	10c
Farmers Union Song Book	20c
Business Manual	5c
Delinquency Notices (100)	25c
Secretary's Minute Book	50c
Book of Poems, (Kinney)	25c
Above, lots of 10 or more	20c
Above, lots of 100, each	15c
Militant Voice of Agriculture (John Simpson) each	75c

Write to

Kansas Farmers Union

Box 51 Salina, Kansas

We Manufacture—
Farmers Union Standard Accounting Forms
Approved by Farmers Union Auditing Association
Grain Checks, Scale Tickets Stationery
Office Equipment Printing
The CONSOLIDATED printing & stationery co. SALINA : KANSAS

For Better Live Stock Sales
ship to
"Your Own Firm
The Farmers Union
Kansas City - Wichita - Parsons



Whether your home is big or little, elaborate or simple, it is bound to be admired by all who view it if it is freshly painted. Decide now on what painting you will do this spring and ask your local manager for

KFU PAINT

The high quality of the ingredients and the way in which they are skillfully blended makes KFU EXTRA QUALITY house paint a superior paint—one which is iron-clad insurance against the necessity of repainting later.

KFU STANDARD QUALITY house paint is a medium priced paint of superior quality. It dries with a tough durable gloss that gives years of weather protection to the surface on which it is applied. For a low cost strictly pure linseed oil barn paint use STANDARD QUALITY BARN PAINT and reduce it with a gallon or more of linseed oil to each gallon of paint. It will outwear the prepared barn paints offered.

Ask your local manager for KFU PAINTS for every exterior and interior purpose. You will find the price indeed reasonable for such excellent quality products.

Distributed by

Farmers Union Jobbing Association
Kansas City, Mo.

Price List of Vaccines and Serums

CATTLE

Abortion Vaccine—For lasting or long time protection. Money back guarantee, per dose	53c
Blackleg Bacterin, Life protection in 100 dose lots, per dose	7½c
Bovine Mixed Bacterin. For prevention and treatment of shipping fever, Hemorrhagic. 100 dose lots, per dose	7½c
Pinkeye Bacterin. For prevention and treatment. 100 dose lots, per dose	7½c
Mastitis Bacterin (gargot), 10 doses	1.00
Calf Scours Bacterin, 10 doses	1.00
Branding Fluid—1 lb. can, (for approximately 100 head), used with cold iron	1.00
Branding iron. 3 inch bronze letter	1.00
Special brands $3.00 each.	
De-Horning paste—preventing growth of horns on calves and goats. For 50 head	1.00
Wound Paint—Used after dehorning or casteration and on screw worms. Per gallon	3.00
Syringes, (Heavy Duty). Last a lifetime, 40 cc or 20 cc size	2.00
Two Needles, 2Ex, supplied with each syringe, free. Extra needles, 3 for	.50

HOGS

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

HORSES

Equine Influenza Bacterin—distemper, influenza, shipping fever. 10 doses	1.25
Equine Polyvalent Bacterin—for abscessed infections, fistulous withers, etc. 10 doses	$1.25
Colic Capsule for horses—indicated in colic and gastric indigestion. 3 in box	1.00
Purgative Capsules for horses. Rapid. Dependable. 3 in box	1.00
Dalling Gun, Brass, heavy nickled. For giving capsules to horses and cattle. Only	2.00

POULTRY

"Big Pay" mineral. For all livestock and poultry 100 pound bag. (5 bags $20.00)	$4.25
Poultry Antiseptic Tablets. 100 tablets makes 100 gallons drinking water, box	1.00
Respiratabs. Used in lung type poultry diseases. 100 tablets to box	1.50
Poultry Worm Tablets, adult size, per dose	1½c

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

Box 51 Phone 947

Kansas Farmers Union
SALINA, KANSAS