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Organization Education Co-operation



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Nat'l F. U. Board Points Out Weakness of AAA

Express Purpose of Program Was to Secure Parity Prices; The Administration Has Been Slow in Starting Operations; Insurance Rates Unfair

Strong criticism of the administration of the AAA program was voiced to Secretary of Agriculture Wallace in an open letter from the National Farmers Union board of directors, September 5. The letter or statement of the National Board is printed below. Also passed was a strong resolution demanding that collection policies of the Farm Credit Administration be less relentless.

The meeting of the national directors was in Devils Lake, N. D., September 5, preceding the national cooperative conference which the directors were enabled to attend in one trip.

The Agricultural Adjustment Act of 1938 had for its express purpose the securing for farmers of parity prices for agricultural commodities. On this basis, the act was presented to farmers as a partial solution to the protracted price problem that has virtually bankrupted American agriculture.

To make effective the avowed purpose of the act, several implementing mechanisms were provided for in the measure. Included in the act was a provision authorizing commodity loans. According to the provision, loans were to be made to participating farmers if and when the market price and the total available supply warranted such action.

Such commodity loans had a double purpose: (1) To prevent burdensome surpluses from being dumped on an already glutted market and (2) to place a floor below falling commodity prices. Commodity loans, according to the act, were to be made at a figure not less than 52 per cent nor more than 75 per cent of the determined parity price.

Early this year it became apparent that it would be necessary to put into operation the commodity loan provision of the act. Yet when it was announced that the lending program would be inaugurated the Federal agency authorized to make loans was totally unprepared to put the program into operation in time to meet the growing crisis. Further, because of the lack of a trained and sympathetic personnel, storage and warehousing requirements were announced which further nullified the effectiveness of the loan provision.

Even more serious than the complete inadequacy of the lending machinery to meet the crisis was the decision of the Secretary of Agriculture to authorize minimum rather than maximum loans. The effects of this deplorable decision were immediately apparent. Farm commodity prices which might have been stabilized through the commodity loan program at 75 per cent of parity dropped to a disastrous level.

Hold Secretary Responsible

Because of his deplorable unwise decision, the secretary of agriculture must be held responsible to a great extent for the present ruinous prices for agricultural commodities and the helplessness of farmers to meet the grave situation confronting them. In establishing the loan base at the minimum rate permitted under the act, the secretary chose to do the least in his power to meet the needs of impoverished and desperate agriculture.

Farmers are interested in results, not theories. They are confronted with a present fact of ruinous prices in spite of the stated purpose of the AAA of 1938 to bring parity prices to agriculture.

From all sections of the country come complaints of arbitrary rulings with respect to the establishment of acreage quotas for 1939. While we are not in a position to cite individual cases and their merit, we are of the belief that cooperation with the farm program in all its phases is seriously jeopardized because of the unwise policies thus far inaugurated.

In areas where he crop insurance provision was expected to be of most value, farmers are rejecting the program because of the high premiums required as compared to insurable yield. It is the general belief that the ten year base period chosen to determine premiums and insurable yields does not give a true picture of the crop hazards involved. The base period is generally recognized as being abnormal both as to outbreaks of crop destroying pests and to weather conditions.

The board of directors of the Farmers Educational and Cooperative Union of America has considered these matters carefully. In order to get a balanced viewpoint, the board of directors has advised with representatives of organized farmers in twelve leading agricultural states in two national conferences. The opinion was general at both conferences that unless drastic changes were made in administrative policies, the entire farm program would be jeopardized.

In view of these facts, the board of directors of the Farmers Educational and Cooperative Union of America urgently advises the Secretary of Agriculture to consider the following proposals:

- (1) That the entire subject of commodity loans be reopened, with the emphatic recommendation that the loan program be placed in efficient sympathetic hands and with the loan rate established at the maximum figure permitted under the act.
- (2) That the utmost care be taken in carrying out the provisions of the act with respect to the acreage reduction program, taking into consideration production trends, as provided in the act.
- (3) That the base period for determining crop insurance premiums and insurable yields be extended to include a period of not less than twenty years.
- (4) That in all matters possible, direct representatives of actual farmers be consulted in making decisions under the act.

We commend the Secretary of Agriculture for his tardy action in urging an export subsidy program to relieve the pressure of the price depressing surplus now being dumped on the domestic market. We urge that in carrying out the export subsidy program, commodities be purchased directly from farmers or farmers' cooperative marketing agencies wherever possible.

Collectors Are Relentless

Whereas, Federal lending agencies are following a policy of relentlessly collecting loans without considering the ability of farmers to meet these obligations, and Whereas, low prices and poor yields have made repayment an impossibility this year,

Now Therefore, Be it resolved that the National Farmers Union Board urges the adoption of the following recommendations:

- (1) That the farmers' ability to pay be taken into consideration.
- (2) That foreclosures be minimized as much as possible.
- (3) In case of foreclosures that no deficiency judgments be asked for.
- (4) That every effort be made to leave the farmer sufficient crops to feed his family and livestock and seed his next year's crop.

Two-Day Business Conference at Devils Lake Has Many Splendid Discussions and Reports of Various F. U. Developments

"We need the big guns of the artillery of legislation to clear away the underbrush and wire entanglements, but if we are to take the field we must move in with infantry of cooperative organization," declared National President John Vesecky in opening the fifth National Farmers Union Cooperative Conference at Devils Lake, North Dakota, August 30 and 31.

Carrying out this keynote 200 or more Farmers Union leaders discussed for two full days how to get the infantry moving and wherein Farmers Union cooperatives had fallen short of taking the field as fast as they must if the farmer is to be saved.

Farmers Union business representatives from ten states were there—Oklahoma, Kansas, Missouri, Colorado, Nebraska, Montana, South Dakota, Minnesota, Wisconsin and North Dakota. The North Dakota Union Farmer, edited by Morris Erickson, state secretary and member of the National Farmers Union board, gives a good account of the conference.

H. E. Witham, manager of the Farmers Union Jobbing Association, Kansas City, reported a 61 per cent increase during 1938 over 1937, the best year previously in the association's history. Particular interest was evidenced in his explanation of the "financial plan" of local Farmers Union elevator operation, and how 80 such elevators were financed by the terminal and give 100 per cent, of course, of their grain to their own terminal organization.

Don O'Connor, president of the Farmers Union Grain Terminal Association, St. Paul, Minn., told how the various wheat regions in the United States had different problems, and need their own regional organizations. He said, however, that the regionalists this winter would get together to form a national federation to do the things that could not be done individually.

Mr. O'Connor spoke with favor of the AAA wheat curtailment plan. "If we are to live in a system of scarcity, let us make it all scarcity; if we want a system of abundance we must have it all the way through. Farmers cannot buy on the scarcity system and sell on the abundance system," he said.

He also said that the private grain trade was being started by the present prices and was asking the Wheat Conservation Conference if help could be given for its stabilization.

Oil Program
J. L. Nolan, manager of the Nebraska Exchange oil department, went into some of the technical phases of producing the best lubricating oil and declared that the old methods of oil shipment were received by the oil companies that would even admit that they had complaints.

Oil associations are sometimes lax in telling the public why their products are better. Mr. Nolan, however, declared that the F. U. third grade oil was equal to some nationally advertised first grade oils.

He said that the next step for the farmers was to reduce the transportation costs of the private companies and had the advantage through their own pipelines and barges.

Mr. McCarthy, general manager of the Nebraska exchange, discussed the experiments they had made with Agrol, a power alcohol manufactured from farm products to be blended with gasoline.

Richard Joyce read a statistical report showing the reduction of margins in gasoline by years from 1927 on in North Dakota.

Trucking and Live Stock
How a Nebraska shipping association had revived its business after direct buying and truck hauling had all but eliminated the old methods of rail shipment was told by William Adams of Nebraska.

This shipping association started a truck line with a borrowed truck, and paid for it in seven months.

G. H. Knobel, manager of the Farmers Union Federated Cooperative Association, told of the development of this association and how important it is to save the F. U. Livestock Commission houses from the direct marketing system. Mr. Knobel pointed out that as long as a cooperative truck line handled only its own members products it was not subject to public carrier regulation. He also pointed out that the railroads were buying up the big truck lines and were trying to squeeze out the small trucker.

Cold Storage Plants
"The cooperative cold storage plant is destined to revolutionize the meat packing industry," was a statement made during one of the most interesting of the discussions.

H. W. McInnes of Trail county described the operation of the new locker system at Hillsboro.

Another board member from Nebraska described how his association had carried the cold storage plant a step forward and was now wholesaling and retailing meat at a saving to the consumer.

Both speakers urged the Farmers Union to get into this new and wide open field.

(Continued to Page 4)

Farm. Union Plans Booth at State Fair

Radio Will Bring Proceedings of National F. U. Convention at Madison, Wis.

There will be a Farmers Union booth at the Kansas State Fair, Hutchinson, September 17 to 23, and members and friends of the Farmers Union are cordially invited to make this booth their headquarters and meeting place.

At the booth will be John Fengel, state director, Harry Neath, manager of the Kansas City warehouse of the Farmers Union Jobbing Association, and probably L. J. Alkire, manager of the Wichita branch of the Farmers Union Live Stock Commission company.

Displays of KFU products and various Farmers Union in formation material will be at the booth.

The state fair board of managers has planned the 1938 exposition to embrace education, entertainment and exhibitions, so interwoven to provide a full week of wholesome enjoyment for everyone.

Low Admission
The admission charge to the outside gate to the Fair is 35 cents for adults in the afternoon until 6 p. m., 25 cents, in the evening. Children over 10 and under 15 years must pay 15 cents.

In the afternoon the grandstand seats cost 50 cents for adults, 25 cents for children. In the evenings the grandstand seats in the reserved section cost 75 cents for adults, 40 cents for children; those seats not reserved in the grandstand 50 cents for adults, and 25 cents for children. There is free parking for autos.

Are Many Attractions
A rodeo will be featured twice daily, Saturday and Sunday, and on Monday afternoon. Auto races will be held Tuesday and Friday afternoons. There will be horse races Wednesday and Thursday. Spectacular displays of fireworks will be held from Monday through Friday. The state fair revue is heralded as something entirely new, with music, comedy, and circus acts. A carnival, advertised as the world's largest, will be on the Midway.

Cash premiums total \$27,000 and the resources of our great state will be on dress parade: livestock, agriculture, machinery, domestic science, home economics, fine art, needlework, 4-H Club exhibits, and boy and girl scout exhibits.

"Bring the entire family and enjoy the numerous advantages of the fair," urges S. M. Mitchell, secretary.

RUSH IS OVER

August Receipts by Jobbing Association Are 803 Cars

The grain trade suffered its usual drop in August from the big grain receipts in July, reports the Farmers Union Jobbing association, Kansas City. The Farmers Union terminal received 803 cars in this month, compared with 4,348 in July. Equity elevators shipped 207 of these August cars.

While the Farmers Union Jobbing Association received nearly a thousand wheat cars more this July than in 1937, 4,348 compared with 3,097, the Farmers Union received with 30,041. The Jobbing Association received over 15 per cent of the wheat shipped to the Kansas City market in July.

In August the Kansas City market received 7,207 cars, the Jobbing association receiving 803 of these, or just a little over 11 per cent.

FOR COUNTY FAIR

T. R. Wells Has Been an Officer for 25 Years

T. R. Wells, state Farmers Union veteran of Elmdale, is president of the Chase County Fair Association. For 25 years Mr. Wells has served in some capacity on the Middle Creek or Chase County Fair Board, this being his tenth as president. The Chase county fair dates are September 28 to October 1.

"I remain a believer that the Fair is the best of all the public attractions that we have in the country," he writes. "That it does more to encourage the boys and girls of the county. It is a place where we as people can best assemble to take stock of, not only ourselves, but of our accomplishments for the year, meet our old friends and make new ones. I am sure that you will be glad if you attend your fair."

LOWER IMPLEMENT PRICES

Industry Is Shifting Production to Smaller Sizes

Allis-Chalmers Mfg. Company, La Porte, Ind., will start production January 1 on what is said to be the lowest priced combine on the market. The new combine will sell for \$345 f.o.b. factory, it is reported.

The report is that the equipment industry is shifting in 1939 toward production of smaller tractors and combines priced under present levels. An opinion is that acreage curtailment would help to make a good market for the smaller and less expensive types of equipment.

One Month Until Annual Convention

Big Attendance Is Expected In Salina Oct. 25-28; Juniors Will Take Charge of One Session—Managers to Meet on First Day

The annual convention of the Kansas Farmers Union will be held in the Salina Memorial Hall, October 26 to 28 inclusive, managers of Farmers Union cooperatives holding their meeting Tuesday, October 25. Matters of vital importance to Kansas farmers will be considered in speeches and membership discussions. Not only delegates, but every Farmers Union member and his family are urged to make every effort to attend their organization's annual meeting. It is the event of the year in Farmers Union importance, and merits the consideration it receives everywhere.

NBC Plans Broadcasts to Farmers

Members and Friends Are Invited to Make It Headquarters Sept. 17-23

Mrs. Gladys Talbot Edwards, National Farmers Union junior educational director, and Mrs. Mildred Kay Stoltz, junior educational director for Montana, will give the broadcast on the Farmers Union hour, 10:30 to 11:30, Saturday, September 24, on the National Broadcasting Company's Blue network.

Visitors to the nation's major agricultural shows this fall will again have the opportunity to witness a series of National Farm and Home Hour broadcasts direct from the scenes of the expositions. The National Broadcasting Company will originate Farm and Home Hour broadcasts in 10 different widely separated states in covering the agricultural show season during the fall months.

The schedule of broadcasts announced by William E. Drips, NBC director of agriculture, includes such nationally important events as the National Dairy Show, American Royal Live Stock and Horse Show, National Cornhusking Contest, International Livestock Exposition, and the annual conventions of the three major farm organizations.

Many Interesting Events
Following is a list of special Farm and Home Hour broadcasts scheduled to date. Dates of broadcasts from several events have not been set definitely.

National Percheron Show, Pomona, Calif., Sept. 16-Oct. 2.

National Catholic Rural Life Conference, Vincennes, Ind., Sept. 26.

Pacific International Livestock Show, Portland, Ore., Oct. 1-9.

Southeastern States Exposition, Atlanta, Ga., Oct. 2-9.

National Dairy Show, Columbus, O., Oct. 8-15.

American Royal, Oct. 17-19.

National Cornhusking Contest, Minnehaha County, So. Dak., Nov. 3.

Farmers' Union convention, Madison, Wis., Nov. 17.

National Grange convention, Portland, Ore., Nov. 19.

International Livestock Exposition, Chicago, Ill., Nov. 28-29-30, and Dec. 1-2.

American Farm Bureau Federation convention, New Orleans, La., during week of Dec. 12.

All of the broadcasts will highlight first hand reports by farm experts and officials of the events, descriptions of the colorful exposition halls, and interviews with exhibitors who enter the charmed circle of blue ribbon winners.

In addition to the broadcasts listed, the Farm and Home Hour also will be presented from the campuses of four land grant colleges this fall. On Wednesday, September 28, the program will originate on the campus of the University of Wyoming, Laramie. Programs also will be aired from the University of Minnesota, Connecticut Agricultural College and Virginia Polytechnic Institute.

The Farm and Home Hour is heard each week day at 10:30 a. m. CST over the coast to coast NBC-Blue network.

Give Market Information
Market information of practical use to farmers in all sections of the country is featured each week day on the National Farm and Home Hour through the cooperation of the Bureau of Agricultural Economics of the United States Department of Agriculture.

The current price, supply, demand and other factors that may influence both farm and terminal market prices of the leading agricultural products are broadcast Mondays through Saturdays at approximately 11:00 a. m. CST over the coast to coast NBC-Blue network.

To make this market report service more complete, the bureau recently added to the spot market quotations at terminal markets, a brief digest of market conditions at certain major shipping points. During the harvest the Farm and Home Hour furnishes daily market information about lettuce and cantaloupes in California, apples in Michigan, potatoes in Alabama, cabbage in Mississippi, onions in Texas, strawberries in North Carolina and Maryland and other staple crops in major producing sections.

As the season progresses adjustments in the information covering different commodities and shipping points are made by the Bureau to provide farmers in all sections a brief digest of the activity in markets in which they are interested.

An instructive and entertaining program is promised, although the program is not completed ready to be announced. The state directors have another meeting scheduled soon, and a complete program will be ready for publication in the October 6 number of The Kansas Union Farmer.

Farmers Union Juniors this year will have a special place on the convention program, in charge of Miss Esther Ekblad, Leonardville, state junior leader. The Ladies Auxiliary will have its regular meetings. Mrs. M. L. Beckman, Clay Center, is president of the Auxiliary. The Farmers Union convention is one to attract not only the men folks, but every member of a farm family. A big attendance is expected.

A Central Location
Centrally located in the state, Salina is on main train lines, and on highway 40 going east and west, and on highway 81, going north and south. The progressive western city has ample hotel facilities, with reasonable prices; and numerous and up-to-date eating places. It has been mentioned that Salina's tourist cabins might be considered by some who will attend the convention.

C. B. Thowe, Alma, president of the Farmers Union Managerial association, attended the recent Devils Lake conference, and may be expected to have some ideas to take up with other local managers to further the progress of Farmers Union business associations.

A fine display of pictures of local businesses is expected, much interest being anticipated by the encouragement Mr. Vesecky gave at the last managers' meeting by offering a \$5 prize for the best appearing Farmers Union cooperative.

Display of Pictures

Pat Nash, manager of the Ellsworth Farmers Union elevator, recently wrote that the warehouses and the Farmers Union elevator at Ellsworth were being dressed up in aluminum paint and trimmed in apple green. "This paint job is making a wonderful improvement in the appearance of the property," he wrote. "We intend to take some pictures and no doubt we will give somebody a run for President Vesecky's \$5.00 prize money at the state convention."

The state-wide business associations will as usual give reports of their business operations. Again the Farmers Union Jobbing Association will probably draw great attention as another new volume record was made this year.

The National Farmers Union convention will begin November 15 at Madison, Wisconsin, and will last three days.

The board of the National Farmers Union in recent session took a great forward step when it created an Organization Committee to do development work in the West and Southwest. James G. Patton was made chairman of this organization and plans established by the National Board contemplate an organization and expansion program in Arizona, New Mexico, Utah, Wyoming and California.

Mr. Patton, secretary of the Colorado Farmers Union and head of the National committee, plans to visit most or all of these states within the next few months to confer with leaders and to make definite arrangements wherever possible for active campaigns to be undertaken. The Farmers Union has great possibilities in these states for the future.

APPLY FOR WHEAT LOANS

AAA Reports 519 Applications from Kansas Growers

Application for wheat loans under the new government program has been made by approximately 519 Kansas farmers in 28 counties, according to E. H. Leker, state AAA executive officer, September 10.

Wheat eligible for the loans must grade 1, 2 or 3 and the No. 4 grain is acceptable if equal to No. 3 in all respects except test weight, Leker said. The loan rates vary according to the grade of the wheat and distance from where it is stored to a terminal market.

No. 1 wheat is eligible for loans of 1 cent a bushel more than No. 2, and No. 3 wheat is discounted 3 cents a bushel under No. 2. Dark hard winter wheat has a higher loan value than ordinary winter wheat. Discounts are made for smut and garlic.

The Kansas Union Farmer

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

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SALINA, KANSAS, THURSDAY, SEPTEMBER 15, 1938

The AAA Is Not All OK

Edward A. O'Neal president of the American Farm Bureau Federation, took a Pollyanna attitude toward agricultural adjustment administration, September 10, in giving it his 100 per cent approval. Such an attitude is a dangerous one from the standpoint of the American farmer. The Administration has not secured parity prices for his surplus, or a workable system for restricting domestic production. There has been set up a great deal of adjustment machinery, and the machinery may work; or it may need improvement. Members of the Farmers Union generally feel that farmers are the people who should point out where the program can be bettered and that the criticism can best be made through their farm organization. For through their farm organization to give such strong praise in the face of the program's failure to reach its goal is to encourage criticism from farmers in greater numbers.

Michigan vs. California

A retaliatory embargo against the entry of California farm products into Michigan is the demand of a resolution placed before the Michigan legislature September 2. The lawmakers declared that California has a like ban on Michigan fruits and vegetables. The U. S. has developed abundant production through free trade between the different states. State boundary lines have meant little or nothing in our national business life. Because our nation has not yet found the way to a system of distribution of goods for the benefit of our people is no reason for tearing away the machinery we do have for mass production and economical marketing. Surely the people of the United States should think of a Union, and not return to sectional misunderstandings and hatreds. Our economic distribution problem is one for Americans to work out together.

Our philosophy stops short, however, on reaching national boundary lines. Our sympathies are with the masses throughout the world who labor for a happy living, who now under only to make the best of things under despotic conditions in government. Twenty years ago American soldiers were in France fighting in the hope of making the "World Safe for Democracy." There was perhaps another, an unvoiced hope that the victory for the Allies would come the development of more democracy in governments throughout the world. The years since the war have brought the realization that democracy is the result of generations of governmental growth. And time and again we are urged to remind that each generation of citizens must be grounded in our political understanding—of the Magna Carta, the Bill of Rights, the Declaration of Independence, and our Constitution. Despotism is tyranny and is based on the principle that its subjects live by the power of their government. Democratic government is set up not for itself, but for the people and by the people, its citizens. Democracy will develop through the world as the years go by as Christianity and politics of education spread. But by patient historians, as generation after generation pass along. Better government will come not through wars, but through peace.

Business and the development of world trade should be one of the instruments for the maintenance of peace and the strengthening of political forces for democracy. Secretary Hull's Reciprocal Trade Treaties would seem inherently sound in principle. The technicalities of their

formation, guided by the testimony and guidance of big business interests, have resulted in various injustices to American Agriculture. The hearings before their final promulgation have been attended by Farmers Union and other farmer representatives. But the Farmers Union has no greater strength than the total of its membership. Big Business interests must be met by Big Farmers Union representation if equitable trade agreements are written. The Farmers Union must develop national in Kansas, but nation-wide as more important. We may rejoice in evidences of such growth, especially in recent months.

With a greater organization, it is appropriate that more attention be given to the needs of Agriculture and studios research toward the care of these needs. The activities of Farm Research, Inc., Washington, D. C., in connection with the National Farmers Union, may well be watched with interest and hope by the farmer.

Grocery stores in our state of Kansas are offering fruits and vegetables at prices that are not only lower than those offered in California and Michigan. Some of us take note and watch for a trademark on the product identifying a farm marketing cooperative, but generally care little about states, except as the source may relate to the quality of the product. For we look not only for quantity but quality, and today's housewife can certainly do wonders with her food pennies. Wheat is not only food pennies. Wheat in high production is linked with low prices. Certain farm cooperatives work on a basis with the farmer on which the farmer's entire production is sold to the cooperative, and the cooperative markets the fruit, say in the case of the California Fruit Growers Exchange, for the highest price for the crop as a whole.

We remember reading a book a few years ago in which the author analyzed the nation's industries, and pointed out that those which paid the best wages to their workmen along with pushing a carefully planned sales program were in the better financial position. An example of the better class was the automotive industry. Not often do we link Agriculture in our thinking in an interlocking position with the knowledge is general that we people in the United States live in the same economic system, and that if the system is made to work it need provide work and equitable incomes to our people.

At the top of the Labor Union structure, labor leaders recognize their relationship with the farmer, and welcome conferences as have been had with the National Farmers Union board of directors not long ago. At the center of our nation's political activity, in Washington, D. C., legislative leaders recognize the relationship of one economic group with another, and the "farm problem" is of great diplomatic importance.

The theory is approved by the Chamber of Commerce of our state which recommends local communities to build up themselves as self-contained units, developing a number of business concerns with relatively small numbers on a payroll, rather than making efforts to attract a single factory whose influence on the prosperity of the community might later be judged by its own representatives as proportionate with its own financial success. Once established, certainly the welfare of one large group of its laborers is important to a city of moderate size.

The economic principles which relate to a well-balanced financial life

of a community are true in the economic structure of a nation. Economic principles do not change any more than a square changes from a square as long as its four sides are of equal length.

On the other hand, the farmer has a nut to fit his bolt in a tractor or automotive factory, just as the farmer had when he paid wages direct to his hired hand, in those olden days before the Machine Age when the farmer and his family had more than they could do by quite a little, but found farming profitable. Labor is still paid for his hire, and the farmer pays his share.

Agriculture gives government as heavily a welcome in production control as business gives it when the government enters the latter field to regulate competition, monopoly, and collect its taxes. Farmers generally welcome government action in the measures they deserve. They have generally given abundant proof of their patience in both time and money and cooperate with the government. They are beginning to realize, however, that farm programs, whether under this administration or that, are experimental in such a broad sense as to affect generations of farmers rather than just a year or two of profits.

Basically, the prosperity of Agriculture rests upon its own responsibility, and this necessitates farmer organization. The Farmers Union is organized soundly from the local, to State, to Nation. It stands for sound agricultural legislation: and sound business methods in cooperative marketing and purchasing.

The Farmers Union is an organization of dirt farmers, meaning not the suitcase variety, the distant stockholders of the vested corporate interests, the absentee landlords, the mortgage holders, or the speculative and philosophic. The Farmers Union believes farming should benefit chiefly those democratic, liberty-loving Americans who do the farming and in time of need get appreciation and a good share of the job of preserving America.

The Farmers Union has two good legs which keep moving for good farm legislation and greater development for marketing and purchasing cooperatives; an elastic chest expansion; and a strong, vibrant voice. The Farmers Union needs these physical qualities, and there isn't a farmer but needs the Farmers Union.

We used to have an old time philosophy that we need an extension service to make two blades grow where one grew before, but in this modern age we make the two blades grow and then plow them under. Progressive Farm News. And the ever-ready extension service answers both calls.

Jimmy Dorsey with his famous dance band will appear in Salina, September 24. According to main street gossamer, James J. Farley, Postmaster General, and Guy T. Helvering, collector commissioner of internal revenue, are only "also" to be here. On this date the new \$325,000 Federal post office building will be dedicated.

We asked our friend C. B. Bissell, editor of the Salina Sun and staunch Democrat, if the Democrats were going to keep out of war this time. "Well," he answered, "the Republicans didn't keep us out of the Civil War."

Nice to Hear It!

I am enclosing a three cent stamp

It Isn't the Name for the System That Counts, But How it Works

"The farmer is not a socialist, he is not a collectivist; he owns his farm or at least the soil on which he farms; he is an individualist—a small capitalist."

The above statement was purported to have been made by Czechoslovakian leader about the farm-ers of his country and it will apply equally well to the farmers of the United States. This statement explains why many farmers are not what one would term good cooperators. It is the farmer's business and not the National Farmers Union board of directors and editor of the Cooperative Farmer, North Kansas City, Mo.

Farm people are both laborers and capitalists. They own and operate their own business and while they are not always getting it, their intention is to make a profit from their investment and labor. Most farmers have been taught from childhood to work hard and produce as much as possible, and hard work was the first step to thrift and prosperity.

Take Pride in Shrewdness

Also, farmers have been taught to bargain among themselves and with the local dealers for the best price for their products as well as for the things they buy. They have been taught that it was good business to work one dealer against the other in order to pry out an extra cent a bushel for their grain or a cent a dozen more for their eggs. They have been taught that to get the extra cent is a mark of superior salesmanship and business ability.

Such teachings may have been more or less true under the old competitive system of doing business where the dealer kept his business as his gain. Under the cooperative plan of doing business, where the member gets all the savings above the actual cost of handling, the teaching of "bargaining" methods of doing business is wrong. A cooperative should pay the same price to each member for like products with only market differentials for different grades. No member has a right to ask or receive from his cooperative a better price than the cooperative all members will be equal in price paid them and in the distribution of earnings.

Need Volume for Success

Success in cooperative marketing depends on the collective action of all members so as to amass sufficient volume to give bargaining power.

All members must be treated the same if there is to be the most wholesome and profitable whole. Different treatment breeds dissatisfaction among members and poor cooperation. Members should furnish their cooperative the best products possible so as to help raise the selling price as well as reap the benefits in either higher advance prices or greater savings.

When a member of a cooperative asks the manager to pay him more than the other members are getting, he is in fact asking to be given a part of his brother member's savings. That we all know is unfair and not the true spirit of a real cooperator. A true cooperator wants all that is coming to him but also wants his cooperative partner to receive the same.

It is the contrast between the teachings of the competitive system and a cooperative system that is hard for some farm folks to get reconciled to. Because of this conflict of theory in the two systems of handling business, it will take a lot of educating and work to create an understanding membership that can get the best results through cooperation.

Cooperative marketing is slowly gaining ground and will eventually replace the old competitive profit system of distribution. It is coming because the old system has broken down and no longer functions in the interest of either the producer or consumer. It is operated almost wholly for the benefit and profit of the middleman who is in control of the system.

Arithmetic problem in a German textbook for 10-year-olds: A squadron of 46 bombing planes throw Every plane carries 500 bombs weighing 1,500 kg. each. Calculate the weight of all the bombs together. How many fires will the bombs cause if every third explodes and every 20th causes a fire?

The world is pressure mad. Power politics has nullified statesmanship. We use coercion in our economic problems and are dismayed with the results. It is a wonder we are not worse off than we are because if history can teach any lesson, it is that about the futility of fighting this nation or any other into a millennium with a series of "thou shalt not's." Dodge City Globe.

Neighborhood Notes

An All-Day Meeting
The Douglas county Farmers Union will hold its regular quarterly meeting at Cargy school house, Saturday, September 24, beginning at 10:30 a. m. At this meeting will be considered business of Farmers Union importance.

Basket dinner at noon.
Miss Esther Ekblad, state junior leader, whose topic will be "Junior Developments," will be the principal speaker in the afternoon.
Cyrus P. Anderson, Sec.

Attends McPherson Meeting
I attended the McPherson County meeting Labor Day evening at Grove-land and they did have a splendid meeting. The attendance was good, since the church was full, even to the reception hall, and there was splendid cooperation and a keen interest in the affairs of the Farmers Union and its activities.

There were quite a few of the Juniors present and they reported on their experiences at Junior Camp. A general report was given by Leonard Shaffer.

Charles Peterson reported on the course of study and rendered quite a comprehensive report on the subjects of World Problems—Cooperatives and Leadership.
Miss Clara Olson rendered a four minute speech which was really good and centered around the theme of Cooperative Medicine and Hospitalization.

Miss Betty Peterson rendered a recitation. The recitation was a varied program consisting of solos and other musical numbers.
The meeting was just what one might expect from a County like McPherson and their program and entertainment was also very entertaining and instructive.

After the meeting everybody enjoyed a sumptuous watermelon feed out on the lawn of the church.
J. P. Fengel.

McPherson county Farmers Union held their quarterly meeting September 5 at Grove-land. Eight locals answered roll call and gave a report. We had the juniors with us at this meeting that attended Junior Camp and gave us a report from the camp. The following program was rendered:
Duet by Kasey children; Report from Junior camp; Chas. Peterson, morning classes; Bernard Schaff, camp life; Betty Peterson, evening program; Clara Olson, a four minute speech; Health is Public Business. Trombone solo, Donald Mishler, accompanied by Phyllis Mishler; Piano solo by Carolyn Walker, and remarks were given by James Walker from the Junior camp. Mr. Fengel, member of the state board, with us and to give us a very interesting talk.

Clara Olson was chosen as our Junior delegate to the State convention with us in pleasant memories: be it therefore resolved that we give expression of our deep sympathy to the bereaved family.

Blessed are the dead who died in the Lord from henceforth: Yea, saith the Spirit, that they may rest from their labors, for their works follow with them.

Farmers Union,
Girard, Local No. 494.

In Pennsylvania

Although there has not been much printed noise hereabouts, there has been plenty of Farmers Union activity on both sides of the Delaware Valley.

In Bucks County Pennsylvania work is carried on in its several locals. Across the river in Hunterdon County, New Jersey, Local Number 3 carried on. Particularly, over there, they are pioneers in cooperative activity. The Farmers Union sponsored Delaware Valley Farmers Cooperative Association of Frenchtown meeting reported continued growth and success.

Pay Visit To Wisconsin

But their latest cooperative work has every one sitting up and taking notice, particularly the cash and notes, at this time of year especially much the farmers by selling them replacements for their herds which they must have to maintain their basic in the milk market. So, after quite a discussion at the Farmers Union meetings, correspondence was taken up with dairy men in Wisconsin. It was stressed that these must be Farmers Union.

Then a group of the "boys" went over to the local bank; collectively signed a note, took the money, and jumped into a car. They are now in Wisconsin which we are glad to know is very much the Farmers Union, and are buying Farmers Union cows at cost—cooperatively. Frank Perchallo, organizer of Local Number 3, New Jersey, is the leader of this group. Frank and many members of this local are former Russians, and they wonder at the appearing in the Marissa Union Farmer of portending news of a crisis in Soviet Russia. They think the editor is handing out a lot of hog wash.

Over in Bucks County, Farmers Union members have been incidental in fighting for democratic procedure in their Bucks County Producers cooperative Association—Poultry and Egg Auction. A lot of interest has been aroused here by the statement of Rudy Greenberg, Secretary, of the Farmers Union Organizing Committee of Bucks County, on the AAA. Rudy, by the way, jumped on his motorcycle a couple of weeks ago and went to Nebraska to attend a Co-operators school there.

Many people here are "listening in" to the monthly broadcasts of the National Farmers Union. Their regard for the Farmers Union is raised a lot by the unusually scholarly and logical presentation of fact by the leadership of the National Union. Bucks county members are gratified to know that the state convention is to be held at Reading this year. The distance to these parts is rather reasonable so more delegates will be able

for the July 21 issue of the paper. I like the poem of Kansas Prairies (by A. M. Kinney) and wish to keep it. The paper is enjoyed by every member of our family.
Lou Ella Kerns.

Meeting at Seneca

September 2 was the regular meeting night of the Rock Local, north of Seneca. Although it had rained nearly all afternoon there was a good crowd in attendance. The Farmers Union had no special business this month and the local secretary had forgotten to bring his spectacles along, so, after giving him time to try out several pairs that were offered for use, the president turned the entire meeting over to the Juniors.

All joined in several good songs, then splendid reports of the State Camp at Eureka Park were given by Arlene Reist and Winnifred Sack. Among the visitors present was Thelma Wempe who had attended All-State Camp at Estes Park, and who had represented Kansas in the National Juniors radio broadcast from Denver, July 23rd. She gave an interesting account of All-State Camp. The remainder of the evening was spent making plans for our program at a Junior Festival to be held the first Saturday in October at Cantralia.

Plan Nemaha Festival

The Nemaha County Farmers Union Juniors are planning a Junior Festival to be held in the City Park at Cantralia, October 1. There will be a basket dinner at noon followed by a short program given by the Juniors. Then we have the promise of two good speakers, John Vesecky, our National President, and Esther Ekblad, our State Junior Leader. We feel fortunate, indeed, in securing the services of these two splendid workers.

The Juniors hope that many of the friends they made at State Camp will be able to join us in this Festival. Weather permitting, we plan to have young and old join in "dancing on the green." In some of the folk games everyone liked to play at Eureka Park. We welcome all Farmers Union members, and friends of the Union, old and young. Bring your baskets and come for good time—we want to get better acquainted with each other.

Mrs. F. B. Root,
Co. Jr. Leader.

In Washington County

The Washington county Farmers Union will hold its quarterly meeting in the high school auditorium in Morrowville, Thursday, September 22. Secretaries and members please be present. Let's make this a well attended meeting.
Ernest Bennie Pres.
Dan Combow, Sec.

Resolution of Sympathy, Crawford County, Girard Local No. 494.

Whereas it has pleased our Heavenly Father to remove from our midst a very faithful and respected member, Mr. J. N. Thomson, and whereas he is sadly missed but yet remains with us in pleasant memories: be it therefore resolved that we give expression of our deep sympathy to the bereaved family.

Blessed are the dead who died in the Lord from henceforth: Yea, saith the Spirit, that they may rest from their labors, for their works follow with them.

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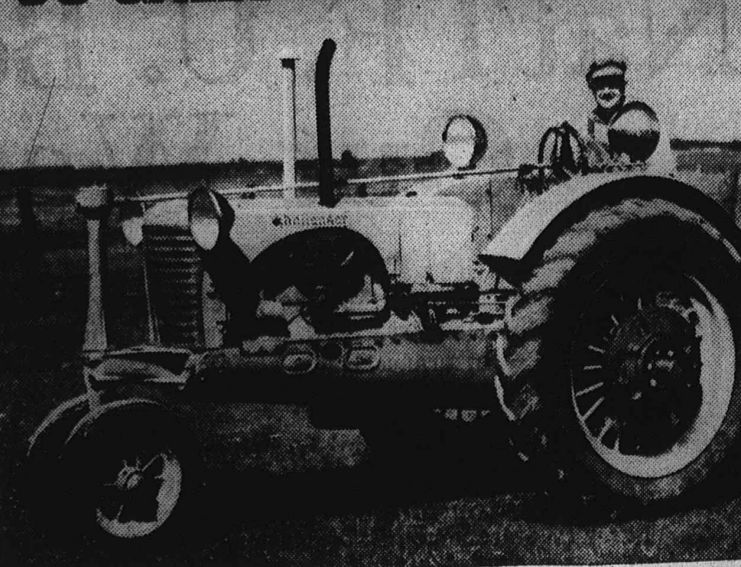
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PLOWS 18 ACRES OF BLACK, MUCKY SOIL ON 30 GALLONS OF GASOLINE



"I can do one-half more work on the same amount of fuel than I did with my old low compression tractor," says Fred A. Blum, of Ogden, Illinois, who decided to buy a tractor designed to get all the new from regular-grade gasoline—the Massey-Harris Twin Power Challenger.

WHEN a company designs a tractor to burn regular-grade gasoline only, what happens? Does it actually deliver more power at the drawbar or belt? Is it easier on your pocket-book because it gets more power out of the fuel it uses? Ask Fred A. Blum, of Ogden, Illinois, and here's what he'll tell you:

"For several years, I have been deciding on which new tractor to buy. I looked over a number of tractors and selected the Massey-Harris Twin Power Challenger. With this tractor burning regular-grade gasoline, I can do one-half more work on the same amount of fuel than I did with my old low compression tractor. For instance, my old low compression tractor would plow 12 acres and use 30 gallons of fuel in 12 hours. My new Massey-Harris Twin Power tractor will plow 18 acres in the same number of hours on 30 gallons of regular-grade gasoline.

"I farm 160 acres of black, mucky soil, where plowing is plenty tough, and grow corn, soy beans, and oats. We operate a 12-foot combine and a 2-row corn picker. My Twin Power Massey-Harris Challenger tractor

working on a regular-grade gasoline gives me everything I want in a tractor."

To get the extra power and economy of gasoline in a tractor, make sure that the next tractor you buy has been designed to burn gasoline efficiently. This may mean one of several engine features—a "cold" gasoline type manifold, a high compression cylinder head or pistons, or an "auto-mobile" type engine. You can make the added power and economy of gasoline pay you dividends in your present tractor by installing "altitude" pistons or a high compression cylinder head at the next overhaul, and changing the manifold setting or the manifold to the "cold" gasoline type.

SEND FOR FREE 24-PAGE BOOKLET

Write today for FREE illustrated 24-page booklet "How to Get More Tractor Power." It tells you: How to Reduce Tractor Costs. Why Some Fuels Produce More Power. How High Compression Works. How to Do More Work in the Same Time. Send a penny postcard now to Dept. TC-35, Ethyl Gasoline Corporation, Chrysler Building, New York, N. Y., manufacturer of anti-knock fluids for premium and regular-grade gasoline.

IT PAYS TO BUY GOOD GASOLINE FOR CARS, TRUCKS AND TRACTORS

to attend. Last year we had only two present, although we were entitled to many times more. So, we wonder with S. Fritz, as to who was "packing" last year's convention. We are also hoping that a lot of nervous nellys will not disrupt this year's convention with a series of "labor-politics-red etc" because issues of vital importance to farmers as a class are taken up.

Fraternally yours,
Lars, Secy Local.
Edwina, Pa.

A Bedtime Story

Wherein a Farmer Bewails Legislative Slowness

A bedtime story to awaken good cooperators, it is called, and is found in the current number of the North Dakota Union Farmer. Once upon a time, it seems, a farmer declared that the cooperative way was too slow to save, that the pennies he saved on oil and cream and grain and livestock by patronizing the Farmers Union business wouldn't lift the mortgage.

"Why, a single law will wipe out my mortgage and solve all farm problems," so this farmer worked diligently for this law. Year after year he wrote to his congressman, but year after year the law would just barely miss passing.

So, if the Democrats were in power, he voted Republican; and when the Republicans were in power he voted Democratic. But whoever he voted in always went back on his campaign promise.

And year after year he kept on patronizing the oil trust, and the dairy centralizers, and the milling interests because the cooperatives were too slow.

And after many years, when the proposed bill had whiskers on it, it finally passed. And the discouraged farmer, who had long since given up hope, asked how come.

"Oh, the big industries that used to fight it so hard have lost so much business to the co-ops that they can't spend any more money in Washington, and the Farmers Union is so powerful that the politicians will do anything they want."

Cut Corn Estimate

Dry weather, hot winds, and grasshoppers took a 112,000,000-bushel toll from at nation's corn crop during August, according to the Agriculture Department, and thereby virtually eliminated prospects of burdensome supplies of the crop.

The Kansas corn crop is estimated at 47,139,000 bushels, as compared with 23,244,000 last year and a ten-year average of 97,639,000 bushels, according to the September 1 U. S. Government report. Kansas wheat crop now is estimated at 149,294,000 bushels, against 158,052,000 last year, a ten-year average 135,688,000 bushels.

They're using KFU feeds in the cattle country about Overbrook, in Osage county. Tom Hupp, manager of the Farmers Union here, just recently ordered a carload of commercial feed from the Farmers Union Jobbing Association, Kansas City. Mr. Hupp boasts the regional grain marketing program, and 65 wheat cars went to the Jobbing Association from there this season. Overbrook is the town which until just a few years ago boasted that it was the biggest unincorporated town in Kansas. Yet, or two ago, however, lack of confidence in the wisdom of the boast was felt and the town is now incorporated.

STATE'S GREATEST EXPOSITION

KANSAS STATE FAIR

SEPT. 17 to 23

7 full days program

* ADAMS RODEO
* CHAMPION AUTO RACES
* HARNES RACES
* RUNNING RACES
* OUTDOOR STAGE
* NIGHT SHOW
* SPECTACULAR FIREWORKS DISPLAYS

Plan to attend YOUR OFFICIAL STATE FAIR

Junior and Juvenile Department

Juniors from 16 to 21

Juniors from 6 to 16

**Junior Motto: "He loves his country best
who strives to make it best"**

THE TEST

Life? And worth living?
Yes, with each part of us—
Hurt of us, help of us, hope of us, heart of us,
Life is worth living.

Ah! with the whole of us,
Will of us, brain of us, senses and soul of us.
Is life worth living?
Aye, with the best of us,
Heights of us, depths of us—
Life is the test of us!

—Corinne Roosevelt Robinson.

YOUR LEADER'S MESSAGE

Esther Ekblad

Announcing! Convention Plans!
Convention time is rapidly approaching and since the Juniors are to have an afternoon or evening on the convention program, we are rallying for your help and cooperation. Don't you think it should be a dandy good program? I certainly do and no compromises on that either! An entire session in which to show the convention delegates just where we stand. We have plenty to show too, so let's get busy and prepare to give of our best to the convention program. We are going to have Junior contests, four minute speech and essay contests. We also want to develop other numbers for our program that will show what we are doing in our communities, and we hope to bring our day to a climax with a banquet.

We are printing the rules and judging points of the contests; study those carefully and then start work on one or the other. We'd better not say, "I'll start tomorrow," there just isn't any time to lose. These contests are for Juniors, those persons between the ages of sixteen and twenty-one, whose parents are members of the Farmers Union. A Junior who is over twenty-one years of age before Oct. 1 of this year cannot enter the contests. Work done on Junior Achievement Records will be taken into consideration in the judging of the contests.

Four Minute Speech Contest. Rules and Judging Points.
Any speech which is less than four minutes or more than five minutes in length is disqualified, no matter how valuable a speech.

SUBJECT MATTER: It must be upon some topic of current interest to farmers, either economic, educational, or cooperative.

DELIVERY: Can the voice be heard in the back of the room? Are all of the words clear? Does the speaker give the speech as though he believed it himself and has confidence in what he is saying? Reading a speech or being prompted disqualifies a contestant. Notes may be used.

POISE: Does the speaker stand well; appear calm and confident? Does he have control of himself and appear to be thinking on his feet, or is he trying to remember a committed speech?

Timekeepers will be appointed who will watch the time; one of the timekeepers will rise at the end of four minutes, so that the speaker will know that he then has less than one minute left.

Essay Contests. Rules and Judging Points.
SUBJECT MATTER: The essay must be on the topic of cooperation or farm organization. It must not be less than 1000 words or more than 1500 words in length.

THOUGHT CONTEST: An accurate knowledge of the subject, treated in a manner which shows study and observation.

PRESENTATION: (Written). The subject of the essay should be so handled that the facts follow each other in logical sequence from an informative introduction to an effective climax.

AUTHENTICITY: Statements must be free from error in regard to facts and statistics.

ORIGINALITY: The style must be the writer's own. No copying. Quotations enclosed in quotation marks with credit given to the source, may be used sparingly to illustrate a point.

SOCIAL VALUE: The essay must show that the study of the subject has given the writer a real knowledge of the subject and of our present social structure as touched by the subject. It should show that the student has been given an incentive for further study along these lines and that he is better equipped to adjust himself to existing conditions with a view to bettering them. It should show that the student has some knowledge of fundamental economics.

FORM: The essay must be written with pen and ink, or on the typewriter, using one side of the page, only, and observing the usual margins. The essays should reach the State Office, Salina, not later than October 20, in order that they may be judged before the convention.

These are your contests, Juniors, and even though all cannot win first, I am sure that you'll be sorry that you entered. You are going to profit much in the preparation.

A Word To Juniors and Junior Reserves
We hope that you Juniors do not feel forgotten as we are certainly thinking of you as we plan our convention program. We are interested in the work you are doing, the posters and scrapbooks that you have been making in your classes, and we are anxious that the delegates at the convention see them too.

This is what we are going to do—in making your scrapbooks and posters—we know that each one of you have helped, you have worked together, so we are not going to have a contest but we are going to give awards to those Juvenile classes that bring interesting exhibits to the convention. The exhibits that your class brings should be illustrative of the things you are studying.

We aren't going to tell what the awards are going to be, that would destroy the fun, but we will have something that all the members of your class can enjoy.

Note: The following Mass Recitation was arranged and prepared by the dramatics class of the Farmers Union Junior Camp, held at the Eureka Park, Manhattan, August 1-6. Those who took part in the project were: James Walker, McPherson; Billy Rhodes, McPherson; Hermogene Palenske, Alma; Aubrey Williams, Manhattan; Eleanor Clark, McPherson; Lucile Parry, Manhattan; Ross Palenske, Alma; Frieda Masler, Salina, was director of the class.)

YOUTH HUNTING A JOB
(Mass Recitation)
Scene: Waiting room of a State Re-Employment Office.

Voices—Seven, waiting, hopeless, weary, discouraged looks upon their haggard faces. Their clothes are at the disheveled and threadbare stage.

First Voice: My first year out of college and still no job!

Second Voice: Working four years as student operator, I lost my job!

Third Voice: I'm hunting work to support my mother and invalid father.

All: No jobs! We are strong—we are willing—but, unwelcome. Unwelcome!

Fourth Voice: I've got to have work! I'm a widow—my babies are starving!

John fell 17 stories from rotten scaffolding! I've walked—walked!

FALL AND WINTER FASHION BOOK

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

DAYTIME DISTINCTION



8108. Girl's Jumper Frock. Designed in sizes: 6, 8, 10, 12 and 14 years. Size 8 requires 1-5-8 yards of 35 or 39 inch material for jumper and 7-8 yard of 35 or 39 inch material for blouse. 1-2 yards ribbon required for trimming. Price 15c.

8304. Made Especially To Slenderize. Designed in sizes: 34, 36, 38, 40, 42, 44, 46 and 48. With long sleeves size 36 requires 3-4 yards of 39 inch fabric. With short sleeves 3-2 yards is required, plus 1-8 yards contrasting. In monotone 4-1-4 yards. Price 15c.

KANSAS FARMERS UNION
Salina, Kansas

Second Voice: We have not shared our troubles!

All: Our unrest is common to all. We are all looking for a way out. **MILLIONS ARE LOOKING FOR A WAY TO PEACE! COMFORT! HAPPINESS!**

Third Voice: Cooperation! Cooperation is a way of life!

All: Let's work together—share together, plan together—COOPERATE!

To Johnstown Juniors: Your correspondent, Edward the Morning Star, schoolhouse in McPherson county, week before last, to attend the meeting and ice cream social. But rain was in the vicinity also, advising the writer to keep on surfaced highways. Sorry to miss the ice cream and social, but the rain was real fun and surely welcome to all. R. T.

Housewives! Can Carefully For Satisfactory Results

Sirup, made with granulated sugar, is generally the most desirable sweetener for canned fruits, according to United States Department of Agriculture. Bulletin No. 1762. Cane sugar and beet sugar are equally good. The shape, color, and flavor of the fruits are retained better when sugar is added. In canning beans, corn, and greens it is usually recommended that one teaspoon of salt be added to each quart.

In picking beets, one-half teaspoon of salt should be added to each jar, and filled with a mixture of vinegar and sugar in equal proportions by measure and heated to boiling so this sugar is thoroughly dissolved. If this is done, add the vinegar one-fourth with water.

The Massachusetts State College Extension Service gives the following suggestions in packing glass jars or cans:

Greens should be pressed lightly and crocked from top to bottom of jar. With asparagus, beans, beets, carrots, and all fruits, pack as closely as possible without crushing. Tomatoes should be pressed into the container so that extra juice is squeezed out. All fruits and vegetables except corn, peas, and shell beans should be filled to the top of the containers. Corn, peas, and shell beans should be packed without pressing, and the jars filled to one-half inch from the top.

With the jars filled, the food is ready for processing. The United States Bureau of Home Economics recommends that steam pressure-cooker be used for processing all nonacid foods, as meats, fish, and all vegetables except tomatoes. A steam pressure-cooker consists of a heavy metal kettle with a heavy lid which clamps down tightly. There must be a sufficient steady heat, such as an electric range can supply, to keep the steam up. Jars are placed on a rack in the cooker and only a small quantity of water (from 1 cup to 1 quart) is needed. Because the steam formed cannot escape, the pressure created raises the temperature much higher than the temperature of boiling water. In describing this method, the Missouri Agricultural Extension Service praises it as being economical. Only about a third of the time and fuel are required as compared to other methods.

Mary E. Gerlaugh and Alma L. Garvin, nutrition specialists of Ohio State University, list the advantages of the pressure-cooker in canning as follows:

1. The higher temperature gives greater protection against spoilage.

2. The time of processing is much shorter than in the water bath, thus saving time, labor, and fuel.

3. A great amount of heat is eliminated from the kitchen.

4. When tin cans are used, large quantities of food can be handled in a much shorter time than with the water bath.

5. It affords a quick and easy method of heating jars.

Factors in successful canning for the farm housewife have been outlined by the Oregon State Agricultural College Extension Service as follows:

Can only sound fresh products. Two fresh farm garden to can is a good rule to follow in canning vegetables and fruit. Quick handling reduces bacterial growth.

Cleanliness. Food that is clean is less likely than dirty food to harbor organisms dangerous to health. Canning success depends to a considerable degree upon clean food, clean equipment, clean methods, and personal cleanliness.

Application of Adequate Heat. Processing is the term applied to cooking that brings about sterilization of food or conditions that prevent the growth of the few remaining organisms. Incomplete processing is a common cause of spoilage of canned foods.

TO PLANT MORE TREES

Shelterbelt Program Will Include Central Kansas

The shelterbelt planting program by the U. S. Forest Service will be resumed in Kansas and five other states with \$1,414,000 furnished by the WPA, according to an announcement September 8.

Congress declined last session to make an appropriation for farm forestry work, some members contending the Government had frowned on the shelterbelt program.

New plantings will be in Central Kansas, central Nebraska, northwestern Texas, western Oklahoma, east central South Dakota and east central North Dakota. The program contemplated planting 60 million trees in 1938 on farms where the shelter would protect crops and stock, one official said.

Good Living for Cattle

Cattlemen in the Flint Hills often have to hunt to find their cattle in the tall, thick grass, which is so thick the cattle cannot begin to eat it all, it is unless you're going to can in a big way, says the Consumers Guide.

"This size which is large enough to maintain a constant temperature while the food is being processed will hold about 5 quart glass jars or 8 pint glass jars. Eight No. 3 cans or 14 No. 2 cans will fit into it comfortably."

"For those who go in for large-scale canning operations, the 25 or 30 quart capacity size will be found more efficient."

Study Construction

"Whichever size you choose, buy a canner that is firmly constructed, molded in one piece with out seams or joints. Most important feature to spot is a close-fitting cover that sets snugly into the cooker and leaves no room for escaping steam."

"Pressure gauges should record a range from zero to 30 pounds, with 1-pound graduations from zero to 20 pounds. Test the gauge at least once a year for accuracy."

"Interior of the canner—rack, cooler pans, balls, lifters, and canning basket—should be of sturdy, rigid construction, able to withstand strong heat and heavy loads and strains."

"Most pressure canners are made of heavy pressed or cast aluminum. Cheaper—but not so highly rated—are those of enameled or tinned steel. Inspect these carefully for flaws, cracks, or chipping in the coating. Tin-plated iron canners are also more economical buys, but are heavier and require careful handling to prevent melting of the tin plate."

Test Fabrics for Fading
"If the fabric won't fade in clear water, it won't fade in the wash."

This test, prescribed by home economics experts, is a practical guide for women who may hesitate to plunge a colored dress or hanging into a tubful of suds. A sample of the fabric, left in a glass of clear water for five minutes, tells the story. If the water shows only slight discoloration, the cherished piece may be washed without fear of fading in lukewarm water for washing and rinsing, and a good frothy lather of soap. Drying in the shade is another safeguard.

Immaculate Pot Holders
Pot-holders have become so attractive that we often think of them as decorations instead of the useful pieces of kitchen equipment they really are. Good pot-holders have three important qualities: they are large enough to protect the hands completely, flexible enough to hold things easily, and easy to wash. Like everything else in the kitchen, pot-holders should always be immaculate.

A Pie Filling That May Be Kept For Several Days
Frequently, after a day of baking, you'll find an accumulation of leftover egg yolks in the refrigerator, and the question of how to use them arises. Here's a basic pie filling which uses them to good advantage. The filling may be varied for pineapple, lemon, orange, coconut, chocolate or nut pie.

Basic Pie Filling
1-2 cups sugar
6 tablespoons cornstarch
6 tablespoons flour
1-2 cups boiling water
6 egg yolks (well beaten)

Mix the sugar, cornstarch, and flour. Add the boiling water, and cook in a double boiler, stirring constantly until the mixture is very thick. Add the egg yolks and cook 5 minutes longer. Remove from the fire and cool. Put into sterilized jars and store in your refrigerator. The filling keeps moist and fresh indefinitely in the refrigerator.

When you are ready to use the filling, add flavoring, melted chocolate, coconut, chopped nuts, or fruits. This basic recipe for filling is enough for one or two pies depending on the kind and amount of ingredients added.

The Perfect Dessert
Good apple sauce is light colored, smooth, and well flavored. In preparing the apples remove the skin and core carefully so that no hard pieces will be left as these may not cook thoroughly, causing lumps. The amount of water to be added depends upon the amount of juice in the apple, but in general as little water as possible should be used. It is impossible to give proportions for sugar as the amount to be added depends upon the sweetness of the juice. If too much sugar is added the value of the sauce as fruit is considerably lessened. The sauce will be lighter in color and milder in taste if the apples used just before the sauce is done. Rapid cooking aids in keeping the light color of apples while long, slow cooking tends to give a brown color.

Scalloped Apples
6 tart apples
2 cups toasted bread crumbs
2 tablespoons honey
1-2 cup hot water.

Pare the apples and cut in generous slices. Into a buttered baking dish put a layer of sliced apples and a top layer of crumbs. Add the hot water to the honey and pour it over the pudding. Bake twenty minutes.

"That means fight where I came from, stranger."

"Well, you don't you fight?"

"Cause I ain't where I came from."

—Goodland News.

War-scarred Europe emerges this week from war-scarred Europe, if news issuing therefrom is indicative of anything. Our idea on civilization at the moment is that someone should try it, remarks the Clay Center Dispatch.

Mrs. Margaret Hill McCarter, 78, noted Kansas author and leader in woman's suffrage, died a heart ailment in Topeka, August 31.

The Nation's gasoline tax bill in 1937 was the equivalent of six days' pay for every wage-earner gainfully employed in private enterprise in the United States. —Automobile Facts.

LIGHT IN THE SCHOOLHOUSE

"Teacher's working late tonight," they used to say if they saw a light in the schoolhouse after, say 5 o'clock, but not now. More and more the ever-lighted schoolhouse is becoming a fact, as new communities brighten to the realization that, as an after-school center for adult cultural and social activities, it offers the finest opportunities.

Folk schools of countries like Denmark, where grown-ups often continue their classroom education all through life, have won wide attention. And an inspiring example of community education and neighborliness is found in the little town of Solomon, Kansas. Solomon has only about 1,000 people. It has no picture shows, no clubs; yet approximately 5,000 folks live within eight miles, and for most of them the high-school building is a natural focusing point for recreation, entertainment, self-improvement.

The building is open five nights a week, except during summer. There is no attempt to formalize the school's program. Half a dozen farm organizations hold their meetings in the schoolhouse. For the rest, people come, as to a reunion, to meet friends, to play games, to take part in plays and concerts, or to listen to them, to hear lectures, to play bridge, table tennis, basketball. Townsmen eagerly give credit for the idea to a certain public-spirited educator who during his superintendency of the school, won for his plan the support of a progressive school board—and a place in the budget for lights, heat, and shower baths. No one, truth to tell, needed to be "sold" the ever-lighted schoolhouse idea.

All told, Solomon is a striking example of how a community may be vivified by having a common focus for its neighborly activities and interest. The school itself takes on new life. There has been only one truancy in seven years. The school band of 100 pieces (the school's total enrollment is 150) has been heard in Kansas City, Missouri, and Chicago. Every boy physically able plays in intramural sports.

The world spends billions on education. In the United States parents support a 10-billion-dollar educational plant. The huge investment in every community can and should be made to yield a richer life for old and young alike. The light in the schoolhouse may point the way.—Rotarian Magazine.

Nearly three fourths of the hogs destined to become bacon and ham for the breakfast table, get to the packing house via motor carrier.

Maybe your neighbor would like to read your Kansas Union Farmer.

Before Bed Snacks



By BETTY BARCLAY

An early dinner and long evenings make little people hungry around go-to-bed time. They clamor for "something good" and insist upon having it.

Too heavy before-bed foods are not advisable. A light rennet-custard, rich in milk and delicious to the taste makes an ideal bedtime snack for George or Grace. As these desserts require no eggs, no baking and no boiling, they may be made quickly and placed in the refrigerator to become cool, they please the busy mother as well as her hungry children.

A dessert like the following furnishes milk in a very pleasing form, and gives the children a delightful surprise—for here is Snow White and her seven little friends in a dainty treat that will intrigue young fancies—yet it is so light and digestible it helps to woo pleasant dreams.

Set out 5 dessert glasses. Warm milk slowly, stirring constantly until LUKEWARM—120° F. A few drops of the milk on the inside of your wrist should feel only comfortably warm. Remove from stove. Stir Rennet Powder into milk briskly until dissolved—not more than one minute. Pour at once, while still liquid, into dessert glasses. Place a slice of snow white angel food cake in each dessert while still liquid. Let set. Chill. When ready to serve, top each dessert with whipped cream and seven seeded raisins rolled in Raspberry Rennet Powder or pink sugar.

Snow White and The Seven Dwarfs
1 package Vanilla Rennet Powder,
1 pint milk
1 cup whipping cream
Snow white angel food cake
Seeded raisins rolled in Raspberry Rennet Powder or pink sugar

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U. S. Attacks Crop Problem of Too Much

Program Featuring Export Dumping by Subsidy, Acreage Control with Conservation Payments and Insurance

The Federal Surplus Commodities Corporation announced recently its program to subsidize the export of 100,000,000 bushels of surplus American wheat this marketing year. It also has been buying flour for distribution among the needy.

Last week the agricultural adjustment administration attempted to speed the export of flour by paying 30 cents a barrel subsidy, but a new flour subsidy payment rate is to be announced daily, it was said. Under the wheat export program, the government is buying grain at current domestic prices and selling it to exporters at prices enabling them to meet foreign competition.

The Commodity Credit Corporation through the Reconstruction Finance Corporation is making loans on the 1938 crop. The agriculture adjustment administration is asking for acreage reductions and is paying for soil conservation.

The Federal Crop Insurance Corporation is insuring producers against loss from drought, flood, hail and insect damage.

Losing Export Trade

The 100 million bushels of wheat which the Government expects to export is approximately 18 per cent of the estimated world trade this season. This compares with a business of about 20 per cent last year and an average share in world wheat exports of approximately 25 per cent during the years 1920 to 1929.

After exporting the 100 million bushels of wheat, there will remain a carryover on July 1, 1939, of more than 300 million bushels.

Whether wheat producers will follow Secretary Wallace's suggestion and cut acreage to 55 million acres this year may prove the deciding factor in the solving of the wheat surplus problem. The department of agriculture head has asked that growers plant 25 million acres less than last year.

Should the acreage be reduced as much as expected, the United States surplus might be reduced to 255 million bushels by July, 1940, only 100 million bushels more than the carry-over this year.

There is no social, racial, economic or political problem that cannot be solved if the leaders on both sides are men and women of integrity.—Dr. Charles J. Turk of the Presbyterian Board of Christian Education.

The civilized nations allow their diplomats, edged on by those who profit financially in war, to keep the world on the edge of conflict all the time. Of course the actual war-makers do no fighting. Only the physically and mentally competent young men bare their breasts to death, not the old and allegedly wiser heads who sit at conference tables pulling political strings to march their victims into the trenches.—The Topeka Daily Capital.

The average man is strong for any civic improvement that will help him anything but his moral support, remarks the Great Bend Tribune.

'Tis an odd and strange trait in everyone except ourselves, how parents humor and spoil their children. But, of course, our children are different.—"Judge" in the Hays News.

Some species of bats feed on insects, some on fruit, some catch fish, some are blood-suckers, some are carnivorous.

Study Managers' Problems

This informational article was given as a radio talk not long ago by J. Warren Mather, marketing specialist, Kansas State College, Manhattan.

A problem of managers and directors of cooperative organizations is the volume of business. Perhaps no problem receives more discussion or is considered of more importance than that of obtaining and maintaining a large volume of sales each year. This applies to all types of businesses. There must be a certain volume of business handled within the ordinary range of margin of profit to cover the fixed overhead expenses and the operating expenses of that company. There must be additional volume if net profits or earnings are to be made for the purpose of retiring indebtedness, making repair or expansion of facilities, building up a surplus, or returning savings to members.

Side-Line Activities

Volume, insofar as it is affected by crop conditions, is largely beyond the control of the management of the cooperative elevator association. Volume is, however, influenced by the support given the elevator by the community it serves. To the management it is a problem of business volume. The management controls, in some degree, the kind and cost of service given by the association. It considers the advisability of adding means of increasing volume. In such ways and others does management affect business volume.

The problem of volume of business is related in some manner to practically every type of management problem of a cooperative. A large number of member-patrons and a substantial net profit or savings are usually associated because of the influence of member-patronage on business volume. Large volume usually results in low unit costs of operation and in this way improves chances for net profit or savings. Associations with very large volumes can operate on narrower margins if necessary; they usually are in a better financial position to extend credit; they often save by purchasing supplies in quantity lots. Consequently, only a few general statements on volume of business will be made today as more specific angles will be discussed under the various management problems.

Usually Volume Assures Success

In the case of cooperative elevators in Kansas, Oklahoma, and Nebraska, studies show that they should have at least a volume of 100,000 bushels of grain for economical operation. In Kansas, during the 4-year period of 1931-34, only 40 to 50 per cent of most elevators handled less than 100,000 bushels of grain showed a net income. This compared to 65 to 80 per cent with a net income for those handling more than 100,000 bushels of grain. These variations were due to some extent to different sections of the state and to the variations in amount of sidelines handled. Sidelines constitute an important place in the volume of business of most elevators today. They have been of increasing value in substituting for grain volume to make up a fair total volume for the company.

Also, where they have added to an already large grain volume, net incomes of those elevators have been the largest of all. Small side-line elevators are usually considered those where the gross income from sidelines covers less than 40 per cent of the expenses of the elevator. Small grain elevators are those handling less than 100,000 bushels of grain. During 1931-34, only 35 per cent of the small-grain volume—small side-line income elevators showed a net profit. From 60 to 65 per cent of both the large-grain-small side-line elevators and those having small-grain but large side-line income, showed a profit. This indicated that

it was not so important whether the large volume was grain or side-lines, just so a large total volume was obtained. Then, with those companies having both a large volume of grain and side-lines, a net profit was shown in 90 per cent of the cases.

Fix Volume Ratio

Another volume standard often used is one calling for eight dollars in sales for each one dollar invested in facilities. Creameries often consider 300,000 pounds of butter fat as a minimum volume standard.

As previously mentioned, large volume usually means lower cost of operation per unit. A study of Nebraska elevators by the Farm Credit Administration for the year 1935-36 showed that the grain expense per bushel of an elevator handling 50,000 bushels of grain was five cents; for one handling 100,000 bushels, four cents; and for one handling 150,000 bushels, two cents per bushel. However, volume of more than 150,000 bushels brought no further marked decrease in expense per bushel.

While volume of sales is necessary for any type of business, it is often considered as the sole remedy for the weaknesses and problems of cooperatives by too many managers and directors. It is true that a "large volume of business will often cover up a multitude of sins, weaknesses and inefficiencies of operation," yet every year there are some cases where volume is bought at any cost means of increasing volume. Such companies would have been much better off financially to have permitted some of the business to go to the competitor and to have taken a fair margin on one-half or two-thirds of the volume that was handled.

It is for periods of short crop years that the management should be making plans continually to obtain all the volume possible, and to keep the same creamery, slaughterhouse, store, and bank.

"Ideas are as contagious as measles, especially when they are as simple and practical as the idea of cooperative operation. It offers an effective way to solve one's problems, and, somehow, I think it is an American way."

A NATURAL GROWTH

Danish Cooperatives Get Praise From Noted American Daughter

The daughter of William Jennings Bryan, who gave up her job as minister from the United States to Denmark a few years ago to marry a captain of the Danish guards, is an enthusiastic believer in cooperatives. "The average Danish farmer is a man of affairs," said Mrs. Ruth Bryan Owen Rohde recently. "He is only a grower but a director in a cooperative creamery, slaughterhouse, store, and bank."

"Ideas are as contagious as measles, especially when they are as simple and practical as the idea of cooperative operation. It offers an effective way to solve one's problems, and, somehow, I think it is an American way."

Cooperatives developed in Denmark as a result of Danish farmers getting together to market their grain cooperatively, to purchase their farm and family supplies, and to provide their own credit needs, she said. The middleman, she added, had been absorbed into the management of cooperative enterprises.

TWO DAY COOPERATIVE BUSINESS CONFERENCE

Since 1921 in North Dakota but fat prices have risen from an average of ten cents below the New York market to a little over ten cents below the market because of the coming of cooperative creameries declared Lyle Fugle in discussing the cooperative creamery program.

Henry Larson of Nebraska described how the Farmers Union cooperative creameries in Nebraska grew from a start by 26 men to five large plants which handle 70 per cent of the butter made in Nebraska and which have returned a million and a quarter dollars in patronage refunds.

Farm Machinery

C. McCarthy, manager of the Nebraska Farmers Union Exchange, discussed some of the problems of handling farm machinery, especially his experience with big machinery companies which would sell to local Farmers Union business but not to the state exchange. As a result many of the

locals took the big lines instead of the line handled by the State Exchange.

He agreed with E. A. Sythstad of the Farmers Union Central Exchange that the Exchange was fortunate in not having dealers in farm machinery business already established and that the way to get into the business was to sell machinery because the profit in the machinery business was in repairs and not in the big implements.

Ralph Ingerson graphically described how the manufacture of machinery was changing from compete making to every part to the assembling of standard parts, such as gears and differentials, which were used in many machines.

Cooperative Insurance

James G. Patton, secretary of the Colorado Farmers Union lead the discussion on insurance. He declared that the cooperatives can dry up the gulf of Wall street by damming up the little streams of finance that trickle down to Wall street in the form of insurance premiums and interest on borrowed capital. He also pointed out how cooperative insurance could support the educational program of the Farmers Union, and render service to the farmers by providing them with security from birth to death.

Mr. Patton declared that the purpose of the conference was not to review history but to set stakes far ahead on the road to cooperative democracy.

Turkey Marketing

Sixty percent of the farmers of North Dakota raise turkeys but few of them make a specialty of it and produce the best birds possible, according to Tom C. Croll, manager of the Great Northern Turkey Growers, Inc., who discussed the growing and marketing of turkeys.

He said that the growers of the best turkeys did not want the producers of poorly finished turkeys in their pools. He also said that the way to handle the poor member who fell for the bait of private commission firms was to refuse to take him back into the pool. "When he walks out on his co-op, shut the door on him."

The danger of becoming smug was declared to be the greatest danger of Farmers Union organizations and Farmers Union cooperatives by Glenn J. Talbott, president of the North Dakota Farmers Union.

NOTED PLANT BREEDER

Resigns from College to Join Wheat Association

Dr. John H. Parker, internationally famous plant breeder, resigned August 31 from full time work on the Kansas State College faculty to devote half time to directing the field work of the Southwest Wheat Improvement Association.

It is understood that Dr. Parker, known as the "father of Tenmarq" and "Kawale wheat," will take over full time duties with the Wheat Improvement Association after February 1. He has been on the Kansas State faculty 21 years.

His work for the recently formed Southwest Wheat Improvement Association was to supervise all field work and test plots in Kansas. The test plots are patterned after the plan introduced in Canada by Major H. G. L. Strange. Since their introduction into the wheat lands of the Midwest, Dr. Parker and his associates have enlarged the work from one plot in every county two years ago, to 25 plots in as many counties this year. The plots are designed to interest farmers in crop improvement and to improve the wheat quality for milling and baking.

If England, thru her might, holds the balance which gives her the power to police Europe and Asia, she must start thinking more about her moral duty and less about her commercial position.—Salina Journal.

Of the 4,255,296 trucks registered in this country, over 3,600,000 or 85 per cent are privately owned and operated.

The "peaceful revision" of the Versailles Treaty in an armed Europe is comparable with nothing on earth except a poker game with guns on the table.—Peace Action.

Heads, You Win; Tails I Lose

Well, boys, I have been a good new dealer. I voted for the Democrats and I cooperated with the farm program but I just can't figure out the party but I believe Uncle Henry and in 1933, I helped kill some pigs and cut down my corn acreage.

In 1934 the drought came and I didn't have any corn so I thought that I would help Uncle Henry by cutting down the hog surplus some more.

Since that time I have been trying to get back to raising hogs. Uncle Henry seems to have changed his mind and now we can raise more pigs I guess someone told the president that if we had the hogs we would have too much corn.

In 1935 I asked Uncle Henry for a feed loan and he said, "Sure just sign this chattel mortgage and the government will sell seed oats at 75 cents per bushel."

In 1936 I had 40 acres of oats and threshed 1600 bushels. I had it all figured out if I got 75 cents for them, I bought from Uncle Henry and would have \$1,200. But the grain man told me that I could get 15 cents per bushel and Uncle Henry needed his money so I had to sell them.

The landlord took 2-5 for rent, leaving a balance of \$144. Then they deducted for the 120 bushels of seed and 50 bushels of feed oats and that left \$16.50. Then the grain man said the threshing company had a lien against the oats for the threshing bill and that took \$32.

We finally settled it all when I sold a calf to my neighbor for \$17. I used the \$15.00 for gasoline. The next day I received a letter asking

me to pay for twine. Well, I guess I had too much oats.

In 1936 I cut down my corn acreage and nature was kind enough to help Uncle Henry and I had no corn. But, Henry was good to me and in 1937 I had another feed loan ready for me. The thing I can't figure out is how can I ever get enough oats in my bin so that I won't have to use a feed loan when drought comes.

If Uncle Henry would just give me that parity price so that I wouldn't need a loan, I could store my own grain.—Carl Wilken in the Progressive Farm News.



Patronize Your Own Firm

KANSAS CITY — WICHITA — PARSONS

Study Butter Sales

Turnover of Labor Hits Consumption of Farm Products

Wheat, the staff of life, goes begging. Butter, true companion of bread, piles up in the warehouses. Statistics are always in the past tense and their interpretation is necessarily autopsial, writes N. W. Hepburn, executive secretary of the American Butter Institute, but many an autopsy has proven profitable from the standpoint of knowledge gained.

"Why, for example, with the odds of heavier production and lower price in favor of the first half of 1938, did not consumption exceed the same period last year? Why was the score tied at 8.6 to 8.6? Even so, that score represents a gain of a half pound per capita over the last half of 1937, but one that offers small satisfaction."

"We believe that many consumer reactions can be attributed to the psychological effect of day to day happenings, and that these should be given earnest consideration together with all other factors."

Gain Half Pound Per Person

"Butter consumption declined a full half pound per capita during the latter half of 1937 while prices increased about 6 per cent. Cost of living for all items climbed about 1.25 per cent, but less than 1 per cent for food."

"Total income payments from all sources dropped a small fraction of 1 per cent while those derived from employees' wages dropped but little more. These factors, nevertheless, brought real income down a full 1.5 per cent. And these relatively moderate declines and price increases alone been in the picture they might not of themselves have caused the rapid decline in consumption. But a factor of untold psychological importance arose in the form of a huge increase in labor turnover (separation rate). This increase in the rate amounted to 154.7 per cent.—Recession!"

WRITES NEW F. U. SONG

Tune: "My Bonnie"

We must organize in this nation,
We must organize in this state;
We must organize all you farmers,
Before it is too late:

Organize, organize, organize all you farmers today, today.
Organize, organize, so we can have some say.

The Government wants us to take part
And organize every one
Instead of sitting there in the corner,
And letting Wallace have the run.

Let's not put it off till tomorrow,
What we can do today.
And all join the Farmers Union
So we can have our way.

I know we would all like good prices,
When we sell whatever we have;
Instead of having to take
Just whatever they want to give.

Written by Mrs. Laura Wilson, Thurlow, Montana, and published in the Montana Farmers Union News.

Oranges Without Christmas

Prepared by the Bureau of Research and Education, Advertising Federation of America

Do you remember when oranges were scarcely ever seen except in Christmas stockings? They were expensive too. It was a great thing for when the orange was promoted to a regular place on our year-round breakfast table. Now the drinking of delicious, healthful orange juice is a universal custom.

What brought about this change? It was accomplished entirely by advertising. Farmers who raised oranges wanted to sell more of them and they advertised the benefits of drinking orange juice. Many of us tried it and liked it, and we bought more oranges. Production of oranges went up and prices came down. Annual consumption of oranges increased from 7 per capita to 58, and everybody is happier for it, consumers, farmers, railroads, and grocers.

Education vs. Advertising

A distinguished physician recently

described how he and other nutrition experts had tried for years to educate the public to drink tomato juice. But they didn't get anywhere. Then certain food companies started canning tomato juice. They advertised its pleasing taste and health-giving properties. As a direct result, nearly everybody drinks tomato juice now, and in 1937 the public bought 5,750,000 cases of it.

Spinach, long known as a valuable food, has been the bane of many a youngster's existence. To make children eat it was like pulling teeth. Then,

Education vs. Advertising

A distinguished physician recently

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

Write Us for Quotations When You Are in the Market for Ewes, or Stocker or Feeder Cattle. Let Us Help You

Farmers Union

Where You Buy

• at Lowest Market Price
• through Experienced F. U. Live Stock Men
• from a Rich Selection
• under Government Inspection

Patronize Your Own Firm

KANSAS CITY — WICHITA — PARSONS

INTO CROP INSURANCE

25,000 Applications Cover 2 Million Kansas Acres

Manhattan, Kan.—Preliminary figures from 105 counties indicate about 25,000 applications for all-risk crop insurance coverage on approximately 2 million acres of wheat were signed by Kansas farmers before the deadline, August 31.

Marshall county, with 786, leads in the number of applications reported. Brown county had 768; Republic, 701; Morris, 620; and Cowley county, 611. The exact total will not be known for several days because forms mailed to landlords for signature are still being received, according to E. H. Leker, state AAA executive officer.

SEEK CATTLE BUYERS

Farmers Union Commission Co. Offers Its Facilities

"I would like to lay a little stress to the purchasing end of our business," writes W. G. Bernhardt, manager of the Farmers Union Live Stock Commission Company, Kansas City. "On the major markets such as Kansas City and Wichita we have a wide selection of cattle and can give the buyers the benefit of an experienced man, which means a lot to the prospective buyer."

Fred Seager is the buyer or salesman of stockers and feeders in Kansas City. The Commission company has branch yards at both Wichita and Parsons.

Described as the best crop in six years, the 1938 wheat yield on the Canadian prairies is estimated at 324,744,000 bushels in the final report of the Winnipeg Free Press, issued September 8.

D. A. Frye is the new manager of the Farmers Union Cooperative Grain association, Broughton, in Clay county.

"Where's your father?"

"He's round in front, but where is he?"

Classified Ads

PUREBRED POULTRY and BABY CHICKS—Fine Young Cock, any breed including Best Fighting Game, 10 weeks old White Leghorn large type English Pullets \$55 hundred. Small lots 75 cents each. All breeds at four weeks old. Baby Chicks, \$6.85 hundred, all breeds postpaid, live arrival guaranteed. Write for information advising needs exactly. Nichols Hatchery, Rockmart, Georgia. 7-1-8

FOR SALE—Twenty five registered polled Hereford cow, calves at side and bred to splendid Double Standard Polled Herd Bull. Priced singly or in lots to suit. J. P. Fengel, Lincolnville, Kansas.

The Aladdin Hotel

12th & Wyandotte, Kansas City, Mo.

Ample Parking Space adjoining and opposite the Hotel. Don't dress—Come in just as you are. We are all home folks.

Under one roof, you will find Coffee Shop, Beauty Parlor, Barber Shop, Valet Service, News Stand and Service Bar.

Circulation Hot Water Bath—4 Stationed Radio in All Rooms

Popular Prices

H. C. Kyle, Manager

Price List of Vaccines and Serums

CATTLE	
• Abortion Vaccine—For lasting or long time protection.	
Money back guarantee, per dose	53c
Blackleg Bacterin, Life protection in 100 dose lots, per dose	7½c
Bovine Mixed Bacterin, For prevention and treatment of shipping fever, Hemorrhagic, 100 dose lots, per dose	7½c
• Pinkeye Bacterin, For prevention and treatment.	
100 dose lots, per dose	7½c
Mastitis Bacterin (gargol), 10 doses	1.00
Calf Scours Bacterin, 10 doses	1.00
Branding Fluid—1 lb. can, (for approximately 100 head), used with cold iron	1.00
Branding Iron, 3 inch bronze letter	1.00
Special brands \$3.00 each.	
De-Horning paste—preventing growth of horns on calves and goats. For 50 head	1.00
Wound Paint—Used after dehorning or castration and on screw worms. Per gallon	3.00
Syringes, (Heavy Duty), Last a lifetime, 40 cc or 20 cc size.	2.00
Two Needles, 2Ex, supplied with each syringe, free. Extra needles, 3 for	.50
HOGS	
Hog Serum—Cholera—per 100 ccs	.75
Virus, 100 ccs	1.65
Swine Mixed Bacterin, "Plague" swine plague, hemorrhagic Septicemia, Para-typhoid, etc., per dose	.08
Hog Worm Capsules—Guaranteed to rid hogs of worms, per box of 50 with instruments	3.50
Cresol Dip Disinfectant, per gallon	1.00
HORSES	
• Sleeping Sickness Vaccine, One treatment package	2.25
Equine Influenza Bacterin—distemper, influenza, shipping fever, 10 doses	10.00
Equine Polyvalent Bacterin—for abscessed infections, fistulous withers, etc., 10 doses	1.25
Colic Capsule for horses—indicated in colic and gastric indigestion, 3 in box	1.00
Purgative Capsules for horses. Rapid. Dependable. 3 in box	1.00
Dalling Gun, Brass, heavy nickled. For giving capsules to horses and cattle. Only	2.00
POULTRY	
"Big Pay" mineral. For all livestock and poultry 100 pound bag, (5 bags \$20.00)	\$4.25
Poultry Antiseptic Tablets, 100 tablets makes 100 gallons drinking water, box	1.00
Respirators. Used in lung type poultry diseases. 100 tablets to box	1.50
Poultry Worm Tablets, adult size, per dose	1½c
We Sell Results at Reasonable Prices—That's What You Want. Direct Orders, with remittance, to	

Kansas Farmers Union

SALINA, KANSAS

Box 51

Phone 974

Farmers Union Jobbing Ass'n
Kansas City, Mo. Telephone LD 340