

KANSAS UNION FARMER

Organization

Education

Co-operation

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NUMBER 3

Speak At FUJA Banquet



Dr. W. E. Grimes, Head Department Economics, Kansas State College, H. E. Witham, General Manager Farmers Union Jobbing Association, and Tom Cheek, President Oklahoma Farmers Union and Chairman National Farmers Union Board.

Record Attendance at Stockholders' Meetings of Farmers Union Co-Op Business Activities — Many Members and Visitors Attend Two Day Meeting

The owners and patrons of the Farmers Union Jobbing Association, Farmers Union Livestock Commission Company, and Farmers Union Auditing Association, attended a splendid series of meetings in Kansas City on February 5-6. Reports from the three Farmers Union business activities were very encouraging and all predicted future business gains for 1942.

H. E. Witham, General Manager of the Farmers Union Jobbing Association, states that 1941 has been one of his organization's best years, and that the FUJA balance sheet clearly shows the importance of cooperative marketing and purchasing. Through members' cooperation and better crops, operations show a considerable increase in volume over 1940 for both grain and merchandise departments, resulting in an increase in NET SAVINGS of \$57,508.31.

The entire sum of NET SAVINGS of \$127,871.61 have been applied toward improvement of the financial structure as well as future operating revenue.

"A comparison of the present balance sheet with that of the corresponding period of last year shows that out of the past year's savings \$26,899.09 was applied on the building loan and that net depreciated additions to fixed equipment, totaled \$43,721.66, most of this being used for additional storage facilities at Topeka and the purchase of an elevator at Seagun, Kansas," Mr. Witham stated.

The current position of the Association has been improved by a net increase of current assets over current liabilities of \$43,140.96.

An important decision was made to again allocate five percent of the Association's profits, to be used as a fund for educational work in the Kansas Farmers Union. Six percent will be paid on common stock, 20 percent placed in Reserve, and the remainder put in a revolving fund to be used as membership credits.

The terms of Directors J. C. Gregory and C. B. Thowe expired this year. By unanimous ballot of the convention, both Gregory and Thowe were reelected. Gregory is president of the board of the Farmers Union Jobbing Association. Both men have served for two terms.

The General Manager's report is printed in full on page four. A feature of this year's report was the presentation by five FUJA department heads, of the report of their various departments. Art Riley, Manager of the Salina office of FUJA, Roy Crawford, head of FUJA Grain Department, George Bicknell, Manager Topeka Terminal for FUJA, Ted Belden, Manager FUJA Merchandise Department, and Tom Hall, director of Service and Information Department, FUJA, were heard on this part of the program.

Tom Cheek Featured Banquet Speaker

Tom Cheek, Chairman of the National Farmers Union Board and President of the Farmers Union of Oklahoma, addressed the banquet meeting on Friday night, February 6. He was preceded by Dr. W. E. Grimes, who spoke interestingly

of cooperatives, in the world of today.

Many guest speakers were heard during the programs. President E. K. Dean of the Kansas Farmers Union, Esther Ekblad, Kansas Farmers Union Junior Director, E. C. Broman, Manager of the Farmers Union Auditing Association, Warren Mather, Extension Specialist of Manhattan, Ralph Snyder, President Wichita Bank for Cooperatives, Cal Ward, Regional Director, FSA appeared on the program. Other prominent guests were John Vesecky, of FSA, Lincoln, Nebraska, Emil Gall, President Farmers Cooperative Commission Co., Hutchinson, C. E. Honer, Federal Crop Insurance, W. G. Bernhardt, general Manager Farmers Union Livestock Commission Co., J. C. Gregory, President of the Association, Homer Terpening of Wakeeney, D. O. Wanamaker, Blue Rapids, C. B. Thowe, Alma, Joe Erwin, Cicero and P. J. Nash, Ellsworth, Directors of FUJA Board, were introduced to the banquet guests.

Many Stations Represented

More than sixty stations were represented by delegates or visitors at the FUJA meeting and it was felt that this year's meeting was an outstandingly successful event.

Farmers Union Livestock and Auditing Meet

These two of our Farmers Union family of business activities, met on Thursday and Friday. The fine report of the 24th annual meeting of the Farmers Union Livestock Commission Company, of which W. G. Bernhardt is Manager, included this statement by Manager Bernhardt:

"The directors and employees of the Farmers Union Livestock Commission Company thank you for your patronage and pledge themselves to do a good job for you at all times. This is your firm — it can, and WILL, save you money. The only requirement is volume created by YOUR PATRONAGE."

The Farmers Union Auditing Association, of which E. C. Broman of Salina is manager, also reported an increase in business, and stated that next year's business prospects look very encouraging. Stockholders Own F. U. Businesses Farmers Union stockholders own these three fine business activities. Once each year these stockholders as owners, meet to listen to financial reports, plan future policies, make any changes wished in the articles of association, and by-laws, and elect directors. This year's splendid meetings were an inspiration to all of those in attendance — plans have already been started to make next year's meetings even more successful.

Plan to Attend District Meets

The Kansas Farmers Union in cooperation with the Farmers Union Managers and Directors Association is holding five District Meetings, February 23-27. In the past these meetings have been held principally for managers and directors, but this time we are including officers of local and county Farmers Union Unions. The schedule of the meetings, each of which will begin at 10 a. m. and close at 4 p. m. is as follows.

These meetings have been planned under the direction of the Farmers Union Managers and Directors Association, the Kansas Farmers Union, the Farmers Union Jobbing Association, the Farmers Union Livestock Company, and the Farmers Union Auditing Association. Don Wilcox, President of the Managers and Directors Association and David Train, Secretary will attend the meetings as representatives of the Directors' and Managers' Association.

National Fieldworkers to Attend

Chester A. Graham, Fieldworker for the National Farmers Union, will be guest discussion leader and speaker at the meetings. E. K. Dean, State President and Esther Ekblad, State Junior Director will lead discussions. Many other cooperative employees and leaders will be present.

The Program

Throughout the day problems relating to the cooperative in war time and the cooperative's relation to farm organizations will be discussed by all who attend. Of much interest to local and county officers, Junior Leaders, and potential leaders will be the special session for officers with Chester A. Graham, National Farmers Union Fieldworker in charge.

It is extremely important that you notify the other officers and leaders of your local or county union of the District Meeting nearest you. Your responsibilities as officers make it imperative that all of you attend. The District Meetings will be our opportunity to discuss many organization problems, and to plan membership and educational work for the months of 1942 that are ahead of us. Get in touch with the president of your local or county union immediately, and arrange for a carload to attend the District Meeting nearest you.

Downs, Kansas, February 23; Community Hall

Blue Rapids, Kansas, February 24; Call F. U. Elevator for Location

Iola, Kansas, February 25; Kelly Hotel.

Winfield, Kansas, February 26; F. U. Elevator.

Lindsborg, Kansas, February 27; Swedish American Insurance Hall.

Kansas Farmers Union Begins All Out Membership and Cooperative Drive

Officers' Training School, District Meetings and Box Socials
Open Campaign for New Members

By E. K. DEAN
President, Kansas Farmers Union

When the cooperation of the Farmers Union Jobbing Association, the Kansas Farmers Union is moving out on the most extensive membership and cooperative organization drives that the organization has undertaken for many years. Joint membership and cooperative organization work is being planned in twenty-five counties. It is planned that the cooperatives organized will be financed largely through the program made available through Farm Security Administration.

It is planned to make a farm to farm canvass for membership in the Farmers Union in each of the twenty-five counties. Farmers Union locals will be set up where needed, in most instances old locals will no doubt be revived. Out of the Farmers Union locals will come the plans for cooperatives in the communities.

An Interest in Cooperatives, Due to Efforts of FSA

There is already a great deal of interest in cooperatives in these counties, due to the efforts and work on the part of Farm Security Administration. For the past two years farmers who were borrowing money from Farm Security have been purchasing supplies through an Informal Cooperative Association they set up for the purpose of pooling their purchases. Through this effort these farmers have become acquainted with the possibilities of and the benefits to be received through the organization of cooperatives.

Officers' Training School, District meetings and Box Social Program Open Membership Drive

The district managers' and directors' meetings with officers and educational leaders of local and county unions invited in, the State Institute of officers and leaders of local and county unions and the box social program are the forerunners to this definite all-out membership and organization drive.

All of the efforts of the State Union personnel will be concentrated in these twenty-five counties for the next three months. Every local in the State of Kansas is asked to participate in a county-

wide membership drive in their county immediately following the Box Social program. Membership drive plans will be furnished each local and county Union between now and that time. There will be suggested plans and you can work out any special plan that you wish for your county, but by all means put on a membership drive in your local and make it part if possible of a county wide membership drive.

Agriculture's Problems Serious in War-time

The problems of agriculture in these times, and the future of agriculture in the post war period are serious enough that every member of the Farmers Union must accept the responsibility of doing his share in all-out state wide membership drive, as an all-out effort to build the Farmers Union big enough and strong enough so that it can be as effective as you would like to have it be in attacking the problems that lie ahead of agriculture in this country.

We Must Organize During Present Crisis

The kind of agriculture we have in this country after this war is over will depend entirely on our ability to organize during this crisis. Decisions are being made every day that definitely effect the future of agriculture, the effect these decisions have on agriculture is entirely up to the farmers themselves. Agriculture must become vocal in the halls of congress and at the places where decisions are being made if we expect these decisions to be made in the interest of equitable treatment for farmers.

Fun For Funds Is Box Social Aim

Expansion of State Organization and Educational Programs
Requires Every Member's Support—Box Socials
In Kansas On March 10

By E. K. Dean, President, Kansas Farmers Union

Last year we held a state wide box social for the purpose of raising an organization and educational fund. The funds from the box social were very much needed to pay for the expanded activity of the organization. This year March 10 has been set for the date of another box social program.

However, this year it is not only

a state-wide program, it is a national Farmers Union program. Five thousand locals have been asked by the National Farmers Union to hold box socials. Some of the states held their socials on February 14. We have not had returns on how the socials are running in other states, but we do know that many of them are going to have outstanding success in their states. We in Kansas should do every thing possible to keep our state in favorable position with any of the others. The box social idea was our own state idea, let's not let some of the others out do us with results this year.

Our box social program this year will play an important part in our state organization's activities the balance of the year. Our organization and educational programs are being largely expanded for the coming year. We will need the support of every member and every local if we are going to be able to finance the greatly expanded program.

Many locals have their plans well under way for a bigger and better box social this year than last year. Many locals who didn't hold one at all last year will have one this year. If your local hasn't done anything about plans for a box social in your local, ask your local officers about it, help them

with the plans, have a meeting and make plans right away for a lively evening in your local.

\$10 Prize for Every Local

This year in an effort to get every local in the state to participate in the box social program, (continued on page 3)

STATE-WIDE LOCAL MEETINGS CALLED

Every Local in Kansas Asked to Meet Friday Night, February 20

As the opening event in the intensive membership and cooperative organization drive which has been undertaken by the Kansas Farmers Union, E. K. Dean, State President, has notified the Secretary of every Kansas Local, to ask the President of his Local, to call a special meeting on Friday night, FEBRUARY 20.

At this important meeting, the following plans will be discussed:

1. District Managers' and Directors' Meetings.
 2. Farmers Union Officers' Training School.
 3. Farmers' Union Box Socials.
- President Dean urges that each member read carefully the information in this issue of the Kansas Union Farmer, which will explain the plans for events which open the Kansas Farmers Union STATE-WIDE MEMBERSHIP DRIVE.

Marquette Farmers' Union Elevator Announces A Successful Year

Operates On 100 Percent Cooperative Basis—Votes To Pay All Stockholders' Dues In Farmers Union

By C. E. Hanson

The Cooperative Farmers Union Elevator Company of Marquette, Kansas was incorporated February 17th, 1938 with an authorized capital stock of \$10,000,000. It started out with a paid up capital stock of only \$2,000,000 and only 60 stockholders.

Our mother cooperative did very well for a few years, during which it paid out in patronage dividends more than \$18,000.00. When the depression came it failed. The property was leased to others, the company became inactive but retained title to the property.

In 1937 a determined effort was made by a competitor to buy or gain control of the elevator. When it became evident to the farmers of this community that they would lose their elevator unless they took action soon, they decided to organize a new company, as it was not feasible to operate under the mother company.

Buy the Elevator

It was necessary to buy the elevator from the mother company. In other words, the farmers bought the elevator from themselves but under a new name.

Burn Mortgage

Payments of the mortgage were completed during the past year. The event was celebrated with a social in town, at which time a copy of the mortgage was burned in the presence of two hundred people. A varied program was rendered, the major part of which was a rousing address by state President Ernest Dean on cooperation, farmers' problems and work to be done by the Farmers Union. President Richard Peterson reported that the net gain for the year 1941 would be over \$4,000.00. A vote of thanks was extended to our manager, Harry Harmon and

the board of directors for operating the business so successfully. A free oyster supper was served, after which games and visiting were in order until time to close.

Additions

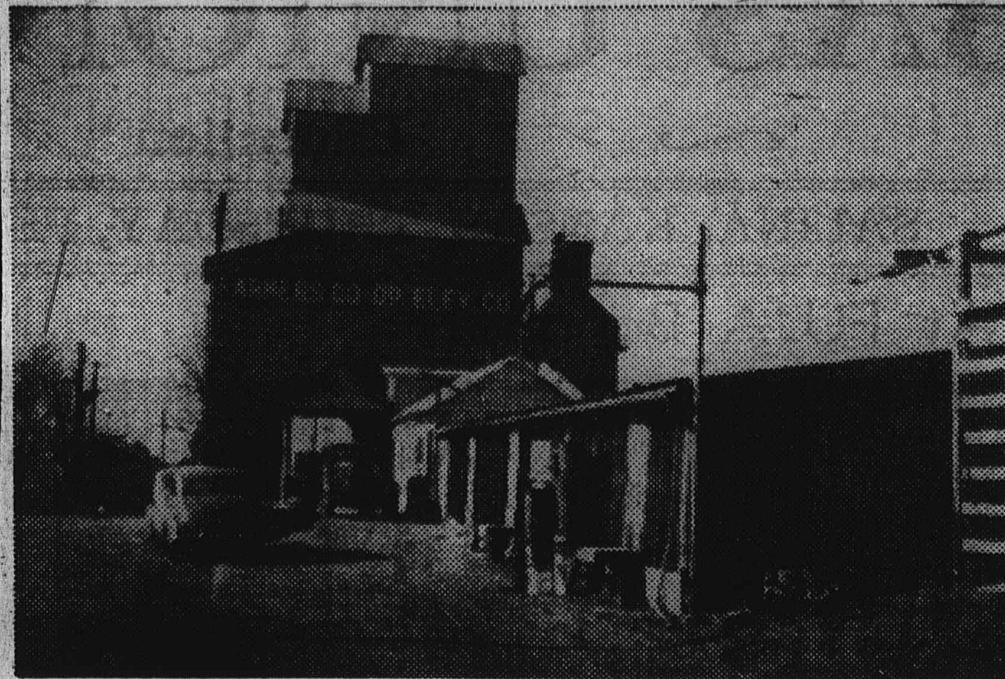
The capacity of the elevator has been increased to 1500 bushels. An electric hoist, grates, new head, speed buckets and a 25-horse power feed grinder have been installed in the elevator. We have also installed four gas pumps with tanks, an air compressor, a 11,300 gallon molasses tank with heating and pumping equipment and a new feed mixing plant where we manufacture feeds under our own brand.

We handle grains, feeds, molasses, all motor fuels, grease, oil, salt and coal. The elevator and all our equipment is now paid for.

Operating Plan

We operate on the 100 per cent cooperative basis. That is, we keep a record of the business done with non-stockholders, as well as with stockholders, and credit each patron with the profit on his business with us, until a \$25.00 share of stock is earned, at which time a share of stock is issued to him, and if he is a producer he automatically is a voting member of our company. This plan has brought us both trade and stockholders.

We try to profit by the experience of the mother company. At one time it had \$40,000.00 owing



MARQUETTE FARMERS UNION ELEVATOR COMPANY

it in bills receivable, which was more than the paid up capital stock. The business then had to be run entirely on borrowed money. Many accounts were never paid to the company. People who get something for nothing (without paying) are not cooperators and will soon ruin any cooperative.

Therefore, we operate on a strictly cash basis. Every patron pays for what he buys but does not pay for something some other person buys. We avoid speculation as we sell each car of wheat as soon as it is bought. We pay cash for everything we buy and expect to keep out of debt so that we may survive the next depression and hard times after this war.

Annual Meeting

At the annual meeting, January 21 each stockholder received a check in the sum of 8 per cent of his capital stock. Stock dividends have been paid each previous year at the same rate.

Each stockholder also received a card on which was tabulated his patronage dividends for each year to date. For the year 1941 each patron was credited on his patronage dividend card as follows:

1 1/2 cents per bushel on wheat
1 cent on the dollar on other grains and produce
2 cents on the dollar on merchandise, gas and oil.

A motion was carried to the effect that our company pay, out of the educational fund, the state and national dues to The Farmers Educational and Cooperative Union of America, for all the stockholders in our company.

Auditor's Report

The data below, showing the results of the operations for the year 1941 was obtained from the auditor's report:

Sales \$161,416.16
Cost of Sales 147,820.22

Gross profit sales 13,595.94
Other profit 2,097.18

Total gross profit 15,693.12
Deduct Expense 9,750.02

Operating Gain 5,943.10
Less Depreciation 1,265.93

Net Gain 4,677.61

The above net gain came from the three departments as follows:
Grain 2,138.15
Feeds 1,509.00
Gas and Oil 1,030.66

From the accumulated surplus of \$5,815.40 amounts were reserved as follows:

Patronage Dividends .. 3,554.21
Capital Stock Div 368.00
Educational Fund 233.89
Surplus Fund 1,659.30

We hope others may profit by our experience. We did not let one failure stop us. We have come

back. We welcome suggestions from other cooperatives.

The Board of Directors of this Elevator Company are: Richard Peterson, president; Luther Larson, secretary; Joe L. Gustafson, Rhynard Fosberg and George Lindstedt.

PROGRAM AIDS

Program With A Punch (Helps in planning programs)—
Butts15
All Join Hands (Games and directions for folk games).....15
Farmers Union Program Yearbook (Readings, Songs, Games, etc)15
Handbook for Recreation Leaders (Games, songs, stunts, etc)20
Ladies Night (Evening's entertainment to be presented by women)25
Farmer As Is, Evening's entertainment to be presented by men)25
Handy II—Kit O—Joyous Folk Dances From Other Lands ..25
Kit P—American Singing Games25
Kit Q—Games and Stunts for Crowded Places25
Kit T—Quadrills and Square Dances25
Kit V—Folk Songs..... .25
Merrily Sing15
Order from Kansas Farmers Union..

You Can Help! Buy Bonds and Stamps

MORE FOOD FOR THE ALLIES
The agricultural marketing cooperatives have a real job on their hands.

As Secretary of Agriculture Wickard has pointed out, we must

increase our production of many foods both for us and for England, which depends on this country for a substantial part of the food-stuffs that she needs. That means agriculture must have incentive to work harder and produce more.

The marketing co-ops are today fighting a battle to get the consideration the farmer deserves. They are fighting for fair prices and reasonable profits. They are working to improve production methods.

CLASSIFIED ADS

Per Word, 1 Issue 3c
Per Word, 4 Issues 10c

WANTED—Job as Manager and Bookkeeper for Co-operative Elevator and Feed Business. Well Experienced and capable of handling large concern. Am now successfully employed but desire change for personal reasons.—Address W. L. and E. Kansas Union Farmer.

We Manufacture—

Farmers Union Standard Accounting Forms

Approved by Farmers Union Auditing Association

Grain Checks, Scale Tickets, Stationery,

Office Equipment, Printing

the CONSOLIDATED
printing and stationery co.
SALINA • KANSAS

ALADDIN

HOTEL

1213 Wyandotte

Kansas City, Mo.

HEADQUARTERS FOR THE KANSAS FARMERS UNION

Rates—\$2.00 Up

H. C. KYLE, Manager

REGISTRATION BLANK OFFICERS' TRAINING SCHOOL SALINA, KANSAS March 1-4, 1942

The First Kansas Farmers' Union Officers' Training School Will Be Held in Salina, Kansas, March 1-4, 1942—Every Local and County Farmers Union Is Expected To Be Represented at the School

THE KANSAS FARMERS UNION WILL PAY ROOM AND BOARD FOR THREE REPRESENTATIVES FROM EVERY LOCAL AND COUNTY UNION.

Local and County Presidents, Secretaries, Junior Leaders, Educational or Program Directors may attend the School with room and board paid by the State Farmers Union. Transportation will be financed locally.

Substitutions may be made if there are officers who cannot attend. Any local or county union may send more than three students, but only three will receive free room and board. For others rooms will be 75c a night. Meals will average \$1.25 a day. All, while at the Officers' Training School, will stay at the Lamer and Clayton Hotels.

THE PROGRAM

Organization Techniques—Know Your Farmers Union—Junior Education—Cooperative Development—Everyday Economics—are some of the topics to be discussed at the School. No officer can afford to stay away. No Local can afford not to send representatives.

NATIONAL LEADERS TO BE PRESENT

Herbert Rolph, National Farmers Union Organizer, former president of the Montana Farmers Union; Mrs. Mildred K. Stoltz, Montana Educational Director, and Chester A. Graham, a former National Junior Leader, now both fieldworkers for the National Farmers Union, will be instructors at the Officers' Training School.

REGISTRATION

This is YOUR registration blank. Fill it out and return at your earliest convenience. All Registrations should be in the State Office by February 25.

WHEN TO ARRIVE

The School will open with supper Sunday evening, March 1. Register at the Lamer Hotel Sunday afternoon. The School will close with the afternoon session Wednesday, March 4.

WORD TO SECRETARIES

All Local Secretaries have received a copy of this notice by mail. Other officers in local and county organizations have not received registration blanks, because the State Office does not have the names on file. It is requested that each Local arrange for a special meeting at once, so that necessary arrangements can be made.

NAME	ADDRESS	STATUS	HOW FEES PAID
1.			
2.			
3.			
LOCAL		NO.....	
COUNTY			

MAILED BY.....

RETURN THIS BLANK TO THE KANSAS FARMERS UNION,
BOX 296, SALINA, KANSAS, BY FEBRUARY 25, 1942

In This Issue

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Marquette Elevator Announces Successful Year
F. U. Officers' Training School Registration blank.

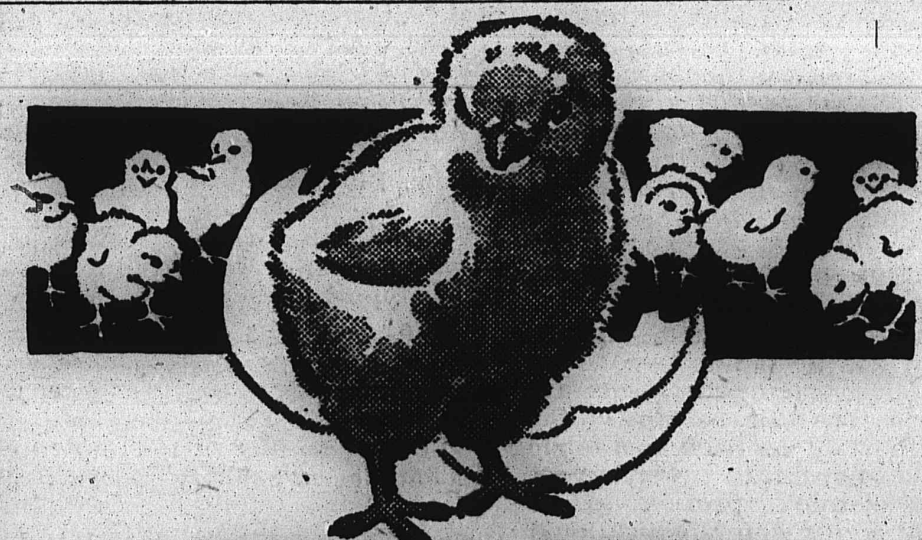
Page 3—
Iowa F. U. Publishes Reno Memorial Volume
Nebraska F. U. Coop. Ins. Co. May Write Policies for Kansas F. U. Members.

Pages 4-5—
Day by Day With FUJA

Page 6—
The Junior Department

Page 7—
Livestock Market News

Page 8—
Neighborhood and Junior News.



WANTED!

Increased egg production

The best way to increase Kansas egg production 15% this year is to develop young stock that is capable of producing more eggs. One of the first steps toward raising better pullets is a good starting feed. You'll be satisfied with the results obtained from feeding.

KFU Chick Starter Mash and Pellets

KFU Grower Mash and Pellets

or
Union Standard All Mash Starter and Grower Mash and Pellets

Of course, you need to buy good quality chicks selected for their laying ability and health—you need careful management, a good water system and a clean well sodded range, but the FEED you chose makes a great difference in developing young stock capable of paying you to increase your egg production.

Ask your local Farmers Union dealer for COOPERATIVELY MANUFACTURED KFU and UNION STANDARD FEEDS.

FARMERS UNION JOBBING ASSOCIATION

KANSAS CITY

• TOPEKA

Iowa Farmers Union Publishes Milo Reno Memorial Volume

President Van Vleet Pays Tribute to Great Agricultural Leader—Farmers' Holiday Movement Attracted Attention of Industrial East

Farm organization actives led by the late Milo Reno are set forth for the first time in book form in a memorial volume now being published, it is announced from Iowa Farmers Union headquarters in Des Moines.

Called, "Milo Reno, Farmers' Union Pioneer," the book opens with a portrayal of the turbulent times of the early 1930's which thrust the late farm leader and his organizations into newspaper headline prominence throughout the nation.

After a sketch of Reno's early years, a brief history of the Farmers Union national organization, and a chapter tracing Reno's rise to state leadership, this book gives a complete outline of the Farm Holiday movement.

It is agreed almost unanimously throughout the country that the Farmers' Holiday movement throughout the middlewest in the early 30's was a dominant factor in bringing the attention of the entire East to the fact that something had to be done for agriculture. The work of Reno in this movement was truly a shot heard around the world and it is seldom when speakers or writers, dealing with the agricultural problem mention the unrest among the farmers at that time, that a great deal of credit for the formulating of a farm program was given to this movement. To some, the acts of the Farmers' Holiday movement were simply lawlessness. To the followers and believers of Milo Reno, it was no more unlawful than the original Boston Tea Party. It is surprising today how many who were actively engaged in the Farmers' Holiday movement have taken prominent positions in the administration of the present farm program. Reno broke with the New Deal shortly after the enactment of the new farm program with most of the other Farmers Union states and, many of the states actively engaged in the Farm Holiday movement cooperating with the philosophy that the farm program was not everything that they desired, but that it was a step in the right direction. Milo Reno, however, was not a man who would compromise.

This book is published by the Iowa Farmers Union, Des Moines, Iowa and is priced at \$1.00 for the paper bound and \$1.50 for the cloth book.

Donald W. Van Vleet, President of the Farmers Union of Iowa, said in a recent letter:

"Those of you who knew Milo Reno, knew what a fearless leader he was. I do not believe that any one man sacrificed more in the building of the Farmers Union and fought more ably for the cause, than Milo Reno. I have been reliably informed that he not only did this in Iowa, but spent huge sums of money to build the Farmers Union in other states as he realized that we had a national problem. As a dominant character, Reno made many friends and many enemies. However, I think that of those who knew him none will deny that during the Farm Holiday movement, his work did

much to attract the attention of the industrial East to the plight of the American farmer."

FUN FOR FUNDS IS BOX SOCIAL AIM

(Continued from Page One) and also to make an effort to acquaint farmers with the need for their carrying automobile insurance, particularly Bodily Injury and Property Damage insurance on their cars, the Kansas Farmers Union is going to give (to every local that registers for a box social and holds one, and reports to the State office in accordance with the requirements of the State Box Social Committee) a \$10.00 certificate that can be used to pay the policy fee on an automobile insurance policy in the state wide automobile insurance program being sponsored and approved by the Kansas Farmers Union.

These certificates will be sent out to the local upon receipt of the report of their box social. There will be a time limit set for these reports to have to be in to the State office before being eligible to receive the \$10.00 certificate. Naturally these certificates will not be of any value to the local unless the local should own a car, so we are asking that the local in some manner award the certificate to some one attending the box social.

There are many kinds of contests the local could hold for the awarding of this certificate. It could be awarded as a prize for the man with the biggest feet, the best looking man, the homeliest man, the most lovesick man or many others. Holding a contest for awarding this certificate will add to the enjoyment of your evening. More information in regard to these prizes will be forwarded to your local box social committee, or the officers of your local.

State Wide Radio Broadcast
There will be a State-wide radio broadcast in connection with the box socials again this year. The broadcast will be heard over the Kansas Mutual Chain. The program will originate from the headquarters box social and over Radio Station KSAL, Salina, Kansas. The program will be relayed from KSAL, Salina to the other Mutual stations and also to WIBW at Topeka. Both KSAL and WIBW gave us time for our program last year. The time is being furnished this year again through the courtesy of these stations and the other stations of the Mutual Chain. The next issue of the paper will carry a list of all the stations over which the program can be received, also the time of the broadcast.

January twenty ninth
1942

Mr. E. K. Dean, President
Farmers Union of Kansas
P. O. Box 296
Salina, Kansas

My dear Mr. Dean:

The following is an extract taken from the minutes of our board of directors meeting held January 16 and 17, 1942:

"Motion by Mr. Dean, seconded by Mr. McElhiney, that the Farmers Union Live Stock Commission contribute \$100.00 to each state farm organization whose marketing contract we hold, to be used by them for educational purposes. Motion carried."

It was the wish of the directors that these funds be made available for the use of the National Farmers Union in so far as possible, to represent the contribution of this house to the program now being conducted by the national organization to raise funds for educational, cooperative and legislative purposes. May we not have acknowledgment from you of the receipt of the funds enclosed?

Trusting your organization will continue to succeed during the current year and with best wishes, I am
Very truly yours,

FARMERS UNION LIVE STOCK COMMISSION
Paul Steele
MANAGER

Register for Stockholders' Meetings



Ira Wilson, Director, Kellogg F. U. Coop. Ass'n.; Karl Fitzgerald, Arkansas City Milk Producers Ass'n.; Eva Mae Cathel, FUJA Secretary to T. C. Belden; Bernice Stradal, FUJA, Secretary to R. D. Crawford; Merle Tribbey, Ass't Manager, Kellogg F. U. Coop. Ass'n.

Nebraska F. U. Co-Op Insurance Decides to Serve Kansas F. U.'s

May Write Policies For Members in This State—Policy Holders Take This Action at Meeting.

Since the first of December when the Farmers Union Insurance Company of Kansas advised the directors of the Kansas Farmers Union that they wanted to sever all connections with the Kansas Farmers Union, the state organization has been working on various plans to provide a new property insurance program for Farmers Union members. Several possible insurance connections have been considered. The state organization through its officers has contacted the Farmers Union Insurance Company of Nebraska. The directors advised that it would be necessary to take the matter up with the policy holders of the company before making a decision about extending the services of their company into Kansas.

At a regular quarterly meeting of the State Board of the Kansas Farmers Union, the directors decided to make one final effort to work out some arrangement with the Farmers Union Mutual Insurance Company of Kansas, whereby the organizations could work together. In an effort to accomplish this the directors authorized the appointment of a committee for the purpose of asking the Insurance company to have their directors meet jointly with the directors of the Kansas Farmers Union sometime before the 15th of March. The directors and officers of the Kansas Farmers Union are going to put forth every possible effort to work out a mutually satisfactory working arrangement between the Kansas Farmers Union and the Farmers Union Mutual Insurance Co., of Kansas.

At the annual policy holders' meeting of the Farmers Union Cooperative Insurance Co., of Nebraska, Kansas State President Dean after explaining the insurance situation in Kansas, invited the policyholders of the Nebraska Company, upon request from the State Board of the Kansas Farmers Union to extend the services of their company to Kansas members of the Farmers Union. The policyholders of the Nebraska Company by a very large majority voted to extend the services of their company into other states, subject to the approval of the board of directors of their company. There were some members of the Wyoming Farmers Union present who requested the company to extend their services into Wyoming.

The Nebraska Company writes

insurance for members of the Farmers Union only, and they have very enviable experience in the property insurance business.

FARMERS CO-OPS HAVE LOW MORTALITY RATE

Tenacity of life is a characteristic of farmers' cooperatives. A recently completed study reveals that the mortality rate for cooperatives is less than one-half that for private enterprises. Twenty-four thousand cooperatives have crossed the stage since 1919 and the annual rate of discontinuance has been less than 5 per 100 associations. The rates for the various years have ranged from 3.5 for 1921 to 6.7 for 1930.

The average rates of discontinuances for the 20-year period for the different cooperative groups are: Dairy products, 3.3; grain, dry beans, rice, 3.7; livestock, 6.7; fruits and vegetables, 8.1; total marketing, 5; purchasing, 4.2; all groups, 4.9. As only a part of these discontinuances were business failures, the percentages for such failures are less than the figures given.

The term "discontinuance" includes all associations which have ceased to operate, those that have ceased to be cooperatives, also those that have lost their separate existence through combining with other cooperatives.

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

Consign Them to
"YOUR OWN FIRM"

FARMERS UNION
LIVE STOCK
COMMISSION CO.

Kansas City—Parsons—
Wichita

Cooperative Auditors

KANSAS FARMERS UNION COOPERATIVE
AUDITING ASSOCIATION

Write for Rates

WE WRITE ALL KINDS OF BONDS

SALINA, KANSAS

PHONE 570

Day by Day with F U J A

By HELEN DENNEY

Annual Report of the Farmers Union Jobbing Association for 1941

H. E. WITHAM

Farmers Union Jobbing Association is not a terminal elevator nor a grain office, it is not a feed mill nor warehouses or trucks—it is people. It is an association of producers working together through those units and their local cooperatives to secure marketing and purchasing services at cost. You who are here today are those producers of their representatives. I welcome this opportunity to greet you and to present to you a report of the year's activities.

Through 27 years, in times of bumper crops and during drouths, you have maintained the Association—through your patronage, because you understand the value of it. In some years the actual savings in dollars and cents have not been great, but, as you learned when Mr. Bowman read our financial statement, 1941 was an especially successful one. Savings made in operations this year reached a new high — \$127,871.61! This is nearly \$10,000 more savings than was made in 1938, our best year up until 1941.

Since 1927 it has been my privilege to report to you as general manager of your cooperative at its regular meeting of stockholders. The grain trade, our merchandise activities, and the Association itself, have seen many developments during this time. One of the most interesting and valuable developments within the Association has been the development of the business ability and initiative of the young men in charge of its various branches and departments. Five of these men will make reports direct to you today covering their activities.

The first of these young men I'll introduce to you today is Roy Crawford, head of our Grain Department in Kansas City. Roy started working for Farmers Union cooperatives down in Strong City, Kansas, near the farm where he was born. He started to work for Farmers Union Jobbing Association in 1924 as an office boy. Ambitious and energetic, he worked at many tasks in the office and as he worked he studied—mastering the mass of detail work entailed in the handling of grain on a terminal market. Since 1928 he has been on the trading floor of the Kansas City Board of Trade actively engaged in selling grain to the various mills and elevators. He is thoroughly familiar with the varieties of wheat shipped by our members and knows their value and how to sell it at full value for our members. Mr. Roy Crawford . . .

Annual Report—Grain Department

Our manager Mr. Witham, has asked that I give you a resume of the Association's operations pertaining to the grain department for the fiscal year ending December 31, 1941. The total volume in carlots was 8,293, as compared with 6,117 in 1940. An increase was to be expected in view of the large crop, but the increase was materially retarded by two factors: First, the growth of country storage facilities, both at the local shipping point and on the farm; Second, the storage embargo of the Kansas City market. We lost a considerable volume of business to the Omaha market from the stations in our northwest territory with equal Kansas City-Omaha freight rates due to our inability to accept storage shipments at Kansas City after July 9. This unfortunate situation was common to all receivers in this market—not just our Association.

A half million bushels of 1940 loan wheat in our Topeka elevator was unredeemed and went to Commodity Credit Corporation by default. After these loans expired last spring, our chief worry and prime objective was to induce Commodity Credit to move that stock in order that our space might be available for 1941 storage shipments. We were assured that the entire amount would be moved. These assurances were carried out, but loading orders from Commodity Credit were so delayed that our loading and unloading operations overlapped somewhat. We have no complaint against Commodity Credit. They were up against a terrific problem to find space, and did the best they could under the circumstances. Our new tanks at Topeka were not ready at the harvest's begin-

ning, but at completion date we found no difficulty in obtaining grain to fill them. The status of the Topeka elevator stock has changed little since harvest. It was filled with storage wheat, most of which was pledged for producers' loans. At the year's end it was still practically full, and the wheat remained in the same category. Once again our Association went through a season in which our own storage space could accommodate only a fraction of our total storage receipts. For the duration of the war we shall probably have to forego the creation of new facilities due to high costs and unavailability of certain materials. Yet, I feel that we should be ever mindful of our present inadequacy in this field, and plan accordingly.

Net profits for the year from grain operations are in round numbers, \$4,000, as compared with \$51,000 in 1940. Instrumental in bringing about the improvement was the fact that the wheat, has, for the most part, been selling above \$1.00. Under our Exchange rules a commission of 1½ cents per bushel is mandatory when the selling price is over \$1.00 and under \$1.50. Other than the feature just mentioned, the year of '41 had little to differentiate it from 1940 insofar as the mechanical operations and the type of business handled are concerned.

Thirty-eight percent of our total volume came from stockholder associations who operate under our finance contract plan, a mode of operation with which I think you are all more or less familiar. This plan may not be the best for all shippers but, generally speaking, I feel it is the best and safest proposition for cooperatives in need of finances for grain operations. Indeed, some of our financed accounts are not in need of funds with which to buy grain, but use the contract for the security it offers.

Wide and heavy participation in the wheat loan program was again witnessed, and once again we were confronted with the difficult task of getting warehouse receipts and loan papers back to the producers without too much delay. The heavy concentration of requests within such a short space of time and the difficulty of obtaining experienced help for only temporary work gives us one of our worst headaches. The clerical work involved in storage shipments for producers' loans is from two to five times greater than handling cash grain. The shippers and producers are to be commended for the patience shown over what probably seemed unreasonable delays. Military service has taken three good young men from our personnel the past year, and as time goes along this problem will undoubtedly be felt much more acutely in every branch of our cooperative endeavor. It is not the draft alone, but industries engaged in the war effort that constitute a drain on our help and potential replacements.

We have been favored by a nice business from two regional cooperative marketing organizations—the Farmers Grain and Bean Association of Denver, and the Westcentral Co-op. Grain Company of Omaha—when market conditions justified shipments to the Kansas City market from some of their originating territory. Both of these associations are members of the National Federation of Grain Cooperatives. I think it might be well for the Resolutions Committee of this Convention to draft an expression of appreciation and thanks to these two organizations for their splendid

cooperation, and send copies of the adopted resolution to their directory and management.

The National Federation of Grain Cooperatives has operated effectively by presenting a unified front of marketing associations with contacting various government agencies in regard to bringing about certain administrative policies which we felt were vital to the industry. The Federation has aligned itself with the private trade in making representations to the Department of Agriculture when the particular issue was common to both, and when ideas of procedure were similar.

Insight into the future is not given to mortals. Agriculture and its associated industries are probably subject to more yearly variations due to changing conditions and circumstances than almost any other branch of trade. Nevertheless, coming events sometimes cast long shadows and certain eventualities may come to pass. As tight as was the storage problem last harvest, I predict an even more serious condition next July. Marketing quotas will probably again be voted. However, I can see the possibility of open market prices being near enough to the loan value to curtail to some extent participation in the program. Much depends on the psychological frame of mind of the farmer at harvest time and the parity figure in effect four or five months hence. The latter is more predictable than the former. As previously noted, I expect the problem of having and holding efficient personnel to grow more complicated as the war effort continues. I expect the producer of agricultural commodities to enjoy a better all-round return for his investment and labor than for many years because of the concept of parity and the determination of Government that he shall have at least parity for the fruits of his endeavor. The amount he must give up in taxes is certain to be terrific but, at least, if seems to me, he will be on a more equal footing with labor and industry. Because of the national war effort and all that it implies and its dislocations of our normal way of life, I feel that to maintain our cohesive gains in the field of cooperation will call for greater effort on the part of all of us than we have ever before exerted, but we must do more than maintain; we must add to. To make headway now will be like driving inside the ten-yard line where the going is toughest, but it can be done. Unity of purpose and continuity of effort will do it. We have the power if we will only properly direct it.

Another grown-up office boy of whom we are very proud is Art Riley who started working for the Association back in 1920, which makes him our oldest employee—in point of service, not in years of living! In 1924, though quite young to have this responsibility, he was sent to Salina to open the Farmers Union Jobbing Association there. He proved worthy of the trust placed in him, however, and has built our office there into one of the outstanding firms in the market. Mr. Art Riley . . .

Salina Report, 1941

Mr. Chairman, Ladies and Gentlemen: This is the eighteenth consecutive year that I have been privileged to make a report on the business of the Salina office, to the annual meeting of stockholders of the Farmers Union Jobbing Association.

Today, I am happy to report that in 1941 your Salina office handled or originated 1,238 cars of grain, totaling 2,213,504 bushels, which resulted in a net profit of \$9,542.93. This result was obtained in spite of the fact that we were seriously handicapped by a lack of facilities for terminal storage in the Salina territory.

Five hundred and thirty-three thousand, nine hundred bushels of our volume this year were sent on to ourselves at Topeka and Kansas City, for storage, and of course the earnings on this wheat are not reflected in this report.

Our volume handled this year was approximately a million bushels more than that we handled in 1940. This fact is gratify-

ing, in view of the fact that our operations were necessarily curtailed, in Salina, because of this absence of sufficient terminal storage space in the Salina area.

Your Salina office has enjoyed a steady increase in volume during the years of its existence, crop conditions considered. Our many loyal country shippers, the splendid cooperation within the organization itself, your wise choice of Directors and the efficient leadership of our general manager, Harry Witham have been factors which have resulted in the steady growth of our business operations.

We feel that one of the most important services that the Salina office renders its customers, is the fact that grain can be stopped in Salina for inspection, and then be sent to Kansas City or any point east of Salina at no additional expense, if the shipper so desires, by reason of grade or market fluctuation.

Thus, not the least of our value to your organization as a whole, is the maintaining of this type of service which is available at all times to shippers in our western territory.

Our position, centrally located as it is in Kansas, makes it possible for our shippers to phone our office for market advice and information, at less expense to your association.

This service, also, is available at all times and I'd like to stress the fact that your Salina office considers the maintenance of this contact, one of our most important services and moreover, it is one that is especially appreciated and enjoyed by myself, as manager.

We plan to redouble our efforts in your behalf in 1942 and hope that at our next year's meeting, we can report to you a larger increase in business, over 1941, than our million bushel increase which this year we are reporting, over 1940.

It has been a pleasure to serve you during these years, in your branch office at Salina, and I'd like you to know that it has been an inspiration to me, to come to these annual meetings, year after year, and to find each year such a substantial increase in the growth of our Cooperative.

When the Association began terminal operations in Topeka, in 1939, George Bicknell was selected as plant manager. Born in Osborne County, George began working for the big Farmers Union cooperative there in 1931, and came to this Association in 1935 as a traveling representative well grounded in cooperative philosophy and business activity. He was instrumental in reorganizing the Association's Petroleum Products Department and later worked in the grain department of our Kansas City office. He has managed the Topeka plant, which includes not only our 1,250,000 bushel elevator but a feed mill and a warehouse, quite capably. Mr. George Bicknell . . .

The Annual Report on Operations of the Topeka Branch in 1941

This report is divided into two parts, first the operations of the Farmers Union Terminal Elevator and second the operations of the cooperative feed mill.

Early in the spring of 1941 it was decided that more storage facilities would be necessary to handle a part of the regular movement of storage grain from the country elevators. There was enough vacant ground on our property east of the original storage that was purchased in 1939 plus half of a vacated street to construct six concrete tanks. Due to bad weather and delay in receiving construction material these tanks were not completed until the first of August. This new addition of 250,000 bushels' storage space raised our Federal Licensed capacity to 1,200,000 bushels.

Even though this addition was not completed until after the usual harvest grain movement it was easily filled in a few days due to the demand for storage space.

Again in 1941 we had enough wheat in Topeka to fill the space available in the first few days of the grain movement. During 1941 we handled 959 cars of wheat, 20 corn, 1 oats, and 1 rye in-bound and 794 cars of wheat, and 25 cars of corn out-

bound making a total of 1,800 cars of grain.

The feed mill has shown an increase in production over 1940. The mill was operated eight hours a day and during the peak seasons it was necessary to run two shifts a day. With the expected increase in feeding to meet the egg, poultry, and livestock production increase that is being asked by the Secretary of Agriculture, we believe our production schedule will be raised in 1942 until the 16 hour days will have to be maintained longer and possibly it will be advisable to add more equipment to the mill.

In the past year we manufactured 29,632 bags of KFU and Union Standard feeds compared to 16,895 bags in 1940 or an increase of 75 percent. Our custom milling, that is mash and pellets manufactured for private label, was 9,206 bags against 5,408 a year ago or a gain of 70 percent. The other mill work such as corn and oat products was 8,679 bags compared to 6,975 which is a gain of 24 percent. The total gain in milling operations over 1940 was 62 percent.

This gain, we believe, is the best recommendation that we can give to our present and future feed trade that KFU and Union Standard feeds are made from a good balanced formula using the best of ingredients with competent mill employees who have pride in their work and are doing their best to produce a superior feed for poultry and livestock feeders.

All of the employees at your Topeka branch thank each of you for your patronage and the suggestions that we have received from you during the past year. We will also do our best to give you the service and quality of merchandise that you expect from your own cooperative terminal elevator, feed mill, and warehouse.

Radio's loss was the Association's gain, for when Ted Belden first came to Kansas City to work for the Association, in 1924, he wasn't sure whether he wanted to use his voice for the cause of cooperative purchasing or for singing on the radio. We are fortunate that he decided in favor of cooperative purchasing, for under his able management the Merchandise Department of the Association has added many new lines of supplies and services. Having been a farmer himself, he understands their needs, and is known as a good "bargainer" among many sources of farm supplies which the Association handles. Mr. Ted Belden

Merchandise Department Report for 1941

We are pleased to report a substantial gain on almost every item of merchandise handled—both in volume of business and net savings for the year ending December 31, 1941.

Total sales of merchandise for the year amounted to \$853,160.44 as compared with sales in 1940 of \$656,364.58, or a gain of \$196,795.86 for 1941. The net saving for the department in 1941 was \$43,891.75 as against \$19,141.09 for 1940, or a gain in net profit of \$24,750.66 for 1941 over 1940. The gain in sales of \$196,795.86 was obtained at an additional expense of only \$708.86.

These figures represent business handled at Topeka and Kansas City. For your information we would like to give a brief summary of the volume of the different commodities in comparison to 1940.

Due to excessive rains during wheat seeding time and row crop harvest our sales on fertilizer and binder twine were less than 1940. Ordinarily we enjoy a very nice business on these two items during the Fall months. Twine sales were 27 percent under 1940, fertilizer sales 10 percent less. We also had a decrease in volume on mill feeds of 5 percent, cottonseed and soybean meal 14 percent, and on flour 8 percent.

All of the other items show gains which are as follows: Gasoline, Kerosene and Distillate combined 16 percent; Lubricating Oil 30 percent; Grease 96 percent; Commercial Feeds (our own brands) 51 percent; Linseed Meal 46 percent; Paint 42 percent; Steel and Wire 29 per-

cent; Oyster Shell 65 percent; Packing House Products 45 percent; Alfalfa Meal 205 percent; Peat Litter 16 percent; Tires and Tubes 800 percent; Feeding Limestone 45 percent; Galvanized Sheets 31 percent; Grain Bins 1870 percent; Stock Tanks 91 percent; Coal 28 percent and Accommodation Feeds 245 percent. In addition to the above mentioned items we have handled such commodities as Filling Station equipment, Elevator equipment, Carbide, Feeding Molasses, Antifreeze, and numerous other products. The percentages given represent gains in tonnage volume. Exclusive of petroleum products, paint, grain bins, tanks, tires and tubes, Peat Litter, and miscellaneous items, our business amounted to the equivalent of 1,917 20-ton carloads, as compared with 1406 in 1940.

Last year (1940) we reported volume increases on seven items over the previous year and for 1941 are pleased to report increases on eighteen items. Considering the scarcity of some of these products during the last half of 1941 (especially on steel and wire products and galvanized sheets) this increase indicates that our dealer members are working closer with us in a good portion of our territory.

The location at Topeka of our Feed Mill and Warehouse has played an important part in building up our merchandise sales. The increase of 51 percent on our own brands of feeds would indicate that KFU and Union Standard commercial feeds are gaining the confidence of our dealers and are doing a good job for the Farmer. Only the best ingredients are used in the manufacture of these feeds and great care is taken at all times to maintain quality and uniformity.

We are endeavoring to gradually add new lines of merchandise that will be acceptable to our stockholders to replace certain items that, due to government regulations are becoming scarce and other items that are necessary to meet the ever-changing requirements of the consumer.

You may be assured that great care is exercised at all times in making contracts with sources of supply, to obtain honest merchandise that we can recommend and guarantee to our dealers.

Your cooperation and loyalty have made it possible for the Merchandise Department to make a good report at this convention. The Managers of our Member Associations have given our representatives courteous, consideration—and what is better, have given them some very nice orders for merchandise. This is very much appreciated.

We sincerely hope for your continued interest and patronage making it possible to report further progress at the next stockholders' meeting.

Because of his training, Tom Hall was a pretty logical selection for the Manager Association's Service and Information Department. He had "milked his way through college," worked as a helper in a country grain elevator, had a year on a scholarship at Kansas State College in research work in cooperatives and grain marketing, and spent another year at Kansas State as assistant marketing specialist making analyses of the business of local cooperatives. He started with us doing work very similar to this. Feeling the need of gaining additional experience in the details of grain marketing, he came in to the office to work during the heavy movement of grain last year. He has proved helpful to the Association in maintaining contact with our members and in many other ways in these last few years. Mr. Tom Hall . . .

Service and Information Department

This annual report to the stockholders marks the end of the fourth year your organization has maintained its Service and Information Department. A brief review of the work and accomplishments during that period will interest you who represent the member cooperatives of the Farmers Union Jobbing Association.

Regardless of the circumstances relative to the specific status of membership for any one member organization, this phase of cooperative effort needs constant work. Active producer members in a cooperative change from year to year as do the people making up the membership change their relationship with their cooperative. Many of the



Left to right: D. O. Wanamaker, Blue Rapids; Joe Erwin, Wellington; P. J. Nash, Ellsworth; J. C. Gregory, Osborne; H. E. Witham, Kansas City, General Manager FUJA and Secretary of Board; Homer Terpening, Wakeeney; and C. W. Thowe, Alma.

cooperative organizations comprising the Jobbing Association had neglected their membership work. In some cases the names making up the membership list is the same now as it was 25 years ago, when the cooperative was organized. Thus it is easy to understand why as much as 50 percent of the membership is estates, widows, and non-producers and the remaining 50 percent being the older producers in the community.

Through educational material and by meeting with directors and managers, your service and information department has been able to help member organizations work out a plan for maintaining their membership with the active producers in the local community. We have held meetings with 54 different member organizations where plans for membership work were considered. This work, together with the work of the local managers and local leaders in the cooperatives has resulted in several hundred new members, a considerably increased volume of business and a use of better local enterprise. By the same methods we have helped the local leadership of several member organizations work out sounder retail credit policies, and sounder plans of financing their business enterprises.

The service and information department has been able to help several member organizations with their local publicity and educational programs, by preparing mimeographed material and letters to be used by the local cooperative among their membership. We have helped with local stockholder educational meetings. Film slides illustrating the story of cooperative grain marketing and supply buying have been shown to about 2500 farmer members of local cooperatives.

Two regularly mimeographed bulletins have been prepared during the last four years. The Managers Monthly is sent to managers of local member cooperatives, and the Information Bulletin is sent to managers and directors of our member organizations. In addition, three special bulletins summarizing the results of member organizations' experiences in past years with membership problems have been prepared and sent to managers and directors.

This department has always cooperated with other groups conducting educational work with member organizations. It has helped the Kansas Farmers Union with educational meetings and Junior camps, and by preparing material for the Kansas Union Farmer. It has cooperated with Farm Security Administration and the Banks for Cooperatives whenever possible. It has assisted with the district meetings sponsored by the Farmers Union Managerial Association and the Extension Department of the Kansas State College in its marketing project.

The work of this department has been accomplished with what we believe is a minimum of

extra expense over and above the regular routine work of the Jobbing Association. Field work of this department is conducted along with regular field work in the grain department thus saving travel expense and extra salaries. During the summer months when everyone is rushed with the handling of the grain movement, the personnel of the Service and Information Department works practically full time in the grain department handling the large volume of grain business.

This past year in addition to regular work described above, your department has helped to organize two new cooperative elevator associations—one at McCune and one at Walnut, Kansas. It has also helped local leaders of the Dennis Cooperative Association conduct a successful membership drive.

Results of our service to member organizations and cooperative information made up for them is hard to measure in dollars and cents. Yet, we see our member organizations building sounder membership relations. We see them increasing their number of active producer members and their volume of business. We see them adopting better cooperative business policies and in general giving more efficient cooperative service to their farmer members. In observing these results, we believe that our part in helping local leaders bring about such accomplishments has been a worthwhile contribution to our total cooperative effort.

Employees

Not all of our loyal, capable, hardworking employees come into direct contact with our members. Our efficient accounting department, our clerks, secretaries, warehousemen, our truck drivers and the workers at our feed mill and terminal elevator all have fulfilled their tasks well during the past year. Though their work, of necessity, keeps them "behind the scenes" they have played an important part in the progress of the Association in a year that has exceeded any other in total savings made and in volume of business handled in many lines of merchandise.

Directors

The calm, clear, and experienced judgment of our directors in considering the problems that the management of the Association has faced during a busy and variable year has been deeply appreciated. The directors have been faithful to the responsibilities you reposed in them by electing them. They have attended all meetings and have discussed our problems and have made decisions relating to our activities. Our new director has proved valuable to us, and is rapidly gaining an insight and understanding of regional and terminal Cooperative operations.

Cooperative Contacts

Our relationship with other cooperatives and with farm organizations have been most agreeable during 1941. The Wichita Bank for Cooperatives has worked with us on our finances in the same

spirit of friendly helpfulness that has prevailed in all of our dealings with them. The National Farmers Union and the Kansas Farmers Union have been willing and eager to assist us whenever possible and to promote cooperatives and cooperation among farmers in our state and throughout the nation. The Junior Educational Department of the Kansas Farmers Union, in advancing its own program, has advanced our program. Other pleasant and helpful contacts have been with Kansas State College, Farm Credit Administration, and with Farm Security Administration which has worked closely with us in the reorganization of local cooperatives and offers to continue these services during the coming year.

Topeka, the Kansas Farmers Union, and the Farmers Union Jobbing Association were hosts this year to a National Farmers Union Convention in November. This convention focused state and national attention on its cooperatives and afforded Kansas farmers and cooperative members an opportunity to become better acquainted with the leaders and the policies of a farm organization that has done and is doing much for the farmers. It was a real pleasure to have these fellow workers from many states visit Kansas and see the progress made by Farmers Union cooperatives since a National Farmers Union Convention was last held in Kansas back in 1920 or 1921.

Farmers Union Jobbing Association hasn't grown into one of the soundest and largest grain marketing and farm supply purchasing associations in just the last year or so. It didn't just "happen" to make a savings for its members of \$127,871.61 in one year's operation. This came about through the well laid plans, the hard work, and the cooperation of the men who represent or manage our member cooperatives. Some of the actions of the Association have been so important that they might well be called "Stepping Stones to Progress."

1914—Association is organized and capitalized at \$20,000. State Charter received.

1920—Increase capital stock to \$180,000, divided into 18,000 shares at \$10 each.

1921—Purchase memberships on Kansas City Board of Trade and Kansas City Hay Dealers' Association.

1924—Open grain office at Salina and purchase membership on the Salina Board of Trade.

1932—Join with 26 other regional cooperative marketing organizations to form "Farmers National Grain Corporation" in an effort to make greater savings in cooperative marketing.

1933—Adopt "KFU" trade mark for use on many of supplies and products.

1934—Open warehouses in Kansas City and Wakeeney to better serve our members on farm supplies.

1937—Reenter grain business for our own account. Make history on Kansas City market by handling 517 cars of grain in one day, July 6.

1938—Become a Loan Agency

for the Federal Government to make loans on stored wheat.

1939—Purchase Terminal Elevator—build feed mill—begin manufacturing our own KFU and UNION STANDARD feeds.

1940—Increase capacity of Elevator.

1941—Reach new high in savings \$127,871.61.

The final weeks of 1941 have brought war to the United States. No greater disaster could have befallen our country, but one thing it has proved to the world is that we ARE a UNITED nation and will do willingly whatever has to be done to win the war for democracy as quickly as possible. Cooperative associations, and those who make up their memberships, believe in democracy in business as well as in government. We know that those principles are right and that they will endure. Even though there may be many changes that will affect our business activities during the war, I feel sure that when we have won it cooperatives will find an even greater opportunity during the recovery period and will help in making many of the adjustments the world will find necessary. What we must do during that time is to work even more closely together, and help one another to "Cling to That Which Endures."

National Federation of Grain Cooperatives to Meet in Kansas City

The National Federation of Grain Cooperatives, made up of all the leading regional grain cooperatives in the United States, will meet at the Muehlebach Hotel in Kansas City, Missouri, on Friday, February 20, 1942. Farmers Union Jobbing Association and the Farmers Cooperative Commission Company are the Kansas members of this Federation.

National Board to Meet in Kansas City

Members of the board and chairman of all standing committees of the National Farmers Union will meet in Kansas City, Missouri, on Thursday, February 19, at the Continental Hotel. H. E. Witham, general manager of Farmers Union Jobbing Association, is the chairman of the Cooperative Committee for the National Farmers Union.

Young Newbrey and Wife Visit Office

The office force was pleased to meet and visit with young Wayne Newbrey and his wife on February 4. Wayne drives an Osborne County Farmers Union Cooperative truck out of Alton. He is the son of J. A. Newbrey, FUJA representative.

MARKET LETTER

By R. D. CRAWFORD

February 16, 1942

We are becoming inured to markets of little or no trade and more or less stabilization of price levels. Prices for wheat futures have moved narrowly for some time. The trend has been slightly lower, but today a little recovery took place, probably due to Commodity Credit Corporation's advancing their offering price on milling wheat 1c per bushel. Traders have for some time now looked to Washington developments as their chief guide in determining values. Little has come out of that center of government in the last two or three weeks other than the unanimous decision of the Senate Agricultural Committee to report out a bill which would in effect deter the government from releasing its stocks of grain for sale at prices below parity. This brought about a fair upturn near the close one day last week, but immediately after the session ended, the President let it be known that a veto awaited any such act of Congress. The consensus of those who should have some knowledge of the matter is that Congress would not or could not put across such a bill over the President's objections. Nevertheless, the trade is mindful of the effort, and this morning Senator Thomas made the statement that he and his associates would press for the enactment.

Recent war developments have certainly been of no aid to anyone playing the bull side of the market. Cash wheat premiums have steadied and advanced slightly the last ten days but have not recovered any appreciable amount, and premiums and discounts now are within 1c a bushel of not only this season's low but the low for several years. From the standpoint of consuming interests, the ownership of cash wheat looks attractive with Number One hard wheat selling under the May price and carrying charges in effect from May to July and from July to September. Nevertheless, the own-

(continued on page 8)

THE JUNIOR DEPARTMENT

ESTHER EKBLAD, DIRECTOR, Salina, Kansas

Juniors 16-21

Junior Reserves 13-15

Juveniles 8-12

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

St. Marys Farmers Union Juniors Entertain at FUJA Banquet



St. Marys Juniors and Junior Reserves delighted FUJA banquet guests February 6 with a demonstration of traditional folk dances. Girls in the dances were Mary Pat Immenschuh, Violet Eckstein, Regina Lenherr, Mary C. Henherr, Margarie Rodenbaugh, Lucille Rodenbaugh, Betty Haug and Geraldine Prior. The boys were Kent Pearl, Bob Pearl, Tommy Immenschuh, Lloyd Rodenbaugh, Cletus S. Schier, Roderick Prior, Carl Bode and Bill Bode. Margaret Reding was in the party but could not join in the dances because of a sprained ankle.

In the pictures above (1) shows the winding in the pretty Danish dance, "Weave the Wadmal." Wadmal is a Danish word for cloth. The game describes the

process of weaving. (2) Shows the weaving of the pattern—in and out they go. (3) "Heel and toe" in another dance—a favorite Swiss Polka. (4) Symbolizes the movement of the shuttles.

Other dances included a Bohemian dance "To The Garden Annie Went," "The Chimes of Dunkirk," "Seven Steps."

Mrs. Bernard Immenschuh, Pottawatomie County Junior Leader brought the boys and girls to Kansas City. FUJA and the St. Marys Cooperative Association made the trip possible.

DISTRICT MEETINGS THIS MONTH

Five very important District Meetings will be held the week of February 23-27. The meetings are planned for Farmers Union Managers, Boards of Directors, Farmers Union officers and Junior Leaders. However all Farmers Union members, Juniors and adults, are welcome. In this column we wish to urge all Junior leaders to attend the meeting held nearest to you, and we also urge all other program chairmen and persons interested in getting educational work started in their locals to be at the District Meeting.

Chester A. Graham, National Fieldworker for the Farmers Union, will be the guest speaker and discussion leader at the meetings. Not one of us can afford to miss—look for schedule on the first page of this F. U. F.



JUNIORS HAVE GOOD TIME

The St. Marys Juniors practiced the maxim of "give and ye shall receive" at Kansas City. The folk dance demonstration at the FUJA Friday evening banquet was very lovely and was greatly appreciated by the cooperators present.

As guests of the Jobbing Association the Juniors enjoyed the banquet in the beautiful Hotel President Ballroom, their first stay in a hotel, the shop windows, and the many other exciting things a big city offers.

Saturday morning was used to see a few of the "sights," the first of which were the Trading Floor of the Grain Exchange and the Jobbing Association Offices. Next on the list was the Kansas City Municipal Airport, and the Nelson Art Gallery. Then we went across the city to the Livestock Exchange Building where we were greeted by Mr. Bernhardt, Manager of the F. U. Livestock Commission Co.

We had lunch at the Livestock Exchange Building. Were we ever hungry after such a busy morning! During the lunch hour Mr. Ray Adams, Office Manager, gave us a number of interesting pointers on the movement of livestock from the farms to the Kansas City yards. We left feeling much better acquainted with livestock marketing.

Other Juniors at the meeting included Warren Hawkinson, President of the McPherson County

Livestock Project and Howard Palmquist, Marquette, a Board member of the Project. Also present were Ralph Sjoström, Gilbert Bengtson, and Leroy Sundberg of Lindsborg. Junior Leaders who answered rollcall were Mrs. Bernard Immenschuh of St. Marys, and Mrs. Merle Tribbey, Winfield.

F. U. OFFICERS GO TO SCHOOL

What can local presidents and secretaries learn in a Farmers Union School? More than any one of us can estimate, we'll wager. Most certainly will they be loaded down with new ideas when outstanding national leaders are to be the teachers.

The first Kansas Farmers Union OFFICERS SCHOOL will be held in Salina, March 1 to 4. All local and county presidents, secretaries and Junior Leaders are urged to attend. Room and board for three members from each local will be paid by the State Farmers Union. Locals that do not have Junior Leaders may send other persons who are leaders or potential leaders. A local or county may send any number of students to the School, but only three will have living expenses paid by the state. We'd like to have a number of Juniors present; talk it over in your classes and make arrangements for Juniors to attend.

Instructors at the School will be Herbert Rolph and Mildred K. Stoltz of Montana, and Chester Graham of Wisconsin. Mr. Rolph was until recently state president of Montana; he is now National Organizer. Mrs. Stoltz and Mr. Graham are both doing fieldwork for the National Education Department.

MARCH 10—RED LETTER DAY

Girls, are you finding the best recipes for the delicacies that will be neatly packed in fancy boxes March 10th? Boys are you watching the nickels and dimes these days? You may encounter some competition in getting the best girl friend's box!

COOPERATIVES HAVE GOOD YEAR

The Annual Meetings held in Kansas City February 5 and 6 were a reassurance of our belief that cooperation pays. Financial savings such as those made by the Farmers Union Jobbing Association, \$127,871.61 to be exact, indicate that farmers through the regional cooperatives know how to be good business men and also know how to give themselves the best for their money.

FUJA MEETING MEMOS

By Bill Bode
(Submitted in Writers Project)

As the men had pocket identification cards at the meeting, Helen Denney saw to it that each lady had a red carnation on her shoulder.

Did the St. Marys Juniors enjoy their luncheon at the Hotel Phillips' very smart "About Town Room"? You bet they did.

"There are seven requirements for a good business; but if you are out of debt, the other six don't matter much..." Warren Mather of Kansas State College.

We were all glad to see Mrs. Tribbey, Junior leader of Kellogg-Winfield, back "in circulation" after her recent illness.

The "ups" around the Aladdin roof garden expressed mutual spirit—especially since the Jobbing has just completed its best year.

"... its a war between two ideas of human rights—whether the people serve the government or the government is the servant of the people..."—John Vesecky.

"The Farmers Union Jobbing Association is people"—H. E. Witham.

A certain St. Marys folk-dancer became intensely attentive and "swallowed hard". Mr. Broman, in his audit report, mentioned the \$4,000,000 plus business the FUJA

did last year. Didn't all of the Juniors learn something and become very interested?

"People don't like each other because they don't know each other; people don't know each other because they don't like each other..."—Esther Ekblad's "Windows on the World."

Mr. Snyder, President of the Wichita Bank for Co-ops, proved that there are exceptions to every rule—especially the impression we have of bankers.

Kansas State's Dr. Grimes struck a serious note—but fascinating and too true—among the gay and opulent theme of the banquet by calling our attention to "Cooperatives in Tomorrow's World."

Farm Security Administration seems eager to help—even to give our Juniors cash loans to start "FOOD FOR VICTORY" Projects.

E. K. Dean—our brilliant young State President—gave an inspiring talk and fired our ambitions for a stronger Union in the coming years.

Saturday the Juniors went sight-seeing in Kansas City. The trip included a visit to the home of the Farmers Union Livestock Commission Company and, as their guests, dined on scrumptious beef.

At the banquet, Ray Henry, who is a member of the State Board introduced us to his bride. Congratulations!

We sincerely hope the Aladdin elevator boy has survived—but the Juniors did have such a good time.

LIVESTOCK MARKET NEWS

by the FARMERS UNION LIVESTOCK COMMISSION, COMPANY, KANSAS CITY

Kansas City Livestock Markets

Fat Steer Market

L. O. Martin, Salesman. We have had quite a few fed steers on our markets for the last two weeks and had a pretty fair market here up until last Wednesday and they broke this market anywhere from 25c to 40c a hundred on all classes of fed steers but our market kind of strengthened up and we had an active market again today on all classes of fed steers. Most of our long fed steers selling from \$11.50 to \$13, with the short feds and in-between kinds selling from \$10.50 to \$11.50, with the light plain fleshy dogs selling around \$10. Good Whiteface feeders selling from \$10.50 to \$11.50. Light Whiteface stock steers selling right along in line with the fleshy feeders. Red feeders selling from \$10 to \$10.50. Good light red stock cattle from \$9.50 to \$10.25. Jerseys and junk from \$7.50 to \$8.50.

Butcher Market

Johnnie Hannon, Salesman. We have been having a little unusual cow market the past few weeks. The packers buying these heavyweight canners and good cutters at high prices, and good cows are hard to move. It looks as though they are using this canner and cutter meat for the government and are getting them pretty close to fat cows. It takes a choice cow to sell at \$9 whereas a good heavy cutter will bring \$8.25. Our bull market has been fairly weak with a few choice heavy weights at \$9.75. Fed heifers and mixed yearlings show very little change in the past two or three weeks. Stock cows and heifers selling very actively and receipts very light.

Calf Market

Russ Kemp, Salesman. Veal calf market steady to 50c lower. Most top veals selling at \$13.50, few choice up as high as \$14.50. Bulk of veals selling from \$7 to \$12. Canners \$5 to \$6. Heavy 300 to 400 pound calves mostly \$10 down. Stock

steer calves fully steady with choice as high as \$14, however, most of our Whiteface calves are selling from \$9 to \$12.50. Short-horns from \$7 to \$10.50. Heifer calves about \$1.00 under steer calves.

Hog Market

W. F. O'Neal, Salesman. The hog market has continued to show an advance and prices today reached a new level for the past four years. The top was \$12.75 with most of the more desirable kinds of 170 to 270 pound weights selling at \$12.55 to \$12.75. Choice medium and heavy weight butchers have been rather scarce but odd lots of these weights are selling at \$12.35 to \$12.50. Underweight lights, 140 to 160 pounds, both killing grades and those in just stocker flesh, bringing \$12 to \$12.65. Best packing sows \$11.60 to \$11.90. Stock pigs continue very scarce and hardly enough coming to test values, a few of the better kinds selling upward to \$12.

Although the government buyers buying pork under the lend-lease program showed some inclination to resist the advance in price of pork last week, so far it has had no noticeable effect on hog prices. Receipts at all points have been very light and this will probably continue to be for at least another 30 to 40 days and hog prices should stay up rather well, however, conditions are very unsettled and it is possible that with the threat of price-fixing being placed on the product that this may influence the price of the live hog and the market could sustain a slight set-back.

Sheep Market

Fred Grantham, Salesman. Sheep market 25c lower today. Top Western fed lambs \$11.50. Top natives \$11.25. Medium fleshed natives \$9.50 to \$10.50. Cull natives \$8.50 to \$9. Fat ewes \$6.50. Cull ewes \$3.50 to \$5. Solid mouth lamby ewes \$7.50 to \$8. Yearling and two year old ewes \$9 to \$10.

THE 24TH ANNUAL MEETING OF STOCKHOLDERS

The 24th annual meeting of the Farmers Union Live Stock Commission Co., of Kansas City, Wichita and Parsons was held Thursday, February 5th, 1942, at Kansas City Mo. The attendance at this meeting was about comparable with that of the past five years. Among those present were E. K. Dean, President of the Kansas Farmers Union; F. V. Hinkel, President of the Missouri Farmers Association; R. J. Rosier, Secretary of the Missouri Farmers Association; H. E. Witham, Secretary-Manager of the Farmers Union Jobbing Association; Esther Ekblad, Junior Leader of the Kansas Farmers Union. Many others interested in the cooperative movement in Kansas and Missouri were present.

The meeting was in charge of the Chairman of the board of directors, John Fiegenbaum, Higginsville, Mo. The usual procedure of business was followed. Mr. E. C. Broman, Manager of the Farmers Union Auditing Association reported on the operation and financial condition of the company. His report disclosed a combined profit of \$5,000 for the three offices and

further that the financial condition of the company is sound.

Managers Bernhardt and Acuff reported on the business of the Kansas City and Parsons offices. Each one of these men reported in detail as to the operation of their office and were of the opinion that 1942 would see an increase in receipts at all major markets. The probable influence of curtailment of rubber and trucks was brought out and producers were urged to do all they could to see that trucks moving to market were fully loaded on all trips. It was further suggested that shipping associations could again be organized, to ship by truck or rail, so that the above mentioned efficiency could be carried out. Manager Bernhardt explained at some length the expense involved in direct solicitation and urged all Farmers Union members and company stockholders to cooperate by informing the company of any live stock on hand which they intend shipping.

L. J. Alkire, Manager of the Wichita office, was unable to attend this meeting. He was confined to his home because of an attack of influenza. Mr. Alkire's presence was missed by all present. The Wichita office had a good year and the employees of that

branch, and those of the Kansas City and Parsons offices, are to be commended for their good work.

One matter of importance discussed at this meeting was the possibility of securing authority from the stockholders of the company to change the corporate structure from that of a stock company to a non-stock, non-profit corporation. This action, if it could be taken, would not result in a loss for any of the company's 10,000 stockholders as all outstanding stock would eventually be called in and paid for at 100 cents on the dollar. A change of this nature would enable the company to operate even more as a cooperative and make it possible for all its patrons to share in its earnings, at the same time giving more assistance to state-wide cooperatives such as the M. F. A. and Farmers Union.

The election of directors resulted in a change in the directors from Missouri. Mr. H. W. Neth of Lathrop, Missouri, retired and Mr. E. H. Berry of Galt, Mo., was elected to fill his place.

The following is a list of the directors and officers of the Farmers Union Live Stock Commission Co.:

John Fiegenbaum, President, Higginsville, Mo.

L. C. Gretten, Vice President, Kincaid, Kansas.

A. H. Dieball, Secretary-Treasurer, Alma, Kansas.

A. B. Stryker, director, Blue Rapids, Kansas.

E. E. Martz, director, Adrian, Mo.

J. T. Clausen, director, Girard, Kansas.

E. H. Berry, director, Galt, Mo.

Resolutions Adopted by the Stockholders at the Farmers Union Livestock Annual Meeting.

Report of Resolutions Committee

We, your committee on resolutions, submit the following report for your consideration:

1. Whereas, the congress of the United States realizing the serious situation which could result from uncontrolled prices has enacted laws intended to stabilize our national economy, and whereas, farmers and producers of livestock, for the most part would not be in favor of a recurrence of price levels which existed during the last war; Now, therefore, be it resolved, that this convention go on record as being in favor of this legislation, and we recommend to the Secretary of Agriculture that an effort be made to set price levels on live animals which will encourage the producer to do all he can in this great emergency to meet the production requirements. We insist that the price control measure be administered in such a manner so as to assure agriculture equitable and fair treatment in relation to all other economic groups.

2. Whereas, the present serious condition of war time into which this country has been forced, will necessitate the full cooperation of all its citizens, in an all-out effort to produce more in raw products and man hours, and at the same time conserve materials and transportation equipment, which is vitally important to our national welfare; Now, therefore, be it resolved, that farmers and producers of live stock endeavor to eliminate duplication of effort in marketing and transporting live animals to the place of sale, by using the cooperative agencies on the central markets and pooling consignments at points of origin, so that truck or rail cars will be fully loaded when they go to market. Further, that reorganization of live stock shipping associations, to ship by either truck or rail, be encouraged as a means of solving this problem.

3. Whereas, packing interests are purchasing hogs through local buyers at all types of local concentration points throughout Kansas, and whereas, these purchases are made at prices close to the Kansas City base, it is reasonable to assume that said buyers are protected against loss, and that the packing interests realize it is to their interest to keep numbers and competition

(Continued on Next Page)

RECENT REPRESENTATIVE

Live Stock Sales

Of Farmers Union Live Stock Commission Company

KANSAS CITY

KANSAS CITY—CATTLE

T. I. Mullins, Geary county, Kansas, 17 str & hfrs	693	\$13.25
F.W. & H.R. Rickenbrode, Livingston Co., Mo., 13 str & hfrs	962	12.50
Wm. & Geo. Branson, Osage county, Kansas, 24 str	1018	12.50
Edwin Riekhof, Lafayette county, Missouri, 22 str	1044	12.25
Virgil Schwartz, Douglas county, Kansas, 21 str	1070	12.00
R. D. Mochamer, Osage county, Kansas, 23 hfrs	830	11.50
W. E. Tillman, Henry county, Missouri, 19 str	1183	11.50
W. H. Mills, Osage county, Kansas, 15 str	1205	11.35
Henry Paulsen, Wilson county, Kansas, 22 hfrs	763	11.25
W. H. Mills, Osage county, Kansas, 17 str	1250	11.25
J. E. Born, Coffey county, Kansas, 20 hfrs	859	11.25
K. P. Gilmore, Butler county, Kansas, 40 str	1114	11.10
R. H. Mayer, Thomas county, Kansas, 49 heifers	632	11.00
C. W. Coffman, Osage county, Kansas, 17 str	993	10.75
W. H. Crow, Lane county, Kansas, 100 str	809	10.60
Henry Baler, Comanche county, Kansas, 80 steers	628	10.50
Edwin Phillips, Osage county, Kansas, 24 str	895	10.50
C. W. Coffman, Osage county, Kansas, 23 hfrs	690	10.35
Lester Falk, Wabunsee county, Kansas, 16 str	883	10.25
Henry Paulsen, Wilson county, Kansas, 31 str	951	10.00
Alvin Ploger, Edwards county, Kansas, 22 str	848	9.75
H. R. Martin, White county, Missouri, 23 hfrs	600	9.60
L. E. Jones, Johnson county, Kansas, 17 cows	1201	9.05
G. A. Porter, Ray county, Missouri, 14 hfrs	616	9.00
Henry Moore, Johnson county, Kansas, 18 cows	1052	8.75
G. E. Force, Wyandotte county, Kansas, 26 cows	910	8.15
Henry Moore, Johnson county, Kansas, 27 cows	907	7.60
Otto Budde, Edwards county, Kansas, 14 cows	870	7.25

Hogs—240 Lbs. Down

Albert Hilderbrand, Coffey county, Kansas, 11	213	12.60
Claude M. Finley, Pettis county, Missouri, 15	214	12.60
Dr. Frank McVeigh, Anderson county, Kansas, 47	213	12.50
Geo. P. Vohs, Miami county, Kansas, 16	220	12.50
John Braun, Henry county, Missouri, 17	217	12.50
L. M. Martz, Bates county, Missouri, 15	224	12.30
J. H. Hahnfeld, Miami county, Kansas, 11	223	12.30
W. M. Greenwell, Henry county, Missouri, 13	217	12.30
Ernest Johnson, Henry county, Missouri, 10	216	12.30
G. W. Baker, Coffey county, Kansas, 12	223	12.10
F. C. Gerstenberger, Linn county, Kansas, 15	226	12.10
Glenn Guey, Miami county, Kansas, 22	184	12.00

250 Lbs. Up

Leo F. Collins, Franklin county, Kansas, 29	245	12.75
Fred Pfrang, Nemaha county, Kansas, 19	293	12.00
Fred Pfrang, Nemaha county, Kansas, 5 sows	545	11.00

SHEEP

Chas. Plummer, Washington county, Kansas, 12	90	11.50
Roy Murray, Dickinson county, Kansas, 99	86	11.50

PARSONS

CATTLE

Roy Jones, Crawford, 1 steer	740	11.50
John Tersinar, Crawford, 13 st	620	11.00
Frank Tersinar, Crawford, 1 st	600	10.50
Reinhold Engel, Crawford, 1 cow	1005	10.35
Veryl Roberts, Neosho, 2 st	612	10.25
Roy Jones, Crawford, 2 st	557	10.00
A. Kern, Cherokee, 1 st	415	10.00
H. F. Mitchel, Neosho, 3 hf	486	10.00
S. G. Rogers, Montgomery, 2 st	600	9.85
Don Beard, Neosho, 2 st	950	9.50
E. B. Green, Neosho, 1 cow	1405	9.50
Gus LaForge, Crawford, 5 st	571	9.25

HOGS

Frank Fussman, Allen, 8	224	12.50
V. E. Johnson, Crawford, 13	195	12.50
Chas. H. Schulze, Labette, 9	224	12.50
Henry Kreibel, Montgomery, 6	249	12.50
J. H. Jines, Neosho, 8	236	12.50
Geo. Johnson, Crawford, 18	213	12.50
Geo. Heit, Montgomery, 15	266	12.50
A. W. Bredehoff, Montgomery, 7	200	12.50
F. E. Caldwell, Neosho, 6	277	12.50
J. J. Herlocker, Crawford, 9	178	12.35
Ralph Metzen, Allen, 10	195	12.35
Arlie Burtin, Labette, 14	189	12.30
C. W. Grady, Neosho, 8	217	12.30
M. A. Attebery, Labette, 8	258	12.30
Ray Roberts, Neosho, 19	188	12.30
S. Comstock, Labette, 8	208	12.30
Melbern Kelsey, Crawford, 10	199	12.30
W. E. Johnson, Neosho, 8	210	12.15
L. G. Bennett, Labette, 14	211	12.15
Stanley Harding, Neosho, 7	220	12.15
Kenneth Spriggs, Neosho, 6	194	12.15
L. C. DeMott, Montgomery, 9	211	12.15
Otis Oden, Labette, 10	211	12.15

WICHITA

CATTLE

W. E. Hubble, Woods county, Oklahoma, 12 str	386	12.50
M. J. Tipton, Ford county, Kansas, 15 mixed	780	10.50
John M. Umbach, Ford county, Kansas, 20 str & hf	783	11.00
Emory Thurman, Barber county, Kansas, 8 hf & calves	905	9.00
Frank Schul, Clark county, Kansas, 11 mixed	670	11.00
Carl Schmidt, Sumner county, Kansas, 1 bull	1440	9.25
H. A. Hale, Meade county, Kansas, 17 mixed	686	12.50
C. D. Cooper, Harper county, Kansas, 11 str	504	12.50
James Dorsey, Barton county, Kansas, 15 str	667	10.00
E. E. Flick, Barton county, Kansas, 12 str	645	10.00
C. D. Cooper, Harper county, Kansas, 14 str & hf	598	11.50
B. W. DeWitt, Meade county, Kansas, 9 steers & calves	895	9.50
J. N. Rice, Kay county, Oklahoma, 14 str & hf	463	12.25
Frank Breitenbach, Reno county, Kansas, 20 steers	649	10.00
Clarence Sand, McPherson county, Kansas, 25 mixed	507	12.50
Anthony Hubble, Major county, Okla., 18 mixed	626	11.00
E. V. Nelson, Dickinson county, Kansas, 17 str	956	10.50
H. A. Hale, Meade county, Kansas, 28 mixed	730	11.00

HOGS

S. C. Vinxon, Chase county, Kansas, 11 hogs	338	12.30
Ray Collins, Sumner county, Kansas, 11 hogs	205	12.10
Frank W. Yager, Scott county, Kansas, 42 hogs	318	12.00
J. C. Heyman, Marion county, Kansas, 11 hogs	271	12.45
Ben B. Koehn, McPherson county, Kansas, 14 hogs	135	12.35
J. O. Wilhite, Butler county, Kansas, 20 hogs	234	12.50
T. S. Davidson, Sedgwick county, Kansas, 15 hogs	227	11.85
Hilmer Best, Barber county, Kansas, 12 hogs	229	12.10
G. A. Ediger, Reno county, Kansas, 10 hogs	173	11.90
Leonard Ducan, Cowley county, Kansas, 12 hogs	175	12.10

SHEEP

Ralph Smith, Woods county, Oklahoma, 10 sheep	83	10.35
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Registration

Farmers Union Box Social

The of
(name of Local or Cooperative)

....., will hold a Farmers
(address)

Union Box Social at

(Name of meeting hall) (address of meeting place)

Signed

Committee Chairman

DON'T FAIL TO RETURN THIS REGISTRATION CARD

The Kansas Union Farmer

E. K. Dean, Salina, Kansas Editor

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**VISITING LINCOLN LOCAL
CLAY COUNTY**
By Jim Petty, President
Wabanssee County

While in Clay County I visited Lincoln Local and enjoyed a fine program put on by the Juniors of that Local, held at Idlewild school. The first numbers were by the Idlewild school band. The teacher and leader of the band, Marcene Enke, piano, Howard Waschnidt, drummer, Bob Woellhof, banjo, Oneita Musclemann, and Billy Woellhof, guitar, and LaVone Lind, Uke.

Several numbers by the Wachsnidt, Boys and Girls, Howard, Dorothy, Wendel, and Irene. One of the committees with a lot of work and little mention is the cats committee, Mrs. Joe Lindquist, and Mrs. Harry Kietz. I know every one there enjoyed the results of the work of the cats committee, they gave their applause by bringing their teeth together rather than their hands.

Lincoln has a dandy Junior Group. The Juniors have a "Major Problem" to solve as Juniors of the Farmers Union and they are attempting to solve it. The night I visited Lincoln Local one of the Juniors, was home on a furlough to visit the home folks after answering a call to help his Country settle another "Major Problem." His Country called him and he went, society grasped him by the hand, patted him on the back, and encouraged him to the limit. Some day that Junior will return and take up where he left off, not as a Junior but, as an adult member of the Farmers Union, he will then ask society for the right to live, and maintain a family on a family-type farm. If society is sincere now, with their hand shakes, pats on the back and other encouragements, they will gladly grant him his small request on his return. It would be asking very little of the farmers of our country to become members of the Farmers Union, now, and prepare the way for a family-type farm for agriculture, so when the boys return they may be as proud of us as we will be of them.

Visiting Kaw Valley Local
I knew Esther Ekblad was to attend a meeting at Kaw Valley for the purpose of organizing a Junior Group, so I took advantage of the standing invitation extended to me by Bert Wilson, President and visited with them that night.

Had the members all been there that night there would have been only standing room. Bert Wilson has been working hard to increase the membership and he has the satisfaction of seeing the school house filled, more each meeting night to capacity, with members. Bert is doing a swell job of interesting the farmers in the Farmers Union.

To hear Esther Ekblad, State Junior Leader, explain the Junior work, is educational, to young and old. The adults enjoyed hearing her, and in the very near future, Mrs. Frank Steele, the Junior Leader, will have a group of Juniors to take over when the older ones of that neighborhood retire to a fine home lighted and powered by, rural electrification.

The meeting was a Valentine Party, each one contributing a

CHANGE IN THIS WEEK'S PAPER

This week, because of lack of space, it has been necessary to remove from the mast head of the Kansas Union Farmer, the names of our state and national officers, our directors and business organizations. They will appear as usual in the next issue of the paper.

Valentine with his or her name. The Valentine was numbered and a like number was placed in a box, the number drawn entitling you to the Valentine of that number.

While we were singing, President Wilson and Secretary Clay-witter entered the school wearing very nifty creased white hats with two red stars, one over the other, on the front of the hats. It was a surprise and a novelty, to see them and they really cut up for us especially Mr. Wilson.

I do not know what time we met—some were on war time, and some on standard time—some were on sun time. We finally agreed we were on hard time. When I left on war time at 12:30 a. m., they had a hard time breaking up on any time.

Thanks to you all. Had a nice time on your time.

USDA REPORTS ON 1941 CORN AND WHEAT LOANS

Feb. 15 — The Department of Agriculture reported today that Commodity Credit Corporation had made 66,451 loans for \$50,203,226 on 68,775,022 bushels of 1941 crop corn through January 31, 1942. Loans made to date have averaged 73 cents per bushel. In Kansas, 791 loans were made on 649,362 bushels, for \$488,023.73.

Through January 31, 1942, CCC made 511,432 loans on 343,862,997 bushels of 1941 wheat in the amount of \$347,588,857. In Kansas, 103,066 loans were made in the amount of \$77,198,594.02, with 19,730,497 bushels in farm storage, and 54,731,159 bushels in warehouse storage.

Junior News

IN McPHERSON COUNTY

The Juniors of McPherson county had a party at the North Union schoolhouse Thursday evening, February 12. With a very good number of Juniors present the party had a gay start with folk dancing. Keith Peterson furnished music on his accordion.

A short business meeting was held during which a County Junior banquet was planned for March 6. Members of the banquet committee are Marlys Sponberg, Ruby Larson and Keith Peterson. Folk dances proved to be the recreation of the evening as the dances again prevailed after all business was taken care of. Partners for refreshments were determined by matching hearts and there was much hilarity as couples tried to drink coffee from cups that were tied together.—Ruby Larson, reporter.

The Juniors of the No. 8 Local are giving a special program Tuesday evening, February 17, at the No. 8 schoolhouse near Marquette. A large crowd of local people as visitors are expected.

IN COWLEY COUNTY

The Juniors of the Kellogg Local had a Valentine Party Saturday evening, February 14, at the Kellogg Hall. No special report has been received but our guess is that it was a plenty swell party.

IN NEMAHA COUNTY

Mrs. F. B. Roots writes—

Some two or three years ago, I remember your telling us at camp about a book on Parliamentary Rules which you were going to buy. You said the cost was \$1.00, and that the lessons were given in easy stages or chapters so that a group could easily "learn by doing." And that it was the best book of its kind you had ever seen. I am inclosing a dollar check, and if you can recognize the book from my description and think it will fit our needs here, I would like to have a copy. My group this year ranges from the third grade to the eighth. Would the text be too difficult? Of course the smaller ones could be expected to learn a great deal from observation. I intend to use that work for an original project this year if I can.

I still have a group of town youngsters—not a Farmers Union Mother or Dad to the whole bunch—but it seems I can't get rid of them. If bad weather or a conflicting date makes us miss a meeting they are all clamoring for another one, so we have just kept on. During the school year we meet evenings, twice a month, at our dairy room. Several of the youngsters are underprivileged, but they are full of pep and very much interested in these studies, and in farm life. They like to tag us around and "help" with the work in summer, so maybe we will make farmers out of some of them, who knows? We are becoming very much interested in birds now, and are studying the text "Birds are Good Neighbors."...

Prominent on Program at Stockholders' Meetings



Ralph Snyder, President, Wichita Bank for Cooperatives; E. K. Dean, President, Kansas Farmers Union; Cal Ward, Regional Director, Farm Security Administration, Lincoln, Neb.

THE 24TH ANNUAL MEETING OF STOCKHOLDERS

(Continued from Page Seven)
off of the market, thereby giving them a definite price control and lever. Now, therefore, be it resolved that producers of hogs in Kansas and Missouri make an effort to force all buying interests to purchase their supplies on the open market, so that a true demand will be instrumental in establishing price levels of the Kansas City and other open markets.

4. We recommend that the Board of Directors, by motion, be authorized to make an investigation as to the desirability of organizing a cooperative corporation without capital stock to take over the business of this corporation and to pay to the stockholders of this corporation the par value of their stock, part in cash and part in certificates of indebtedness, to be issued by such non-stock corporation and after investigation the board of directors are directed to call a stockholders' meeting at which such plans will be presented for reorganization as the directors approve and recommend for the approval of the stockholders of this corporation.

5. Whereas, the records of the organization show definite progress and increase in business the past year, Now, Therefore, be it resolved that we extend to the board of directors, the management and the employees at all houses a vote of appreciation for the splendid work they have done.

6. We recommend that a vote of appreciation be extended to the management of the Aladdin for the use of this room for our meeting and the many other courtesies extended us.

E. K. Dean,
Clyde W. Coffman,
E. H. Gladson

T. I. MULLINS, JUNCTION CITY, SHIPS MARKET TOPPERS

T. I. Mullins, Junction City, Kansas, shipped a load of Angus mixed yearlings to the Farmers Union Monday, February 9th, which were sold at \$13.25 per cwt. by Johnnie Hannon, Butcher Salesman. This was the top of the market on their class.

Mr. Mullins has a herd of choice quality Angus cows and these yearlings were out of that herd. His fed offerings always command a good price on the Kansas City market and show the result of the best of care and a real knowledge of feeding.

E. H. BERRY ELECTED TO LIVE STOCK BOARD

Mr. E. H. Berry of Galt, Mo., was elected a member of the Board of Directors of the Farmers Union Live Stock Commission Co. at its annual stockholders' meeting, Thursday, February 5, 1942.

Mr. Berry is a farmer in Grundy County, Missouri and handles cattle, hogs and sheep. He has been patronizing the Farmers Union Live Stock at Kansas City for a good many years. He is a real co-operator, a good member of the M. F. A. and a booster for any cooperative program or activity which is trying to do a real job for the farmers. The community which he represents has furnished the Kansas City office with a good business and the M. F. A. Exchange at Osgood, ably managed by Lon Hatcher, keeps two trucks busy hauling live stock to the

Kansas City market, a good percentage of which is sold by the Farmers Union.

The Farmers Union Live Stock is indeed proud to announce Mr. Berry's election to its board and realizes that his knowledge of co-operatives will be of assistance in the operation of the company.

Neighborhood Notes

ELLSWORTH COUNTY PLANS DEBATE FOR BOX

SUPPER NIGHT
The regular monthly meeting of the Ellsworth County Farmers Union was held February 10, 1942.

A report was given by Pat Nash, and Emil Stroede, on the annual meeting of the Farmers Union Jobbing Association at Kansas City, Missouri. Bert Harmon gave a report on the State Board meeting and told of the plans of a membership drive in the near future.

It was decided to have a debate on the night of March 10, for a program at the annual Farmers Union Box Supper. Music was also decided to be part of the program.

After the meeting the committee in charge of the Ellsworth local Box Social completed plans for this event which will be held in the Farmers Union Hall.

Prizes will be given to the oldest man and woman, the couple married the longest, the couple married the shortest time; the ugliest man and most attractive young lady, etc.

Boxes and pies will be sold at auction.

Everyone come and bring your neighbor.

Gale Cochran,
Reporter.

BUCKEYE LOCAL 1031 Resolution of Sympathy

Whereas, it has pleased Almighty God in His infinite wisdom and goodness to call from this life of toil and labor the mother of our fellow-members, Mr. and Mrs. Ray A. Schmidt, and whereas death has caused great sorrow to them, be it therefore resolved that we the members of Buckeye Local 1031 extend our sympathy to the bereaved family in this time of sorrow, and be it further resolved that a copy of these resolutions be sent to the family, one placed on the minutes of our Local, one to be sent to the Kansas Union Farmer for publication.

They never quite leave us, our loved ones who have passed, Through the shadows of death to the sunlight above, For a thousand sweet memories are holding them fast

To the places they blessed with their presents and love.

Rossie M. Stackhouse,
Robert B. Joy

MARKET LETTER

(Continued from Page Five)
ership of cash corn is much more attractive; and, as a result, elevators are pressing the sale of wheat in an effort to make space for corn which offers a more lucrative return.

Current flour business is extremely slow, and mills are reported to be carrying stocks at near their storage capacity.

Corn futures have had a steady undertone for some time, but their performance has not helped cash corn values. The basis has been steadily declining until today when Yellow corn sold at a scale

figuring 4½c under Kansas City May for Number Two grade. This represents a carrying charge such as we have not seen in the grain business for many years with delivery date being only slightly more than two months hence. This situation brings into focus the deplorable storage picture. The writer can imagine events next harvest which will be little less than catastrophic. Wheat is the one and only commodity which is really presenting an almost insoluble problem to the industry and to government. The empty elevators on the Atlantic seaboard and the Gulf coast plus the erection of a large amount of new storage, which we had last year, will not be available this spring and summer.

The Commodity Credit Corporation did not alter their price being used in the feed wheat sales program. This competition from CCC has been depressing to all the feed grains although it cannot be substituted for other grains in many instances, and it now becomes known that the original announcement of the program created a psychological fear that was greater than the facts justified.

Barley prices have retreated materially. The same is true of grain sorghums which have been under the pressure of competition of Texas offerings. Oats have felt the CCC competition least of all, but they are 2½c a bushel under the recent season's high at 60c for Chicago May.

RAY HENRY IS MARRIED

Ray Henry, of Stafford, Kansas, and Miss Fae Buckles of Kansas City, were married December 4, 1941. Henry is a member of the State Board of the Kansas Farmers Union.

Mrs. Henry is an accomplished musician and at the time of her marriage was dietitian at Research Hospital in Kansas City. Mr. and Mrs. Henry are at home in Stafford, Kansas.

Their Farmers Union friends, many of whom did not learn of the marriage until the Annual Meeting in Kansas City last week, extend congratulations and best wishes.

You Can Help! Buy Bonds and Stamps

The Open Forum

STABBING DEMOCRACY IN THE BACK

There are plenty of people in this country who deserve a pension, but there are very few congressmen among them.

Democracy got a pretty hard jolt when they raised their salaries from \$7,500 to \$10,00 per year in secret session; and every member who voted for the change should have been defeated.

People in this land of the free and home of the brave are go-

ing to the penitentiary every day for less crimes than the pension steal secretly pulled off by congress, and the guilty members should be conscripted and sent to the Philippines over the route where the enemy U-boats are the thickest to get them accustomed to danger, so they will be of some use under General MacArthur to clean up those slant-eyed sons of satan who have enrolled under Hitler to devastate the world.—J. C. Glasgow.