THE KANSAS UNION FARMER

Co-operation ~ Education ~ Organization

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Insurance Co. Honors Agents of High Sales

Farmers Un. Mutual Sends Agents Information of General Interest

The Farmers Union Mutual Insurance Company, Salina, issues a monthly sheet for "the benefit and instruction of agents." Five agents are honored each month with special space for nigh insurance sales. The honor roll for June reads as follows: E. J. Bliss, Bloomington; I. E. Sewell, Minneapolis; John Slingsby, Clay Center; F. J. Kingston, Hoisington; and Andrew Rokey, Sabetha.

There is also a doghouse record, showing in what salesmen's territory has had the greatest amount of loss claims. The June doghouse roll includes Arthur Glessner, Bison; Orval Barnett, Parker; and T. R. Wells, Elmdale.

E. J. Bliss topped the May roll of honor, but such consistency may not be the rule for T. R. Wells, Elmdale, appears in the May honor roll and the June doghouse. Others in the May honor roll are A. M. Larson, Robinson; Frank McLean, Concordia; and F. J. Pechanec, Timpkin. The May doghouse members are John A. Scheel, Emporia; Harry Heim, Easton; and C. C. Gerstenberger, Eudora.

Avoid Misunderstanding

General advice with a bearing on salesmanship is generously given. "Avoid Complaints," reads a headline, followed by "Complaints are the direct result of misunderstanding. There are only two men who will ever complain about a purchase. The first is the man who didn't know what he was buying and the second is the man who bought without knowing how he was to pay and finds he can't pay.

"There is one sure rule to follow if you want to avoid constant servicing of accounts. Be sure to follow if you want to avoid constant servicing of accounts. Be sure the policyholder knows what his policy does and does not cover. Be sure both you and he understand how and when the premium is to be paid. Be sure you have given him a chance to buy all needed coverages.

"If these simple rules are followed you will have fewer policies returned, more friends and fewer enemies, mor etime for productive work, happier working conditions for yourself and associates, and more money in the bank."

Credit business and the "accounts receivable" seems to be a problem in the property insurance business, as much as in the cooperative supply, oil, and merchandise lines. "The Insurance business is not a credit business," the "Mutual Agent" continues, "Premiums are supposed to be paid upon delivery of policy. There are premium finance plans which make this possible if the insured is unable to pay his premium at that time. A few agents think they do not owe for an issued policy until the insured has paid and this too is a misunderstanding. Actually, the agent owes for a policy when the policy is issued. His arrangements with the customer are between him and the customer since the company does not extend credit to the insured."

But the advice is voiced good naturedly, and there is this passing comment on things in general, "Thank goodness we live in a free country, where a man may say what he thinks—if he isn't afraid of his wife, neighbors, or boss, and if he's sure it won't hurt his business or his reputation."

Short term grain insurance is now in demand, the bulletin reports.

G. W. Bushby is president of the company, and W. O. Cole is largely credited with the agents' publication.

Far. U. Junior Wins Goodyear Vacation Trip

Raymond Groene, Winfield Minute Man, to Canadian Northwoods Camp

Raymond A. Groene, Winfield, entered a speech contest sponsored by Goodyear Tire and Rubber Company, and is one of the 10 winners of the grand prize, an all-expense vacation trip into the Canadian northwoods. Raymond is a member of the Kellogg Farmers Union Juniors, the 16 year old son of Mr. and Mrs. J. A. Groene.

He is also a member of the Winfield chapter of the Future Farmers of America and is a senior in high school. "A very industrious worker in the Junior work of the Farmers Union," reports Mrs. Merle Tribbey, Cowley county Farmers Union Junior leader. "Raymond started on his Minute Man project in February of this year and will give his final speech at the State Convention in October."

The grand prize won from the contest subject of "How Rubber Tires Have Changed Farm Equipment and Methods," is a trip with all expenses paid from Winfield to Akron, Cleveland, Detroit, Niagara Falls, and Timagani, Ontario, Canada, where one week's outing in the north woods as a guest of P. W. Litchfield. Goodyear president, will be the attraction from July 22 to August 9. The contest was open to all high school boys living on farms.

Enroute back to Winfield, Raymond and the other grand prize winners will visit the home of the Dionne quintuplets at Callander, Ontario, and Toronto. In Akron they will see tractor tiers manufactured and tested; at Cleveland, if weather permits, a major league baseball game between the Cleveland Indians and Philadelphia Athletes will be witnessed.

(Please turn to page 4)

Local Competition Is Changing But Strong Against Farmers' Elevators

Competition for the local farmers elevator has been changing rapidly during the last two years, and especially in the crop year just ended, reports the June number of Information Bulletin, published by the Farmers Union Jobbing Association. This change is the transfer of ownership of a local elevator which formerly operated as an independent buyer to a privately owned grain company which operates a line of elevators up and down the railroad track.

Who Is the Farmers Elevators' Competition?

In nearly every county in the territories tributary to the Salina and Kansas City markets, this change is occurring at an ever increasing rate. A rate which, if continued another year or two, will find all of the competitive elevators across the street or in neighboring towns from farmers elevators in the hands of a few old-line grain companies.

We who are in the cooperative grain marketing movement would not be greatly concerned about this change if it were not for the fact that a number of our farmers elevators also are going into the control of old-line grain companies. This is done either by direct sale of the farmers elevator which eliminates it altogether, or by lease or finance agreement to and old-line company which bars them, temporarily at least, from marketing their grain through their own terminal cooperative association.

What does this change mean to the farmers cooperative grain marketing program? What should the farmer and those of us who are working for him in his cooperative do about this particular problem? These are timely questions, and deserve our careful consideration and study.

What are Ultimate Consequences to Cooperative Grain Marketing Program?

First—When an amount of grain volume is changed over to the control of a grain company which operates a line of elevators, the volume of grain remaining free to be handled by anyone is decreased. This means that more pressure can be put on the remaining independent buyers and farmers' elevators to gain control of their volume.

Second—Every time a farmers elevator loses control of its volume of business by selling its facilities, leasing them, by finance agreement, or simply by wilfully patronizing an old-line grain company, volume of business—and strength, is added to your competitors by just that much. Your whole cooperative program is weakened by the loss of that volume—both from the standpoint of the local and terminal cooperatives. Every country station lost by the cooperatives is another point where our competition is in a position to get wider margins which could be used to fight the remaining farmers elevators.

Third—If we let this process continue, it isn't outside the realm of possibility for us to be faced with the same job farmers had 30 or 35 years ago. That job was to pay the old-line grain companies big prices for country facilities so we could get into the grain business for ourselves, and with our own competition, eliminate excessive margins.

Should we not make every possible effort to maintain and build the cooperative marketing program we have at present? Should we not make every possible effort to keep and add to the approximately 4½ Million Dollars of net worth farmers have invested in their own grain marketing facilities and operating capital? Or should we be indifferent, and make no special effort to stop change in ownership and volume control?

What Can We Do?

In considering what we can do to go on building our cooperative grain marketing program instead of losing ground, there are many angles of the problem to study. If we cannot afford to lose ground, and you will agree that we cannot, we must do more about it than we have in the last few years. This raises the question of the direction in which we should concentrate our efforts.

When your cooperative grain marketing association has good management, what more can you do to increase patronage? One tool we can use over and above those used by all good business organization is that of constantly keeping our members informed of the job the cooperative grain marketing organizations, both local and regional, are doing for the farmers today. That job is the making of a grain market for farmers in which excessive margins are not taken. We do this by competing with old-line organizations. Once our members completely understand that, and the cooperative principles on which we operate, surely they will look farther into the future when deciding where to market their wheat. Perhaps members of cooperatives will ask themselves, "Have we sold out too cheap?" when they patronize a competitor and get the same price the cooperative would have paid—or even if the competitor paid ½ to 1 cent a bushel more. Isn't it worth more than that not to be a party to the strengthening of the position of our competitor and the weakening of our own tomorrow and in the days to come?

What we can do in addition to being on our toes and conducting a sound business is to inform our patrons and members of the tremendous importance of their patronage in either building or weakening the cooperative grain marketing program and the reasons why they need cooperatives today just as much as they did 30 years ago. To get added patronage, it seems we must keep our members informed on matters we often take for granted they should know.

Every local cooperative has members who never think of patronizing any but their own organization. We, too, have many farmers' elevator members which never have any company but their own terminal cooperative marketing association handle their grain. Why do you suppose this is? Isn't it because those men and those elevator associations haev a complete understanding of the big job the cooperative marketing program is doing for the farmer? They understand, too, how the individual farmer or one cooperative elevator can help the whole set-up do a little better job. Shouldn't we, therefore, work toward giving a larger number the same understanding so that they, too, will support our program 100 per cent?

PROTESTS LOAN BASIS

Vesecky Believes Demand Note Gives Administrators Dangerous Power

Wheat loans on a demand basis may make the lending plan more flexible, but the flexibility will strike at the security of the farmer, in the belief of John Vesecky, national Farmers Union president, who has written Secretary of Agriculture Wallace in condemnation of the new loan basis. These wheat loans are made to farmers through the Commodity Credit Corporation.

While little change may be expected in the handling of the loans, explains Mr. Vesecky, an administrative official may conceivably use considerable discretion in judging grain and grain storage, and force a farmer to lose control of wheat with resultant financial loss. Mr. Vesecky urges use of definite time notes that farmers may have advance notice and consider choice of payment in wheat or money.

HANDLES WHEAT LOANS

F. U. Jobbing Association Acts as Finance Agency

For the third year the Farmers Union Jobbing Association will serve as a Lending Agency for the Commodity Credit Corporation and handle wheat loans through member elevator business associations.

"You can get your loan through your own organization no matter where the wheat is to be stored, on the farm, in a local elevator which is federally licensed and approved as a storage warehouse for loan wheat by the Commodity Credit Corporation in your own Farmers Union Terminal elevator, Topeka, or in any other federally licensed storage warehouse at any of the terminal markets," it is explained.

Instructions for handling the wheat loans have been mailed to elevator managers, and if a member has questions in regard to this, he is invited to write the Farmers Union Jobbing Association, Kansas City.

Grandson to F. U. President

John Fenwick Vesecky arrived in this world June 20, weighing seven pounds two and a half ounces, the son of Mr. and Mrs. Steve Vesecky, Dallas, Tex., and looks like his grandfather, president of the National Farmers Union, it is reported.

About 8,540,000 men lost their lives in the first World war.

FSA FOR CO-OPS

Low Income Farmers May Borrow to Join Associations

Low-income farmers may still borrow from the Farm Security Administration to buy shares in cooperatives, according to word from Congressman B. J. Gehrmann of Wisconsin this week. A clause was originally inserted in the relief appropriation bill prohibiting such loans, but due to the efforts of Congressman Gehrmann, Senator Bob Lafollette and others, the clause was removed when the bill was adopted June 21.

The prohibitory amendment was inserted in the bill, said Congressman Burdick of North Dakota, at the behest of two business men of that state, the manager of the Western Oil Company, Minot, N. D., and the manager of the Russell Creamery Company of North Dakota.

In urging continuance of the loans to buy coop shares, Senator LaFollette said, "Through a long period of years the Federal Government has believed that it was economically sound for producers to engage in cooperation. We have even gone so far as to set up a bank for cooperatives in this country. It does not seem to me that the same advantages and privileges which are extended to farmers who are in a comparatively better income status, and have the opportunity to secure such credit from the bank of cooperatives should be denied to clients of the Farm Security Administration when the farmers are making such a splendid showing and response to this aid and assistance from the Federal Government."

Dr. Dickinson, president of the Arkansas Farmers Union, stated that the farmers are vigorously opposed to the "Joker" inserted in the Relief Act as it passed the House prohibiting FSA loans to aid in setting up farm cooperatives. The Farmers Union is asking the Senate Sub-committee on Appropriations to strike out this amendment put in by the House.

Speaking for this state, Rep. Burdick of North Dakota said, "The worst part of the whole proceedings to include this language in the bill is the way it was done. Two men come to Washington and appear before the Appropriations Committee and insert a clause against the best interests of 400,000 farm people of North Dakota."

One of the businessmen who asked for the amendment is the manager of the Western Oil Co., of Minot, North Dakota, and the other is the manager of the Russell Creamery Co., of North Dakota. Replying to their charge that these cooperatives were losing propositions, Rep Burdick pointed out that in two years these North Dakota coops have made profits amounting to "80 per cent of the original investment."

Lawyers Endorse F. U. Bill

The Wheeler-Jones debt adjustment bill was endorsed by the National Lawyers Guild at the organization's national convention in New York City early in June. Earlier the organization's committee on Farm Problems had recommended the endorsement.

Sell Miltonvale Elevator

The Miltonvale, Kan., elevator of the farm credit administration was sold on the basis of competitive bids to the Morgenstern-Pyle elevator company of Salina, for $6,610, it was announced June 19. Geo. B. C. Ruffner has been manager here.

Truck Association Wins Favor by Good Service

Hauling Live Stock to Terminal and Merchandise Homeward Co-op Trucks Save Money and Give Increased Satisfaction to Cooperative Owners

Pictured near is a truck owned and operated by the Missouri Farmers Association Cooperative of Higginsville, Mo. This is one of many of MFA-owned and operated trucks which operate into the terminal markets from points throughout Missouri.

The local exchanges offer an additional service to members through this operation by hauling live stock of members, and in addition realize an additional saving through a back-haul of feed and merchandise from the terminal market.

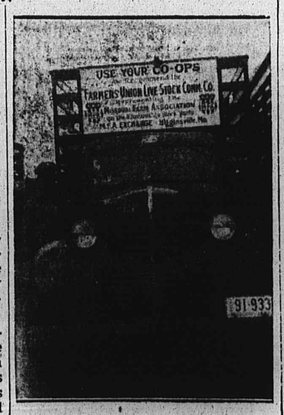
"These trucks have been operated by the MFA Exchanges at some points for a good many years," explains W. G. Bernhardt, manager of the Farmers Union Live Stock Commission Company, Kansas City. "In fact, some of them had their origin when the local shipping association was forced to cease activities.

"We are informed by the managers of a number of these Exchanges that the revenue from the live stock haul goes a long way toward defraying the entire expense of the truck."

There are very few cooperatively owned trucks operating into the Kansas City live stock yards from the state of Kansas, and it appears to Mr. Bernhardt that cooperators in this state may be missing a good bet by not installing this service at points where live stock is produced in good numbers.

With warehouses at Topeka and Kansas City, the Farmers Union Jobbing Association stocks merchandise which is used constantly by elevators and stores throughout the state. With an inbound haul of live stock, and a back haul of merchandise and feed, the local business association might well work out a very satisfactory plan.

In addition there are hundreds of jobs which a truck can do around a local place of business. "We know that it has proven profitable for the Missouri farmers to invest in this type of operation," advises Mr. Bernhardt. "The Farmers Union Live Stock Commission Company at Kansas City would be very pleased to furnish any information you may desire concerning the operation of these cooperatively owned trucks."



Trusk is Cooperatively Owned and operated

Only ten men since George Washington have been general of the U. S. army and General George C. Marshall, present chief, is one.

GOP Bids For Political Favor of Agriculture

McNary Nominated for Vice Presidency and Lengthy Farm Platform

The Republican party met in Philadelphia last week and chose Wendell L. Willkie, Indiana born president of the Commonwealth & Southern utility company as the party's presidential nominee, and Charles McNary, Oregon senator whose McNary-Haugen farm bill received strong farm support over fifteen years ago and lingering admiration since; the legislation stopped by a Coolidge veto, for the party's candidate for the vice presidency.

The GOP platform bids for farm favor as follows:

"A prosperous and stable agriculture is the foundation of our economic structure. Its preservation is a national and nonpolitical social problem not yet solved, despite many attempts. The farmer is entitled to a profitprice for his products. The Republican Party will put into effect such Governmental policies, temporary and permanent, as will establish and maintain an equitable balance between labor, industry, and agriculture by expanding industrial and business activity, eliminating unemployment, lowering production costs, thereby creating increased consumer buying power for agricultural products.

For Family-Type Farms

"Until this balance has been attained, we propose to provide benefit payments, based upon a widely-applied, constructive soil conservation program free from Government-dominated production control, but administered, as far as practicable, by farmers themselves; to restrict the major benefits of these payments to operators of family-type farms; to continue all present benefit payments until our program becomes operative, and to eliminate the present extensive and costly bureaucratic interference.

"We shall provide incentive payments, when necessary, to encourage increased production of agricultural commodities, adaptable to our soil and climate, not now produced in sufficient qualities for our home markets, and will stimulate the use and processing of all farm products in industry as raw materials.

"We shall promote a cooperative system of adequate farm credit, at lowest interest rates commensurate with the cost of money, supervised by an independent Government agency, with ultimate farmer ownership and control, farm commodity loans to facilitate orderly marketing and stabilize farm income; the expansion of sound, farmer-owned and farmer-controlled cooperative associations; and the support of educational and extension programs to achieve more efficient production and marketing.

"We shall foster Government refinancing, where necessary, of the heavy Federal farm debt load through an agency segregated from cooperative credit."

Attacking the Hull Reciprocal trade agreement program, the platform reads:

Eyes Export Markets

"We advocate a foreign trade policy which will end one-man tariff making, afford effective protection to farm products, regain our export markets, and assure an American price level for the domestically consumed portion of our export crops.

"We favor effective quarantine agains timported livestock, dairy, and other farm products from countries which do not impose health and sanitary standards equal to our own standards.

"We shall promote stabilization of agricultural income through intelligent management of accumulated surpluses, and through the development of outlets by supplying those in need at home and abroad."

Regarding the military situation is the following statement:

"We declare for the prompt, orderly, and realistic building of our national defense to the point at which we shall be able not only to defend the United States, its possessions, and essential outposts from foreign attack, but also efficiently to uphold in war the Monroe Doctrine."

WILL PAY PREMIUM

Many Elevators to Encourage Grade "A" Hard Wheat

Following the suggestion of Dr. John H. Parker, Manhattan, president of the Kansas Wheat Improvement Association, grain dealers in many parts of the state have decided to pay a two-cent premium to farmers who have produced grade "A" hard wheat, subject to inspection.

Purpose of the premium payment is to induce farmers to raise better wheat which the millers demand. This is the first year, it is understood, that grain men have been asked to pay any premium. Dr. Parker had asked millers earlier to encourage the inducement. Grainmen have an outlet for the wheat to millers who demand it. However, farmers may net better than the premium offer by selling it for seed.

Plan Stafford Co. Picnic

The Stafford county Farmers union is making big plans for a big picnic Wednesday, August 21. The county has for years held its Farmers Union picnic on the third Wednesday of August, and this year of 1940 will certainly prove no exception. Donald Minnis is county secretary; Irtis Ward is the county president.

ON THE DECLINE

"Isn't it awful? I refused to marry Bob last month and he's been drinking ever since."

"Seems to me that's carrying a celebration too far."

Wheat Rush Is Now Here —Into Terminal Markets

Farmers Union Jobbing Association Has Awaited Harvest All Set for Giving Local Elevator Members Best Possible Service

New wheat arrived in Kansas City to the Farmers Union Jobbing Association on the first official day of summer! On June 21 the first car came in from Portis of the Osborne County Farmers Union Cooperative Association.

The Grain rush is on.

Preparations had been made, and the office force in Kansas City and Salina were keyed to harvest time. H. E. Witham, former Mitchell county farmer and cooperative leader, is general manager of the Jobbing organization, with A. T. Riley in charge of the Salina office.

George Bicknell is manager of the Farmers Union Terminal Elevator, 608 North Quincy, Topeka. Completion was just recently made of the new 500,000 bushel addition to the storage capacity. Last year the storage elevators were filled to capacity within a week after the beginning of the Kansas harvest.

The total storage capacity of the old elevator and the new addition is approximately one million bushels. The tanks are made of reinforced concrete and are 100 feet high. Twenty large tanks hold approximately 30,000 bushels each, and 23 smaller tanks hold 5,000 bushels to 17,000 bushels each.

In the new concrete tanks all bins are hopper-bottomed.

The head-house, 185 feet above the ground, contains 16 bins holding approximately 1700 bushels each, and five bins holding approximately 3,000 each. It is equipped with two legs rated at 11,000 bushels per hour each.

Is Modern Terminal

The scales are of Fairbanks-Morse hopper-type, holding 2,500 bushels with type-registering single beam. The garner valves are equipped with electric signal to show the values on the garner immediately above the scale hopper are completely closed, thus avoiding any possibility of getting portions of two cars of wheat in the scale at the same time.

The elevator is equipped with 5,000 bushel per hour cleaner. A complete dust control, installed by the Day Manufacturing Company, controls the grain dust and lowers the hazard of grain explosion to the minimum.

A complete signal system between the scales, spout floor, and unloading dock was to be installed so that instantaneous contact can be made from any of these three points.

The electric man-lift belt is equipped with an automatic shut-off, thus eliminating any possibility of accident. In case a workman delays in getting off the man-lift, he will not be taken over the top of the elevator.

"We will have a hydraulic jack to be used in opening the grain doors in carlot grains," explains Mr. Bicknell. "This will be a very decided improvement over our old lift, he will not be taken over the method."

Visitors are always welcomed by the Farmers Union Jobbing Association, and this is especially true at the new Topeka grain terminal elevator and feed mills.

Request Early Registrations for Jun. Camp

Plans Are Nearly Complete for Faculty Personel and Activities

Two registrations were received in June for the third Farmers Union camp, July 28 to August 3, sponsored by the Kansas Farmers Union. The camp will again be held at Eureka Park, four miles west of Manhattan. It is expected that the next few weeks will bring many more registrations, they being due before July 20 at the state office in Salina. The first two registrations came from Delphos.

The program of the camp follows closely that of the successful camps of '38 and '39. Study classes will meet through the morning hours; special classes of handicraft, sports, camp paper and leadership studies through the early afternoon, followed by tours, swimming, ball games and such activities.

Evenings are to be devoted to a variety of programs, generally being talks by leaders by state-wide Farmers Union businesses, followed by folk games.

The Farmers Union Managerial Association will have a ball team at the camp Friday afternoon, August 2, challenging the camp boys to a soft ball game. Managers of cooperatives, directors, and their families will be specially welcomed at this time. Visitors will be welcomed, however, throughout the camp week.

A Nebraska Leader

Miss Addah Jane Ludden, Kearney, Nebr., will be in charge of Leadership Methods classes and will direct the camp talent programs. Miss Ludden has taken part in Nebraska Farmers Union camps, and comes to the Kansas camp faculty very highly recommended.

John Vesecky, national Farmers Union president, and Edward H. Mertz, state supervisor of Workers' Education, will share the responsibility for the class entitled Social Studies. T. E. Hall of the Service and Information department of the Farmers Union Jobbing Association will teach the third class of the morning period, Cooperatives.

Mrs. Helen Denney, also of the Farmers Union Jobbing Association, will direct the publishing of the camp news bulletin. Miss Venita Inloes, Quinter, will be camp pianist, and Mrs. B. F. Bayles, Manhattan, will have charge of cooking. Miss Ethel Carlson, Leonardville, will be her assistant.

J. P. Fengel, president of the Kansas Farmers Union, and Mrs. L. J. Alkire, wife of the manager of the Wichita branch of the Farmers Union Live Stock Commission Company, will be deans of the boys and girls respectively.

Miss Esther Ekblad, Leonardville, state junior director, will be director of the camp, having two assistants, Miss Elsie Clausen, Girard, and Wilfred Sack, Seneca, the latter two being junior leaders of their respective counties.

J. C. Goeddert, Manhattan, principal of the Junior High school, and in charge of Manhattan Recreation projects, will direct one of the afternoon classes, the Handicraft division. A movie will be shown one evening, "The River," an agricultural study secured through the University of Kansas visual education service.

Following the Kansas camp, the '40 All-State camp will be held at Camp Judson in the Black Hills of South Dakota, August 12 to 22. The fee is $15.00. Those who attend must be at least 18 years of age, have attended a state camp, or be a leader, officer or employee of the Farmers Union.

Kansas has a quota of six All-State campers. It is planned to take one carload to this camp, six campers. Arrangements to date are that George Clausen, Girard, will drive the car, with five additional campers. Three of these will be Miss Ekblad, Mrs. Helen Denney, and Niles Gibson, McPherson. Miss Ekblad would welcome hearing from those meeting All-State qualifications and who would be interested in attending the camp.

FISCAL YEAR ENDS

U. S. Government Budget and Deficit to New High Marks

The U. S. Government ended its fiscal year June 30, and faced a 1939-40 deficit of $3,700,000 with a national debt reaching the forty three billion mark.

At present, treasury officials are figuring on expenditures of approximately $10,500,000,000 and income of about $7,000,000,000 in the new year. Transition of the budget from a peacetime to a preparedness status is marked in many items. In the old year the Treasury spent $1,575,000,000 for defense. In the new year the appropriations will reach approximately $3,600,000,000.

The President's Message

By J. P. Fengel

Wheat and Kansas

Kansas has for years enjoyed the distinction of producing more wheat than and other area of like size in the world and in addition at one time deserved the slogan "Kansas Grows the Best Wheat in the World."

But something has happened right here in Kansas so far as quality is concerned that needs be corrected if Kansas is to maintain her position as a quality wheat producing area and find a ready market among the millers, bakers and the consuming public that is growing more and more discriminating each year in their demands for certain types of wheat that will produce flour with definite characteristics that are dependable and suited to the needs of this highly specialized industry.

As this condition has developed and our Kansas farmers have been induced to plant and grow many mixed and mongrel varieties of wheat, also to become careless and plant not only mixed and mongrel varieties, but, we are also planting seed that carries a too heavy mixture of rye and for which every farmer is now being penalized in the terminal markets for this mixture of rye, with mixed varieties of hard-semi-hard and soft wheats.

This condition has become so prevalent and the consequences so extremely disastrous to the demand for our most dependable crop in Kansas Wheat that there has been an organization sponsored by voluntary organizations of millers, members of the grain trade and others interested in the improvement of Kansas wheat. The aim of this association is to promote the planting of clean seed of approved varieties so that the reputation of Kansas as the premier wheat state shall be maintained.

This worth while organization is "The Kansas Wheat Improvement Association, under the able direction of Dr. John H. Parker, Manhattan, Kansas. Dr. Parker is a recognized authority on plant breeding, having developed several varieties of wheat, the most successful and outstanding is Tenmarq.

Form Improvement Ass'n

The Kansas Wheat Improvement Association has the unqualified endorsement of our State Secretahy of Agriculture, The Hon J. C. Mohler, with this Post Script, "To maintain the hard-won reputation for superior quality of Kansas wheat requires the planting of pure seed of adapted varieties, this is the laudable objective of 'The Kansas Wheat Improvement Association, whose program deserves a united and generous support."

The premium quality and world wide reputation of Kansas grown wheat can be maintained only by planting pure seed of approved varieties, since more than 40 distinct varieties of winter wheat are now grown in Kansas.

A considerable number of them are virtually worthless for producing flour for commercial bakeries, who are the chief buyers of flour milled from our Kansas grown wheat. On the authority of the United States Department of Agriculture and the Kansas State College, the limitation of seeding to not more than six varieties of wheat would best serve the interests of Kansas wheat growers and insure continuation of the present quality premiums on Kansas grown wheat.

Many of these inferious varieties have sneaked into Kansas fields largely through the activities of seed people who made promises in terms of yields with no regard to the milling and baking qualities of the wheat itself.

Some of them, such as the better types of Blackhull, can be milled fairly well when mixed with generous quantities of the true type of Turkey wheat. Others, notably Chiefkan, absolutely defeat the efforts of millers to make flour which can be baked into satisfactory bread by commercial bakers.

Thirty four percent of the Kansas acreage already is seeded to these inferior bakery flour wheats. Should this acreage expand further, the day is not far distant when Kansas flour will lose the preference it now enjoys among bakers, and Kansas wheat not only will lose the price preference or premium of from five to twenty five cents per bushel now received by the growers but will sooner or later be discounted.

Importance of Quality

Unfortunately, the wheat problem recently has been considered almost entirely in terms of quantity and price, with almost no attention given to the all-important matter of quality. Yet, when all of these economic problems are solved, there will be left the vital question of the kind and quality of wheat produced in Kansas. Will it still stand in first place or will it slip backward, as has been the case in other states.

Considered for their effect upon the quality, reputation, and quality price of Kansas grown wheats now being sown in America's premier wheat state are, for the long pull, little better than weeds and should be so treated.

In the Canadian northwest, a few years ago, a subscription financed program was launched to show wheat farmers through the use of "demonstration plots" the difference in value to them between sowing the right kind of seed and sowing the wrong kind of seed. In just seven years work by this organization and average grade of Canadian Northwest approved wheats has been raised to the place where it now commands everywhere the highest price in the world.

Because of the progress and achievements in the Canadian Northwest, a similar organization was promoted in Kansas, with the cooperation of Kansas State Col-

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F. U. Juniors of Ellsworth on Radio Time

Girls' Trio, Soloist and 4-Minute Speaker on Program

Juniors of the Ellsworth Farmers Union under the direction of Mrs. William Hysell, junior leader, gave a fifteen minute program over radio station KSAL, Salina, June 27, at 4:15 p. m. Mrs. Hysell acted as chairman and announcer for the program, introducing a girls' trio, Miss Marilyn Palmquist, 12 year soloist who sung "Geography," and "Little Skipper," and John Boggs, who delivered a four minute speech, entitled "The Cooperative Movement."

Members of the trio were Margaret Ellen Yeo, Marjorie Jean Kirkendall, and Ada Ruth Kirk, with accompanist, Doris Kottman. The girls sang "When You Wish Upon a Star," and "Whistle and Blow Your Blues Away," the numbers respectively opening and closing the program.

The afternoon of the program reached a temperature of 103 degrees in Salina, and with the excitement of it all, there were two flank attacks on the happiness of the day. While shopping in the city before going on the air, one girl fainted; she had not felt very well the day previously. This accident happened close to four o'clock and caused some furor through the group that the broadcast might be made on schedule. The second incident was a nose bleed suffered by another, after singing on the program, but while still in the broadcasting chamber.

The speech by Mr. Boggs follows:

Four Minute Speech

"The Cooperative Movement was started by Robert Owen in England. He saw that machines were making one man rich to every dozen poor men and he got the idea that if the laborers owned their own factories this condition would be changed. He started the Cooperative Movement in his own factory but was unsuccessful in his campaign. He died a few years after his cooperative venture broke up.

"A few years later a group of weavers in Rochdale, England,

(Please Turn to Page Three)

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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TYPOGRAPHICAL UNION LABEL SALINA, KANS.

Analyzes Monetary System; Submits Sims' Constitutional Money Reform

Editor's Note — Monetary control has been a subject of heated discussion in Farmers Union circles for years, and the plank for Constitutional control of money has passed many state and national conventions. The following article by John Sims, Woonsocket, S. D., is published in the National Union Farmer, and John Vesecky, national F. U. president, makes the following comment regarding it: "The National Farmers Union has for a long time demanded that the coinage and evaluation of money to be taken from the Federal Reserve system and placed back into the power of congress and some federal agency set up and controlled by it. I believe however that to just take the coinage of money from the bankers' agency and then let the same bunch still handle money and credit that is now handling both will not be of very material aid to our common people. I believe we should go much further than that, and the following plan may lead the way out of our present financial mess."

The Sims Financial Plan

John Adams, second president of the United States, once said, "All the perplexities, confusion and distress in America arises, not from defects in their constitution or confederation, not from want of honor or virtue, so much as from downright ignorance of the nature of coin, credit and circulation.

Realizing the truth of the above statement and taking into consideration the deplorable financial condition of our nation today, it appears to be of vital importance that a solution be found.

I, therefore humbly offer for the consideration of the public the following article of explanation of just what' must take place under existing laws in order that our monetary system may function.

If any statement that appears in the following article may be proven by known facts to be false or misleading, I shall welcome the correction and proof, because the object sought is to find a solution to our deplorable situation. Most everyone realizes that there is something somewhere vitally wrong with our economic system.

Perhaps the solution would have been found long ago, if we had not been so occupied in looking after our own individual, selfish interests that we failed to realize that we must consider the welfare of all, otherwise we too must suffer.

Borrowed Circulation

In order to understand the theories advocated in regard to what is wrong with our economic system, it is important that you fully realize we, the people of this nation, are under the present laws required to transact our business with a medium of exchange, the greater part of which is borrowed into circulation, this we do not even own, and never will just as long as the present laws are in force. I wish to emphasize this fect because it is the key to the explanation as to what is wrong with our economic system.

In this article I hope to prove two things: First, when our medium of exchange first enters circulation, ownership must be transferred to the people, and interest charges be eliminated, if we are ever to have lasting and permanent prosperity. Second, that our present system cannot function unless individuals go bankrupt, and banks fail. Shameful to admit our present system is designed to prevent ownership of money by the people. Money borrowed to be returned with interest at a future date does not convey ownership, but it does create an ever expanding debt.

What is Wealth?

Why shouldn't we, the people, own our exchange medium, which would permit uninterrupted circulation and no interest burden?

All the following transactions must occur each in its turn, because there is absolutely no provision in our monetary laws whereby a fund may be obtained to pay the required interest on our borrowed medium of exchange.

Now let us consider what is usually termed new wealth—products produced by the peoples' labor. We hear on every hand that we must increase the production of new wealth and by so doing we can pay all of our debts, and right here I wish to state that just as long as our present system is in force, there will be two different kinds of debt, and I wish to make a distinction between the two. One kind is debt contracted between individuals. This type of debt can be paid by new wealth and not reduce the amount of money in circulation. The other kind of debt is the debt people must contract with a bank in order that they may have a medium of exchange. This debt I will call the debt of issue, and it differs in two ways from the other type: First: each time payment is made on debt on issue the amount in circulation is reduced in exact proportions to the debt paid, because when the bank of issue receives the money, it is out of circulation until again borrowed. Second, no matter how much new wealth is produced by the people's labor, no matter how industrious and thrifty they may be, this debt of issue can never be entirely paid, simply because the new wealth can never be sold for more than there is in circulation, which consists of the principal, only, and the amount of this debt of issue is principal plus accrued interest. The correct definition of the term "new wealth" should be collateral security for loans.

Right here I wish to ask why must we have this idiotic unpayable debt of issue? By act of Congress this burden was placed on us, and by an act of congress, it may be removed.

The "Debt Issue"

Under the present system, the value of money is maintained by the control of the amount entering circulation.

The same principal can be applied to a monetary system that has NO DEBT OF ISSUE, explanation of which I shall take up later on.

Perhaps our ignorance or lack of understanding in regard to the nature of this evil system has been caused by the fact that some individuals have paid their debt of issue, and made a profit.

Some localities have had prosperity, and we have failed to realize that the only way this could happen was at the expense of other localities and individuals.

We have had national periods of prosperity brought about by increasing the security and principal at the bank of issue and adding the interest to the debt, and when pay day comes, what happens—property values destroyed, individuals bankrupt and bank failure, all caused by—let me repeat—this unnecessary idiotic, ever-increasing debt of issue.

As an example of what must happen when a nation of people are forced to carry on their business with a medium of exchange borrowed into circulation and in order to simplify the illustration, let us assume that liquidation of the entire debt of issue was attempted, then only can we understand that national income or new wealth, although it is used to satisfy the entire debt. In proof thereof, I submit the following simple example. Suppose a nation consists of four persons and each borrows from banks one hundred dollars at eight per cent interest. This transaction places $400.00 in circulation. Suppose the first note is due in three months, the second in six, the third in nine, and the fourth in twelve. Suppose Number 1 when his note is due, markets $102.00 worth of his products, and pays his note. Number 2 and Number 3 do likewise. This procedure retires from circulation $312.00 principal and interest, leaving $88.00 still circulating, and even though the $12.00 collected as interest by banks again entered circulation through dividend payments and operating expenses, there would still be shortage equal to the required interest.

What Really Happens

No doubt our ignorance or lack of understanding that national income or new wealth, no matter how much produced, can only be used to pay part of the debt of issue, has been caused by the fact that about the time the Number 1 debtor paid his note two more borrowers stepped up and contracted a greater debt. Meanwhile new wealth is continually marketing and the proceeds used to pay debts of issue coming due. What really takes place is that the debt assumed by the people as a whole must continually become greater. Unless reduced by funds obtained from the so-called minor sources mentioned later on in this article by bank failures, because strange as it may appear, the facts are that only by or through these sources can the required interest fund be obtained.

Now just what do you think of a law that requires a nation of people to borrow their medium of exchange and make no provision as to how the interest may be obtained? How then is it possible for these four persons to continue in business? The answer is BANKRUPTCY. If three are to pay, one must go bankrupt. When foreclosure takes place, the ownership of the sum borrowed by that individual is broken away from the bank of issue. Right here I wish to say that this is the only way it can be broken away and it must so be before it may be used by whoever obtained it during the business transaction of the year, to meet their required deficiency. Thus one must fail in order that the rest may carry on. This creates a system of automatic bankruptcy from which there is no escape, just as long as the present laws are in force.

How Have Any Escaped

It is also apparent that time is all that is required in order that the last one of these four persons will one by one go down and out. Now we know that although many have failed there is still many in this nation today who have not, although practically the same system has been in force ever since this nation started. If the above be true how has any of us escaped? Now we know individual bankruptcy will not furnish the required interest fund although it must take place. We also know that this system could not have functioned until now unless some method of obtaining this tremendous interest fund had been found. The answer is bank failures must furnish the chief source. There are other minor sources, such as cancellation of the debt by bank of issue, but very little of this occurs; favorable export trade balances; tariff collected by government; treasury notes (if exchanged for services or materials); and perhaps others. All of these so called minor sources are syphoned into our group of banks and this alone, constitutes their profit. The remainder of the required sum must be obtained through bank failures and I might state that these so called minor sources, and they also at times represent a tremendous sum, would remain in the hands of the people where they belong if we had honest monetary laws, requiring no debt of issue.

Compulsory Bank Failures

When a bank fails and we will say pays depositors 30 cents on the dollar, the ownership of the remaining 70 cents is broken loose from the bank and transferred to the people. Thus we can see that the same principle applies to the banks as a group, that applies to individuals as a group. Some must fail in order that the rest may be paid. This is the law of the jungle and should not be tolerated in modern civilization.

The whole question reduced down consists of the following facts. We know that the bank corporations only have the right to issue money. We know that under no circumstances can money be obtained from a bank in exchange for property. All must be borrowed when it enters circulation. We know that interest is charged and we have proven that the principal way this required interest fund can be obtained is through or by what might be called compulsory bank failures.

We know that banks cannot collect from the people more than they have, which is the principal only, although this system requires them to force collections, and thereby ruin property values, which in turn causes bank failures, all brought about by this idiotic debt of issue.

If you are insolent, do not look down upon the banker whose bank has failed, or on your neighbor who is bankrupt, because this system requires that they make the sacrifice in order that you may carry on. If you maintain that we cannot construct or devise a system that is satisfactory without requiring individual bankruptcy and bank failures, then you insult the intelligence of the American people. Under this system, Social Security can never be attained, because it defeats the very thing it was designed to accomplish. It automatically destroys property values.

Repealing Economic Laws

What do you think of your highest type of modern civilization, with an educational system costing billions each year to maintain, who have not only failed to explain the vicious principles contained in this system, but have actually sponsored and encouraged the approval of it?

Natural economic laws cannot be repealed or amended, nor can they long be violated with impunity. No group of individuals can expect to pay both principal and interest when the principal is all that is available. To do so would require a violation of a natural law. Yet this system compels us to make the attempt, and the result is the above description.

Once the nature of this destructive system is understood, it seems that no one banker or anyone else would attempt to justify or even to tolerate it. All other reform movements are secondary in comparison because none can permanently function and avoid connec-

(Please turn to page 4)



Here's How Your Farmers Union Terminal Elevator Looked on June 6!

Looming up white and tall and USEFUL, it stands as concrete testimony that it pays the farmers to market their grain cooperatively.

Out of the many, many terminal elevators in Kansas, this is one of two owned cooperatively—One of two owned by the farmers who grow the grain that is stored, cleaned, conditioned, or mixed in them.

No single man will grow rich from the operations of this elevator. Stockholders will not be delighted with big dividends. Its earnings will be spread to the thousands of farmers who market their grain through their local Farmers Union Elevators and then send it on to their cooperative at the terminal markets.

It took years of fighting for the farmers to get the right to operate on the grain markets for themselves. It took more years to build up the business to where it would warrant this elevator facility. Now that we have it, let's remember that it isn't there just to be looked at—even though it looks pretty swell. Neither is it there just so you can be proud of something because you own it. It is there to be USED—used by every Farmers Union Elevator located at a point that will work through Topeka to the Missouri River.

LOAN WHEAT—STORAGE—CONSIGNMENTS—SALES — HEDGING
A Complete Cooperative Grain Marketing Service

FARMERS UNION JOBBING ASSOCIATION

KANSAS CITY SAL INA TOPEKA

Improve the Income

Reports are heard occasionally from communities in which there is no Farmers Union business organization, that because of this fact there is little possibility of organizational Farmers Union work. On the other hand, in communities where cooperative business organizations have been built through the Farmers Union, there is sometimes a feeling that the Farmers Union parent organization has served its usefulness and may as well be permitted to die out.

The first view assumes that the cooperatives and their development are the sole end of the Farmers Union, and that they have a debt of indefinite size and duration toward the farm organization giving them birth. The second view also assumes that the purpose of farm organization is the development of cooperative business, and reasons that since the members of a farm organization and the members of a cooperative are one and the same group that the debt of gratitude balances itself out.

Neither of the views catches the essential purpose of farmer organization, that of improving the lot of the farmer. Wide profit margins of the past have assured immediate success of numerous farm cooperatives, but whose members have incomes so low that the patronage dividend from the cooperative was far from enough to raise his total income to cost of production, not enough to raise it even to the parity income basis which is theoretically figured through the same years when farm cooperatives developed in numbers so prodigiously.

Farmers need something more than patronage refunds from cooperatives to gain an equitable farm income, important as are the cooperatives in the marketing picture.

The Farmers Union stands upon its own, expecting loyalty from the entire agricultural field, winning respect from those forces elbowing near Agriculture, and asking fraternal support of farmers in every community. The man who works a farm needs a working farm organization.

The position of vice president of the United States is an important, but not all-powerful one. Enthusiasm of McNary farmer supporters is somewhat tempered by the remembrance that John N. Garner is the son of a charter Farmers Union member in the pioneer Texas local Union. And there remains a farm problem to discuss in the '40 political campaign.

The pipe organ owned by the city of Topeka goes the way to the junk man, unneeded in the new Municipal Auditorium. Topeka used to draw shy visitors from the hinterland specially because of its pipe organs and streetcars. How marvelous seemed the false fronts of the first and the motormen of the latter.

The Compulsory Draft

This phrase of "Making Democracy Work" never becomes more absurd than when dictatorial means are used toward that end. A generation ago the military draft in peace times was specifically an important reason many freedom loving people became dissatisfied with their old country and embarked for America. May our flag of freedom fly high, and justifiably.

Compulsory defense training during peacetime is not necessary. Defense training may be. Criticism will result from the first, but wholehearted cooperation and patriotic service will follow a sensible appeal and cold logic.

Military organization must be built upon discipline and sharp respect for order, obedience is probably the ranking rule. But understanding and reason make for a better social order and a finer sense of patriotism; it is to be hoped that the social may continue to take precedence over the military order in the broader and longer view.

Agriculture can not look with much optimism toward closer economic relationship among the 21 American Republics. Such a closer relationship appears to resemble an extension of the AAA program throughout the two continents, and this program has not yet reached enough price control to give farmers in this country a respectable price for their products. —R. H. T.

THE CLOAK ROOM

W. P. Lambertson

We nominate Lindberg for second place.

The 3rd termites are gnawing in our ridgepole.

Yourselves and your congress are your last hope.

Draft Roosevelt and he will draft you.—Cong. Joshua Johns.

The race is—to get F. D. R. out before he gets us in.

All we ask of the New Deal is that they keep Stimson and Knox.

Anyway, Harry Woodring did not yield for intervention. The General Staff stood by him, too.

How can we exist on Europe staying out of our hemisphere while we keep sending grapes into theirs?

Any National Convention where the nominee is not already practically picked, is worth the money.

Alf Landon does not meet the President any more at the water's edge because the latter has walked on east, out to sea.

The appointment of two former Republicans to the Cabinet on the eve of their Convention proves that F. D. R. is politically minded, first of all.

If the Republican platform is short, it will be positive; if it's long, it's straddling. The platform of '60 contained only 17 short paragraphs.

The Republican Party has been handed a gold brick or a second Lincoln.

When Hitler visited the tomb of Napoleon in Paris, it was the beginning of his downfall.

Twenty miles west of Independence Hall we buried Gen. Smedley Butler, Monday, the fightenest Quaker and Marine that ever lived.

In the front yard of Butler's farm place is a 3 foot unmounted miniature cannon and behind was a large hammock covered with vines. After all Smedley loved war less than peace.

The roof of the new P. O. in Philadelphia is a landing field for the auto-giro, which carries airmail over red lights to the flying field.

We saw our first telephone at Chicago's World's Fair in '93, our first television at Philadelphia Republican Convention in '40. The march of time!

The voting at Philadelphia Convention was like a primary election. One national committeeman held his delegation in check, but the 47 others voted as they pleased.

The two qualifications for membership in the Union League Club, started in '62, in Quaker City, are that you never voted for the head of another party and that you are nationally minded.

Two more of the new County Planning Series have been issued by the U. S. department of agriculture, Membership of Land Use Planning Committees, No. 2; and tion, No. 3. Both are free and may be secured from the Superintendent of Documents, Washington, D. C.

DISCUSSION NO. 12

Co-operatives

Volume of Business a Factor in Cooperative Efficiency

Business volume finds its place in any discussion related to cooperative business practices. Without a doubt a good volume of business will always be considered one of the essentials to successful cooperative enterprise. Is the business volume of increasing importance? Many conditions would at the present seem to indicate that the view and in the future cooperatives will of necessity give more attention to their volume of business than has been customary in the past. In early years of cooperative growth margins were wide enough to contribute substantially to the payment of operating costs. After a few years of cooperative competition in any field, margins are known to be narrowed, providing less income with which to defray costs of operation. As this process occurs, the volume of business becomes increasingly important as a means of lowering business costs. A drive for more patrons is often necessary in order to continue showing profitable operations.

After advancing statements regarding the importance of volume of business to a cooperative, and also after indicating that increased volume means decreased unit cost, the next logical questions are the why and the how? Simple examples can give the most satisfactory answers.

If a farmer has on his farm facilities to take care of a maximum of fifty head of hogs but he only has ten head, what about the operating costs? With facilities at hand for fifty would the labor expenses, taxes, depreciation etc. be very much more on a possible fifty head than on the ten?

In operating a farmers' cooperative elevator the operating costs per bushel of grain will be less if the labor and facilities are used to their maximum capacity rather than one-half capacity. As volume increases toward the maximum capacity of facilities, the per unit cost decreases.

Increased volume is also meaningful in that it strengthens the cooperative's bargaining power. Being able to buy and sell in larger quantities is an advantage brought about by good volume.

It is not difficult to understand why many private business establishments go to almost seemingly unreasonable degrees to persuade the farmer to patronize them. Premiums, feed sacks that can be made into house dresses, and astounding claims of results are all a part of the game to attract patronage. It pays; otherwise we would not find companies spending thousands of dollars on advertising alone.

In a cooperative organization farmers may save that advertising expense if they appreciate their organization and loyalty give it full patronage. That alone in some cases would mean a good sized dividend. Yet most folks have become accustomed to being persuaded by high priced and high pressure advertising, the average citizen is willing to pay indirectly through things bought and sold for this type of patronage stimulant.

Increased volume of business therefore means decreased costs and better bargaining power in cooperatives as well as in other business institutions. Can it be said, however, that in a farmers' cooperatives increased volume means more than those two things? That possibility is there because the patron is a member of the organization. That part ownership means he is entitled to share in any excess profits or savings that are made. At the close of the year, after expenses are paid and necessary reserves are set aside, the remaining savings blong to the members either as increased equity in the business or as patronage dividends. So to the farmer member increased volume in his cooperative provides savings through patronage dividends, increased equity in the cooperative, or in better sale and purchase prices on business transactions. Is it any wonder then that patronage and a large membership is so important to cooperative business success. Does it seem important that members who are in a position to patronize their own cooperative organization do so? Loyalty furthers surety that members are getting maximum results in their marketing and purchasing activities. Again it is a state in which individuals are benefited through cooperative action with others.

DISCUSSION QUESTION:

How Can a Cooperative Increase Its Volume of Business?

a. Should it be done through advertising? Educational programs? Membership drives?

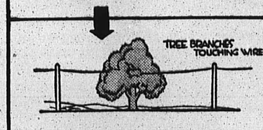
b. What effect, if any, does open or closed membership have on the volume of business in a cooperative?

References: Kit on Cooperatives (50c) including "Cooperation—Philosophical Interpretation," "Cooperatives in the U. S.—A Balance Sheet," "Cooperation, What is It?" "Coops—How Far Can They Go," "The Story of Farmer Cooperatives," and others. Also, "Cooperative Marketing of Farm Products," Federal Farm Board Bulletin (No. 10); and Cooperative Purchasing of Farm Supplies," Farm Credit Administration, Washington, D. C., Bulletin (No. 1).

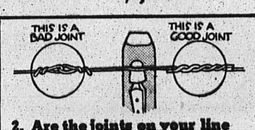
How's your telephone line?



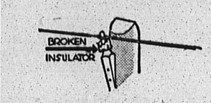
IF YOU OWN YOUR LINE AND INSTRUMENT...GIVE THEM THIS TEST



1. **Is your line free from interference?** ☐ YES ☐ NO
Trees and bushes "ground" a line—especially when wet. The result is that the line loses talking current.



2. **Are the joints on your line tight and free from rust?** ☐ YES ☐ NO
If not, your line is only partly efficient. Twist joints tightly as shown above at right of pole.



3. **Is the wire supported by good insulators?** ☐ YES ☐ NO
If not, you may have trouble hearing. This is another way talking current is lost.



4. **Has your telephone been inspected recently?** ☐ YES ☐ NO
For best service, bring your telephone instrument to us once a year for inspection. Replace your batteries every year.

IF you answer "No" to any of these questions, your telephone service may not be as good as it should be.

If you get service from a town served by the Southwestern Bell Telephone Company, ask for a copy of the book, "How to Build and Repair Your Farm Telephone Line." It shows you how to build a good farm telephone line—and keep it in first-class condition. It's FREE—ask for your copy.

SOUTHWESTERN BELL TELEPHONE COMPANY

Junior and Juvenile Department

ESTHER EKBLAD, Director

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

TO THE DICTATORS

This is your play's last scene, your final stand
Beneath the weight of too much armament
The world is groping with a hostile hand,
And fear-sick men cry out their discontent.
Look down from off your eagle-height, look well
Note each weird hollow on the earth's green face;
See how the bomb-proof shelters spread and swell,
And how the gas-proof cellars interlace.

Man was not born to live within a cave:
In years long dead, whose memory is black
As yours will be, wise men fear-driven gave
Their prudence to the wind for light. Your lack
Of this acuteness is the crouching foe
That will destroy you as you turn to go.
—Sophie Himmell in "Wings"

Camp Registrations Are Due July 20

WARS AND RUMORS OF WAR

Guest Editorial by Mrs. Gladys T. Edwards in The Farmers Union Herald

No one in America today can escape the sound and thought of war. Into our homes come the voices of radio commentators and the talk is all of war. The voices of the President of the United States, of Congressmen and other men in public life come to us, each frightened with words of dread.

To those in the Farmers Union who are placed in positions of leadership come letters and inquiries as to what is the stand of the Farmers Union in the present situation.

The answer must be that one which was written into the resolutions of your state conventions last fall. That is the place where the Union, as an organization, takes its stand. What each of us thinks and does as an individual is our own personal problem. This is a democratic organization. It exercises no control over the individual. It sets up its program democratically at a state convention where all may be represented and have a voice. As an organization, we must adhere to that program.

Facing the war situation last year, with full knowledge that it was imminent, the program of the Farmers Union as regards peace was written and indorsed by the delegates.

In that program full account was taken of the factors that make the economic framework of war, and the stand of the Farmers Union against those factors was definitely set forth. Also set forth was the belief that the Farmers Union must oppose war by building, instead of that economic framework for war, an economic framework for peace. The cooperative movement is the medium through which that framework can best be built.

Let us never forget our job of building. Let us keep our heads and not become involved in any "fifth column" scare, either by drawing suspicion to ourselves, through ill-advised and reckless statements, or by allowing our prejudices to be aroused by reckless statements on the part of others. Let us express ourselves thoughtfully and logically in the stand of our organization, to those with whom we talk and through letters to the President and Congress. Let us express our opposition to sending our boys to fight on foreign soil, to protect democracy, since democracy is lost as soon as war is declared.

Public opinion is a powerful thing. It is a dangerous thing, too. Do your share to keep it an opinion instead of a prejudice.

News of Camps

We are anticipating knowing in the very near future who and how many will be coming to camp. Registrations are due July 20 but it is our hope that many registrations will reach the office before that date.

It has been interesting to follow news of Farmers Union Camps over the country. Our neighbor Nebraska will come along with two camps or Insitutes shortly after ours. The first will be at Niobrara State Park, August 11 to 17; the other at Chadron State Park, August 18 to 24. We have been invited to visit at both of these camps going to and from the All-State Camp in the Black Hills.

In the Northwest where harvest comes much later in the summer the camps are mostly held in June. Montana started June 2 with a Leaders Camp; they have had three other camp sessions since. North Dakota has a Reserve Camp and a Beginners Junior Camp behind them; now they have an Advanced Junior Camp in session. Wisconsin and South Dakota both are having two Junior Camps. One of those in South Dakota will be held the same week as ours in Kanss. Colorado had one of their camps in June and will have the other in August.

Plans are going forward at the National Junior office for All-State Camp. It will be held August 12 to 22 in the Black Hills. Kansas will be represented there.

Juniors on KSAL

Juniors from the Ellsworth Farmers Union Local, Ellsworth, joined with their leader in presenting a program over KSAL, Salina, Thursday afternoon, June 27. We wish to comment here that the educational feature of the program, a four-minute speech given by John Boggs one of the Juniors, was very fine. Using "The Cooperative Movement" as his subject, John in the short four minutes gave a well-rounded story of cooperative principles and cooperative development. It was a good xample of the four-minute speech.

PLAN ALL-STATE CAMP

Will Open August 12 in South Dakota Black Hills

All-State Camp will be held in the Black Hills of South Dakota at Camp Judson, thirty-five miles west of Rapid City. The camp will open on August 12 and close August 22. Each of the visiting states may send six students. To qualify, an applicant must be eighteen years of age or older, have attended a state camp or institute, or be a leader or employee in the Farmers Union.

Kansans interested in the All-State Camp trip may direct their inquiries to the State Junior Leader.

IN COWLEY COUNTY

Four Minute Speakers Talk of War and Farm Problems

The Juniors of the Kellogg Farmers Union Local enjoyed their regular monthly party on June 13 by having a covered dish supper after which they went to the roller skating rink at Oxford and enjoyed skating for two hours. There were eighteen Juniors and their leader, Mrs. Merle Tribbey, present for the enjoyable evening. On the last meeting of the summer for the Kellogg Local nine Juniors gave 4-minute speeches in preparation for the Junior Camp in July. Each speech passed the Minuteman rules and was upon a subject related either to war, peace, or the economic problem of the farmer. Those giving speeches were Ruth Anna Cadwell, Gerald Ehmke, Leonard Groene, Millard Kittelson, Leon and Norma Payne, Leah Schmidt, Nellie Mary Wilson and Curtis Wilson.

Raymond Groene gave his sixth speech on his Minuteman Project to a large audience at the Bethel Local on June 7. Raymond chose the subject "Crime and What It Costs Us." His talk was well prepared and rendered in fine style. Too much can not be said about the Minuteman Project as it is one of the finest ways to train our Juniors that can possibly be had. It teaches them to be able to get up before and audience, to speak with more ease and knowledge of the things before the farmers today. We need lots of Minutemen in Kansas to carry on this great task that is facing us today.

—Mrs. Merle Tribbey,
Junior Leader.

Plan Ice Cream Social

Twelve members of the Farmers Union Junior class held a meeting at Kellogg hall, June 18. Discussion and plans were made for sending twelve members to the third Farmers Union Camp at Manhattan. Plans were also made for having an Ice Cream social and program in July. The Juniors are now busy making posters and scrapbooks for the Annual Stockholders meeting to be held August 13.

Members present were: Millard Kittelson, Leonard Groene, Margaret Groene, Elaine Groene, Gerald Ehmke, Leon and Morman Payne, Curtis Wilson, Leah Schmidt, Mary Nell Wilson, and the Junior Leader, Mrs. Merle Tribbey. The next meeting is dated July 2.

Mary Nell Wilson,
Junior Reporter.

New FSA Head

The Secretary of Agriculture has announced the resignation of Dr. W. W. Alexander as Administrator of the Farm Security Administration. Dr. Alexander has accepted a position as vice president of the Julius Rosenwald Fund, with headquarters in Chicago, effective July 1, 1940. C. B. Baldwin of Radford, Virginia, administrator Radford, Vir., assistant administrator of Farm Security Administration has bee nappointed Dr. Alexander's successor.

1940 Camp Guide

Where to Go

The Eureka park, Manhattan, will for the third time be the home of the Kansas Union Camp. Eureka park is located four miles west of Manhattan on Highway 40, about midway between Manhattan and Ogden. A large sign Farmers Union Camp will guide newcomers to the gate of the camp.

When to Go

The Farmers Union Camp will open on Sunday, July 28 and close with breakfast the following Saturday, August 3. Campers should plan to arrive at the Park during the afternoon Sunday. The first meal will be served Sunday evening. Staff members will gladly meet anyone coming to camp by train or bus in Manhattan, if the Camp Director is notified of the time and station.

Who May Attend

Juniors, Junior Reserves, (ages, 14 to 21), Junior and Juvenile Leaders, and older young people interested in leadership may attend the camp. All must be members of the Farmers Union in good standing. Further information concerning qualifications can be obtained from the state Junior Director. Special discussion periods will be held each day for Farmers Union Junior Leaders.

When to Register

Registrations for camp attendance are due at the Kansas Farmers Union Office by July 20. Registration blanks can be obtained from the State Junior Director, or may be clipped from the Kansas Union Farmer.

What to Pay

The fee for each individual camper is $5.00 for the camp week. $2.00 of the fee must accompany the registration. If a camper is unable to attend, the fee is not refundable but may be transferred to a substitute camper. Campers will pay the balance of $3.00 when checked into camp Sunday evening, July 28. The five dollar fee will cover all major expenses except transportation. Every camper should have a few extra nickels and dimes for incidental expenses.

Bring to Share

All campers should come to camp supplied with pencils and notebooks. Cameras and autograph albums are popular about the camp. Camp programs will be much more entertaining if those who play musical instruments will bring them along. Music, readings, stunts and other program specialties will be heartily welcomed.

What to Wear

Cool, comfortable and washable clothing is needed for summer camp life. Camp life is rough; dresses and suits which are not easily and inexpensively cleaned are out of place. The following are suggestions of what campers will need:

Wash dresses and slacks
Overalls and wash trousers
Comfortable sport shoes
A jacket or light coat
Raincape and galoshes, (rain was abundant in '39)
Bathing suit and cap
Washclothes and bath towels
Soap and personal toilet articles
Cup or glass for brushing teeth
A small mirror
Coat Hangers
Blanket, sheets and pillow for cot.

The beds will be individual camp cots. Campers should bring a heavy comforter or blanket to use as a mattress, and two or three light warm blankets for covers. In '39 the nights were very cold; it is well to come prepared. Don't bring good bedding. The camp is equipped with shower baths which will add much to physical comfort.

Guests and Extra Meals

Visitors are welcome at the camp at all times of the day. If a group comes and wishes to take meals with the campers, a notice to the Camp Director ahead of time will be appreciated. Meal tickets will sell for 25c. Visitors may bring picnic lunches.

In Touch with Home

Friends and the family at home can reach persons at camp by directing mail in care of the Farmers Union camp, Eureka Park, Manhattan, Kansas. Telephone calls should be made to the residence of C. E. Jones, Caretaker, Eureka Park.

Responsibilities of and For Campers

Every precaution will be taken for the health and well-being of the campers. Deans will be present to look after the comfort of the boys and girls. However, the camp cannot assume the responsibility for illness and accidents. Persons not in good health should not come to camp.

The Hours of the Camp Day

Interwoven into all activities of the camp day is friendliness, fellowship and information of the Farmers Union. The morning hours of each day are spent in discussion classes with economic problems, cooperatives and leadership methods as the basic topics.

What to do in leisure hours is a question asked in rural as well as urban communities. The play hours of the camp are planned and directed with just as much care as are the study periods. Handicraft, sports, swimming, tours, programs, singing games and folk dances lend toward keeping the days active and lively.

Student Government

Student government was introduced last year. Through a Board of Directors and student body meetings, camp policies were formulated and administered. The same procedure will followed this year. The chores of the camp, such as dish washing and daily cleaning will be shared by the campers.

The Open Forum

We're Off—This Is "Preventive Propaganda"

Purdue Exponent, Student Newspaper of Purdue University

This week we came across the first tangible bit of deliberate propaganda. It was the "Stop Hitler Now" advertisement which was sponsored by the "Committee to Defend America by Aiding the Allies," headed by William Allen White, editor of the Emporia (Kan.) Gazette. The advertisement appeared in papers from coast to coast.

Under the guise of protecting America from Hitler's hordes, the advertisement, written in editorial style, not only played on the emotions of the readers but made several statements that have not been proved facts as yet.

We have been watching the war hysteria grow in the editorial columns of the Eastern newspapers for the last few weeks; we have noticed the trend of the war news commentators; we have heard the sentiments of several of our legislators expressed in the press, on the screen, and in the newspapers, and we are now convinced that these public servants, the press, the radio, and the Congress of the United States are neither fulfilling their duty nor acting in a manner befitting their responsibility!

We believe in a strong defense, by all means; we believe in immediate rearmament; we believe in unanimity of effort toward the consolidation of the American nations in defense of the Western Hemisphere. But we do not believe in "making the world safe for democracy"; we do not believe that our destinies are hopelessly entwined with the destinies of the Allies; and we do not believe that the "pot of gold" down in Fort Knox is worth saving if its salvation means more American cemeteries on foreign soil!

Last fall, when war was declared in Europe, sentiment in the United States ran high against our participation in the quarrels of the nations of another hemisphere. Polls throughout, the country showed conclusively that the people of the United States say, "Stop stampeding us into war!"

And yet in spite of the attitude and feelings of the people, certain small groups, whether by ignorance of this sentiment or by intentionally overlooking it, have apparently set in motion the wheels of propaganda designed to draw the United States into war.

This is still a democracy. We still have a free press and anyone may say what he chooses in spite of the recent promotion of the dark ages' sport of "witch hunting." Therefore we shall dedicate ourselves to the promotion of antiwar propaganda to do our bit to preserve democracy in the Western Hemisphere! But when we do write propaganda designed to baffle the uniformed and excite the emotions of the proletariat we shall, and make a note of this, Mr. William Allen White, we shall label our writing as propaganda!

The above clipping from the Topeka Capital of June 23, and originating in Purdue University, is contributed to the Kansas Union Farmer to help inform its readers how the biggest implement of war (propaganda) is designed to work.

Only slight changes in the article would make it also a fitting description for exposing the unjust fight against farmers in our own economic war where "good reasons" (propaganda) are advanced as "information," "news," "editorial," etc., in our Kansas Union Farmer, effective in holding the farmer in siege in the grip of "pincer" war tactics.

On the one battle frant we find an array of farm mortgages, including F. S. A., entrenched against us, on the other "pincer" jaw, the trade barrier (R. T. A.) and an 86 per cent triple A control of farm income.

This siege has steadily been tightening ever since our opposition started to build laters type of legislative armament in 1913 and the farmers have lost a lot of territory.

For a while the farmers fought back and even demanded unconditional surrrender of the Federal Reserve Bank system, but the opposing forces are overwhelming.

The farmers' supply of ammunition (farm income) has been shut off and now only a stray shot is heard once in a while.

Oh, ye powerful propaganda, truly "the pen is mightier than the sword." The Purdue students know propaganda and for good reasons demand this dangerous element be labeled. So do we.

Victor Hawkinson,
Randolph, Kansas.

Regarding the Roosevelts

"Teddy" Roosevelt Jr. doesn't have many kind words for Franklin D. Roosevelt. He seems to think he is too noisy about his reform policies that are accomplishing nothing and that he should pattern more after "Teddy the First" and speak softly and carry a "Big Stick."

To begin with, dear reader, try to imagine "Teddy" speaking softly. We would have to go to Europe to find a more bombastic voice than "Teddy" used to carry around with him when he was helping to get this country into the World War.

As to the "Big Stick" such high "Tariff Barons" of Teddy's time as Tom Platt, Matt Quay, Boise Penrose, and Mark Hanna must have known about how much importance to attach to the protruding knots the cartoonists pictured on the Big Stick—Teddy was supposed to be carrying for the malefactors of Great Wealth when he was a candidate or they wouldn't have supported him.

There is nothing finer than to see a little boy stand up and fight for his questionable old dad; but isn't "Teddy" jr. getting old enough to see the propriety of letting some disinterested party outside of the family come to the rescue of his dad?

The "Malefactors of Great Wealth" seemed to be pretty well satisfied with the class of judges "Teddy" appointed to the courts; as long as they were satisfied with the courts what would they care how much the President and Congress pounded them on the back? One reason why the "Big Boys" don't like F. D. R. is because he knocked the props out from under their courts.

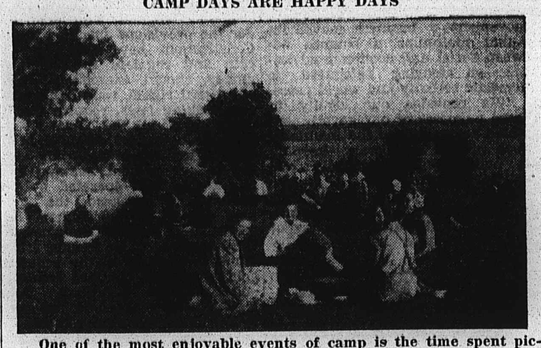
It was William Jennings Bryan whom the "Malefactors of Great Wealth" didn't want in the White House when too many good people imagined "Teddy" was sounding the death knell to chicanery in high places.

The Wendell Willkies of today don't like Franklin because he unhorsed their courts and made it harder for them to collect their easy money from a sleepy public they formerly victimized.

J. C. Glasgow,
Belleville, Kan.

Great men are inclined to speak of things they know little or nothing about with as much confidence as those in which they are qualified to be of high authority. Unless lesser men think for themselves, great men can play hob with the state of the nation—Labor.

CAMP DAYS ARE HAPPY DAYS



One of the most enjoyable events of camp is the time spent picnicking out doors, with buns, weiners and marshmallows to prepare over the camp fire. Add to that songs and visiting, and you have a full and pleasant evening.

"Money or Your Economic Life"

By Wm. C. Gehrke

Editor's Note—The following article is one of the series on the subject of Money, being written by Wm. C. Gehrke, principal of the Smolan Rural High School, upon the invitation of the state board of the Kansas Farmers Union.

Before continuing this eighth article, which contains an analysis of international currency, I wish to thank those who courteously responded to my request for a critisism of these articles. not one negative reply was received, instead I am convinced sufficient good is being accomplished to justify a continuance of these writings. In several instances the whole Farmers Union Local sent a joint response. I am sorry I do not have time to answer each reply individually, however I do wish to call special attention to Mrs. John Simpson, wife of our former great leader, who has responded on several occasions. It is to Mr. Simpson that I am especially indebted for my interest in the Farmers Union and its fundamental principles.

Gold Bloc Democracies

Continuing the remarks of Mr. Morgenthau concerning his desire for an international currency, I quote, "Unfortunately the progress we were making in the field of international finance and trade has been interrupted by the cataclysm in Europe." Notice the use of the term "we" which refers to his international control group, of which he is a prominent member. Next, he admits he is working for international financial control. In 1934, working through the U. S. government, this international clique began their treachery through the buying of gold at 35 dollars an ounce from foreigners. You no doubt remember that the citizens in this country had to be satisfied with $20.00 an ounce and in addition a penalty was provided if they didn't respond within a given time. You should also recall that in order to "appease" certain western senators, silver had to be included in the bill. It was soon dropped from much importance and the purchase price of $1.29 per ounce was never reached. There are more countries and people who live by the silver standard than by the gold standard but they don't belong to the "right group."

The fact that silver never attained the prominence it was to have in the bill proves that the Control group never intended benefiting but the one group, namely, the Gold Bloc countries—often called the "Democracies." The reason I include the name democracy in quotation marks is because it is used as a catch word and dictator controlled by the finance group. Proof of this is that Russia was always included in this group until Stalin signed the trade pact with Hitler.

Morgenthau has stated that progress was being made until the war broke out. Russia will be used as an example to show how the gold buying scheme is only for the benefit of the internationalists. Also remember that Russia and Great Britain are the only foreign countries of importance which mine gold in large quantities. France was included in the Gold Bloc countries because of other reasons—not because she could supply much gold from the mines. Prior to Russia's invasion of Finland, the U. S. government was buying Gold from Russia at the established $35 per ounce. This same gold was produced in Russia, at a cost of $12.00 per ounce. (figures are approximate.) This gave Russia a profit of $23.00 an ounce. Of course she didn't take U. S. money in exchange but did take U. S. merchandise to the extent of $23.00 for each ounce of gold brought over. Much of the merchandise taken was war materials with which to kill the Finns. And to insult American intelligence and pity, further, this same Control Group sponsored the various relief groups, asking the poor people to contribute to the relief of Finnish suffering.

It is quite amusing if it weren't so tragic. We produce munitions to give to the Reds for worthless gold to kill innocent Finns. Then when they suffer we give directly from our pockets to show our sympathy. When the people became indignant about the Russian invasion our officials declared a "Moral Embargo" now forgotten, which meant we would continue trading as usual but would wink one eye and say 'naughty! naughty'.

Evil of Control Group

Mr. Morgenthau admits the general facts which I have just written. This is shown in the following quotation, "Why has so much gold come to the U. S.? In the first place we have exported many billion dollars of goods and services in excess of the amounts (of goods and services) we have imported" As far as the gold buying scheme is concerned to you farmers, is that your wheat and corn can rot in the bin.

The Control Group is not interested in finding a market for these but it is interested in exporting munitions and importing gold so that certain groups in foreign countries may benefit. Sometimes a sop is thrown to some of the South American countries by importing some of their wheat, corn, or beef. These countries don't have much gold but we do want to keep them friendly to the Gold Bloc countries. Many of you farmers have experienced the part you play in the big game of international finance which must always be tied in with economics. When you can't sell your farm products for a profit then you give them your farm via the route of mortgages and then bankruptcy.

Another aid the Control Group have set up to aid the "little democracies" who do not have much gold is the Import-Export Bank. This plan opens a legal way to loan the gold to them. If they don't pay back the loans, rather than lose them as friends we just forget the loan. This has been the experience of several loans which have been marked off for some of the South American countries as well as some in Asia and Europe. Another lever of great importance with which to force nations into the Gold Bloc group. In effect it means that if a country does not have the gold and not eligible for a loan then we agree to take some of their products if they will take some of ours. This trade does not need any currency or money of any kind and is good only to the parties to each government.

Another important point I should mention in the gold buying scheme is that before this law went into effect a foreigner could only get twenty American dollars for a dollar of his money now he can get 35 dollars for his same unit of money. It is because the control group is international minded first, that foreigners get benefits first. Any statesman interested in his own country first cannot subscribe to any of the above schemes of the internationalists.

F. U. JUNIORS OF ELLSWORTH ON RADIO TIME

(Continued From Page One)

who were out of work and in poverty decided to go out and put the few pennies they could save into a store. For two long years they struggled and then on the historic date of December 21, 1844, they had enough money scraped together to open a store. Twenty-seven men and women succeeded where two men had failed. Out of every dollar that was taken in by the weavers some of it went back to the members and some was used for improvements. The idea of cooperative organization rapidly spread to other lands.

"Cooperation came to the United States in 1910. A group of Bohemians established the first cooperative in the middle west.

"Following the World War came the development of the Cooperative Housing Movement in New York City.

"In 1915 the Cooperative League of the United States was organized to give unity to the Cooperative Movement. The Depression was the most important thing that united the farmers in cooperation. The farmers finding that the legislation would not answer their pleas turned to cooperation.

"Cooperatives are hard to classify. Cooperation means working together and is defined as a joint economic action which seeks to obtain all or part profit and interest taken in by a small group.

Many Types of Co-ops.

"There are many types of cooperatives. We now have our cooperative grain elevators, oil companies, cooperative power lines, recreation projects, Mutual associations for insurance, telephone service, medical aid and even burial associations. Elk City, Oklahoma, has a cooperative hospital owned by 1,800 families.

"There are both economic values and social values in cooperation. Cooperation reduces selling costs because through cooperatives' handling charges are reduced between the producer and the consumer. In this way buying costs are also reduced. The owners or members of cooperatives have reason to see that their business is run efficiently for each member has a share in it. One of the chief values of the Cooperative Movement is that it gives the average citizen a chance to function as a conscious agent in shaping his economic life and welfare.

"The system of cooperation is to give the excess money or profit back to the members as dividends, but there are two things that should be done before the money is returned. A Reserve Fund should be set aside, and an Educational Fund should also be set aside.

"The Reserve Fund is used in case of emergency.

"The Educational Fund provides a certain amount of money for educational institutes, camps, meetings, halls, junior classes and so on.

"The Farmers Union has had for over ten years an active youth organization. This educational movement was started in the late twenties by Mrs. David Lovinger and Mrs. Gladys Edwards.

"The Cooperative Movement gives freedom and solidarity. It allows for personal genius and unhampered local initiative. It develops a true sense of citizenship among its members. So whatever Americans choose to promote in the future they should think long on th prospects for humanity which cooperation offers."

The Customer's Right

"Sorry, madam, but licenses are issued only when your form is filled out properly."

"Why, I like your nerve, sir. We can get married, no matter what I look like."

At the St. Joe Yards

We have just completed our statements for the month of June and find that our operating profit for the month was $1615.68, or a percent of profit of 32.01 Our total profit for year to date, as of June 30, 1940, is $6464.10, or a profit percentage of 25 percent.

This means that all members of the Kansas Farmers Union which shipped to us during this year will receive a percent of the commissions they pay us as a cash refund at the close of the year. Of course, we cannot tell at this time what our 1940 refund will be, but from the figures given above it is to be assumed it will be very much worth while.

To members of the Kansas Farmers Union who live in the Kansas grass cattle territory, we wish to say that our firm buys more stocker and feeder cattle than any other firm on this market. If you have cattle to ship, we urge you to give this market every consideration. We feel we can assure you best prices, good weights plus a dividend check at the close of the year. That will help boost your returns.

We feel the profits taken from the farmer and feeder belong to him. If you ship your livestock to us and are a member of the Kansas Farmers Union, the profits we make from operating this business will be given back to you in cash shortly after the close of the year.

We handle all products of the Anchor Serum Company, and if you are in need of anything in this kind, we will give mail orders prompt attention. We expect to pay members of the Kansas Farmers Union not less than 15 percent of gross purchases of serum purchased from us.

Farmers Union Livestock Com. Co.
Paul Steele, Manager.

The McDonald Equity Exchange celebrated its silver anniversary June 6 with an all-day meeting and picnic.

REGISTRATION

Farmers Union Camp

EUREKA PARK, MANHATTAN, KANSAS

July 28—August 3, 1940

Juniors and Junior Reserves (14 to 21) whose parents are Farmers Union members in good standing, leaders and older young people interested in leadership, also members in good standing, may attend the Farmers Union Camp. The fee is $5.00.

Name of Applicant ..... Age.....

Address ..... Local ..... No. .....

Parent's Name .....

The registration fee of $2.00 is enclosed ..... I will pay the balance of the camp fee ($3.00) upon arriving at camp ..... I understand that the registration fee is not refundable but may be transferred to a substitute camper.

I will cooperate with camp rules and regulations, and will carry the responsibility of any personal accident or injury that may occur while I am at camp ..... I am a member

(Jr. Reserve, Junior or adult) in good standing .....

.....
(Signature of Applicant)

Approved .....
(Local Secretary or Junior Leader)

Mail to: Rex Troutman, Secretary, Kansas Farmers Union, Box 296, Salina. Kansas

REGISTRATION DEADLINE IS JULY 20

DOSAGE TABLE

USING ANCHOR CONCENTRATED SERUM AND VIRUS

Please use the following table to ascertain the amount of Serum and Virus to order. Serum is bottled in 500cc., 250cc., 125cc., 100cc. Virus is bottled in 100cc., 60cc., 30cc., 15cc.

Weight of Pigs and Hogs	Amount of Serum to Use	Amount of Virus to Use
Suckling Pigs	16 to 20 cc.	2 cc.
Pigs 20 to 30 lbs.	24 cc.	2 cc.
Pigs 30 to 40 lbs.	24 to 28 cc.	2 cc.
Pigs 40 to 60 lbs.	28 to 32 cc.	2 cc.
Pigs 60 to 80 lbs.	32 to 36 cc.	3 cc.
Pigs 80 to 100 lbs.	36 to 40 cc.	3 cc.
Pigs 100 to 120 lbs.	40 to 48 cc.	4 cc.
Hogs 120 to 150 lbs.	48 to 56 cc.	4 cc.
Hogs 150 to 180 lbs.	56 to 64 cc.	4 cc.

Hogs weighing more than 180 pounds, add one cc. for each five pounds, increase in weight.

Dose thin hogs according to what they would weigh in fair flesh. In case of pigs or hogs exposed to hog cholera, the above dosage should be increased ⅓ to ½.

Order From

Farmers Union Live Stock Commission
SOUTH ST. JOSEPH, MO.

Price List of Vaccines and Serums

WE PREPAY SHIPPING CHARGES ON ALL ORDERS OF $10.00 OR MORE
Mail Orders C. O. D. Only

Do the Job Yourself . . . Be Money and Pigs Ahead

Clear Concentrate Serum	$0.65 per 100 cc
Simultaneous Virus	1.50 per 100 cc
Hemorrhagic Septicemia Bacterin	.06 per dose
Anti-Hemorrhagic Septicemia Serum	1.80 per 100 cc
Mixed Infection Bacterin	.06 per dose
Pig Scours Bacterin	.06 per dose
Hog Worm Oil	7.00 per gal.
Worm Capsules	.02½ and .03½ each
MIXED INFECTIONS IN SWINE	
FOR CATTLE	
Blackleg Bacterin	$0.07 per dose
Hemorrhagic Septicemia Bacterin	.06 per dose
Anti-Hemorrhagic Septicemia Serum	1.80 per 100 cc
Keratitis (Pink Eye) Bacterin	.06 per dose
Mixed Bacterin Bovine	.06 per dose
Abortion Vaccine	.25 per dose
FOR HORSES AND MULES	
Encephalomyelitis (Sleeping Sickness) Western Type "Chick" Vaccine. One complete treatment of two 10 cc. dose bottles (NOT RETURNABLE)	1.25
Hemorrhagic Septisemia Bacterin	.06 per dose
Anti-Hemorrhagic Septicemia Serum	1.80 per 100 cc
FOR SHEEP	
Hemorrhagic Septisemia Bacterin	.06 per dose
Mixed Bacterin Ovine	.06 per dose
Anti-Hemorrhagic Septicemia Serum	1.80 per 100 cc
Worm Capsules	.02½ and .03½ each
FOR POULTRY	
Mixed Bacterin Avian	.01½ per 1 cc. dose
Stained Pullorum Antigen, B. W. D. Test	$1.50 per 100 tests 4.80 per 500 tests
Anchor Elastic Worm Capsules	.01½ each
Kamala-Nicotine Tabletst	.00¾ each
FOR DOGS	
Rabies Vaccine	$0.50 per dose

"We will absolutely pay Patronage Dividends on our Serum Profits to Members of the Kansas Farmers Union."—Paul Steele

ORDER FROM

FARMERS UNION LIVE STOCK COMMISSION
SOUTH ST. JOSEPH, MO.

Map Studies of Co-Op Institute for July 8-12

Annual Sessions to Convene This Year at State College, Michigan

Changing conditions in the distributive field as they affect livestock and research discoveries which may create new competition for wool, will undergo scrutiny in livestock and wool symposiums next month as the American Institute of Cooperation meets at Michigan State college, East Lansing, Michigan.

Five separate group conferences devoted exclusively to livestock and wool marketing problems are scheduled. These will be among the more than 60 distinct gatherings planned for the Institute's sixteenth annual session, July 8-12.

Fourteen livestock and wool experts are listed as speakers for the commodity conferences, and several others prominent in cooperative and industry circles will serve as discussion leaders.

Separate meetings for livestock and wool people are being arranged for the Institute's opening day, July 8. The livestock conference will study into the present status of cooperative livestock marketing in the Middle West, and the development of effective field service programs for livestock cooperatives.

In the wool session, cooperatives' wool procurement problems, fleece wool selling methods, and the effect of new competitive substitutes, such as casein and soy bean derivatives, on the wool situation will come up for discussion.

A joint conference for those interested in livestock and wool marketing will be held July 9, when topics will be: "An Appraisal of Livestock Marketing Practices"; "How to Keep Cooperative Marketing Associations Growing"; and "Cooperative Purchasing and Financing of Feeder Cattle and Lambs."

On July 10, a study of changing conditions in the distribution of livestock and meat in the eastern states will share program time with discussions of the efficiency of cooperative packing houses and the future of refrigerated food locker plants.

The closing livestock conference, on July 11, will take up the following topics: "Problems in Distribution of Cooperatively Processed Meats"; "How By-Products Affect Livestock Prices"; and Carcass Yield as a Basis of Payment for Livestock."

All Institute sessions are to be held on the campus of Michigan State College, and there are no admission fees of any kind.

Canada Centers War Powers to Its Parliament

Total Power Over Wealth, Material Resources and Manpower

From the Western Producer

Canada's parliament last week conferred almost total powers on the federal government for the mobilization of wealth, material resources and manpower to carry on the war at the side of Great Britain.

The measure in principle, received the unanimous support of all parties with the exception of two Quebec members whose move to nullify the compulsory powers of the legislation was defeated 202-2.

After three days of debate in which changes were sought by opposition members, the measure passed third reading practically unchanged, was endorsed by the senate and given royal assent by the governor-general, Earl of Athlone.

Following is the text of the six clauses in the bill for the mobilization of man-power and resources:

1. This act may be cited as the National Resources Mobilibation Act, 1940.

2. Subject to the provisions of section three hereof, the governor-in-council may do and authorize such acts and things, and make from time to time such orders and regulations, requiring persons to place themselves, their services and their property at the disposal of his majesty in the right of Canade, as may be deemed necessary or expedient for securing the public safety, the defense of Canada, the maintenance of public order, or the efficient prosecution of the war, or for maintaining supplies or services essential to the life of the community.

Only Home Defense

3. The powers conferred by the next preceding section may not be exercised for the purpose of requiring persons to serve in the military, naval or air forces outside of Canada and the territorial waters thereof.

4. The powers conferred by this act shall remain in force only during the continuation of the state of war existing.

5. Every order or regulation passed under the authority of this act shall be tabled in parliament forthwith if paliament is in session and, if parliament is not in session, within two weeks of the opening of the session next following the making of such order or regulation.

6. The governor-in-control may prescribe the penalties that may be imposed for violations of orders and regulations made under this act, and may also prescribe whether such penalties shall be imposed upon summary conviction or upon indictment, but such penalty shall not exceed a fine of $5,000 or imprisonment for any term for exceeding five years, or both fine and imprisonment.

An amendment, introduced by John Blackmore, New Democracy leader in the house, which would have placed responsibility for financing the war on the Bank of Canada, was defeated 147 to 17 in committee of the whole.

Conservative leader, Hon. R. B. Hanson, urged that before the bill was passed the government give an undertaking to keep parliament in session so orders-in-council passed under authority of the measure might be debated and passed upon.

Mr. King refused to give any such undertaking which he said would tie the government's hands and defeat the purpose of the bill. The government sought extraordinary powers so that it might act in the emergency.

M. J. Coldwell (C.C.F., Rosetown-Bigger) moved an amendment which would require that there might be no recess of parliament longer than 90 days.

To this Mr. King replied in the same manner, declaring the government would not tie its hands with respect to the time parliament would be adjourned.

Defeat Block Try

A last minute effort to amend the bill was made on third reading by Angus MacInnes (C.C.F., Vancouver East) who moved that the bill be amended to require nationalization of industry and finance before conscripting manpower for home defense.

This was ruled out of order by Speaker Glen because it was not properly worded and would alter the principle of the bill.

On Mr. Blackmore's amendment that the Bank of Canada finance the war, all Conservatives and Liberals in the chamber voted against while C.C.E., New Democracy and Mrs. Dorise Nielsen (Unity) voted for it.

But all shades of political thought endorsed the principle of mobilizing all Canada's resources for home defense.

Mr. King said the measure was similar to the total conscription bill passed in Britain recently.

It was essential the country should realize the grave situation caused by the collapse of French resistance. Between Canada and the enemy stands no single country—only the North Sea the English channel and the Atlantic. People were awaiting the Nazi attack on Britain, said Mr. King, but asked if they were sure it would be the British Isles only.

Says Increased Production Is 1st Importance

Co-op League Takes Stand On War, Believing Defense Will Follow

Co-Op Leagues News Service

Chicago, Ill.—"More than equal in importance to military defense is the necessity to increase our production in the domestic interests of the people. relief unemployment, eliminate poverty, and restore and sustain the spiritual forces of democracy."

This was the crux of a resolution unanimously adopted by the boards of directors of the Co-operative League of the USA, national educational federation of consumer cooperatives, and the National Cooperatives, Inc., national business federation, at their quarterly meetings here June 17, 18 and 19.

The entire resolution follows:

"We are meeting at a time when the lights of civilization are dimmed—if not being put out—in a world ravaged by the cruelest war of all the ages; a war which had its beginnings in the mistakes of the political leaders of nations in making human value subservient to material values in the determination of political relationships.

"We commit ourselves to the maintenance of a spirit of tolerance—free from hatred—toward the great mass of the common people of all the war-stricken countries—regardless of nationality, race, creed or color. We implore our nation to do all in its power to relieve the suffering of these people. We urge our national leaders, at a time when most nationally political opportunism may outweigh in influence normal considered wisdom in our preparation for defense, that more than equal in importance to military defense is the necessity to increase our production in the domestic interests of the people, relieve unemployment, eliminate poverty, and restore and sustain the spiritual forces of democracy.

"We urge that in our enduring social and economic interests there be put into effect immediately, liberal trade policies with all the nations of the world.

"We express our willingness to collaborate with the political and business leaders of the country looking toward relieving the restrictions on our distribution system, which have caused unemployment and low incomes—and the consequent substitution of tax subsidies for self maintenance and economic security.

"We pledge ourselves to the aggressive prosecution of the development of the Cooperative movement—a business movement —that maintains a balance between social and economic advantage—an assuring safeguard to domestic security and world peace.

"We repledge our loyalty to those purposes of our government which are sacred to the maintainence of our democrary—keeping it politically, economically and spiritually strong."

The Hotel Morrison, Chicago was selected as the meeting place of the 12th Biennial Congress of the Cooperative League, to be held Oct. 16-18.

The Nightmare of Under-Consumption

For the first time we are beginning to know about under-consumption in terms of simple arithmetic. Our farmers make up 25% of our population, and yet they get only 11% of our national income. They are producing more than they can sell in the present market at a profit. Surpluses of agricultural products have been a serious national problem now for over a decade. As I see it, there are three major causes behind this situation:

The first is the application of science to agricultural production. Briefly, we have learned to make 2 blades of grass grow where one grew before, and we don't know where to sell the extra blade of grass . . .

The second cause of our farm surpluses has to do with dislocation in foreign trade . . .

The third and last major cause of farm surpluses, as I see it, has to do with industrial unemployment in our own country.

The term "surpluses" is simply a smug, polite name for a shocking amount of under-consumption. During last December we virtually reached the 1929 level of industrial production, and yet some 10 millions of the unemployed were still with us. No intelligent person can look those figures in the face and reach the conclusion that the unemployment is going to solve itself. **We've been smart enough to make tractors and mechanical corn-pickers and dial telephones; are we smart enough to find work for the folks they've thrown out of work?** Upon our answer to that question—not in words, but in new jobs—hangs the future of our industrial democracy. In other lands it has lost its race against time; if we have the courage to make it work here, then we shall in truth be a chosen people.

Heretofore, we've concentrated on methods of efficient and business-like methods of increasing domestic consumption no matter how much violence it may do to some of our pre-conceived notions. We know how to produce almost anything—but we haven't learned how to distribute such things to the jobless who ask only the chance to work for them.

This nightmare of under-consumption is the black plague of 20th century; we've got to make up our minds to wipe it out—with avengeance. Only one thing can stop us and that's a mental sit-down strike —a kind of smug, 19th century faith that things will work themselves out if only we don't do anything about it.

We mustn't let that happen. It won't, if we keep our eyes glued to the goal of fully utilizing all of our resources—and if we keep marching until we get there. We can have full employment in this country within a few years, but we've got to fight for it.—Milo Perkins, president, Federal Surplus Commodities Corporation.

The Solution

When the future welfare of the nation is in jepardy, there should be no hesitation as to what course to pursue, providing the course is plainly charted. It appears to be that our nation today stands at the cross roads; one leads to permanent prosperity, the other is the one we are now following which leads to financial paralysis.

If the elimination of the debts of issue and interest charges for the use of money is necessary; if the money changers must be driven from the temple in order that democracy shall not perish from the face of the earth, then revolutionary as this may seem, I repeat that there should be no hesitation.

Today money is regarded as an idol before which we must all bow down and worship. Remove the right to charge interest for the use of money, and it would no longer be regarded as wealth. Material things would then constitute wealth, property alone would produce income, and money would then be just what it should be and was first intended to be — a medium of exchange, a tool issued by our government to facilitate certain transactions, and not as an instrument to be used to enrich a few, cause untold human suffering and bring about the down fall of our whole economic system.

Money Without Taxation

If our Congress, who alone under the provisions specified in our Constitution, have the right to coin and regulate the value of money, should exercise its constitutional rights, repeal the present banking laws, require the liquidation of all the banks within a reasonable period, establish in all post offices an organization similar to our present banking system owned and operated by the government, purchase the gold now owned by the Federal Reserve banks exactly the same way they acquired it by issuing credit (thus ownership of the required gold would be obtained honestly and without taxation), issue treasury notes based on the same ration of metal reserved as we have today, and all moneys entering circulation must then be exchanged for adequate service or material things, thus ownership would be transferred and no debt of issue contracted. Therefore once in circulation, it would remain there until removed by taxation. Make credit loans without interest on approved security. If loans were obtainable from our government without interest, all other loaning agencies would cease to be, and money would then become what it should be as I mentioned before—a medium of exchange.

Controlling Circulation

Restrictions must be made as to the exportations of money. A governing board must be appointed or elected similar to the present Board of Governors of the Federal Reserve Banks, whose sole duty should be to stabilize property and money values by controlling the amount entering circulation and reducing when necessary by the income tax levy. One loaning agency can stabilize property and money values; 16000, as we now have can only create chaos. The above plan in no way creates fiat money. All currency is based on the metal reserve. All loans are based on approved security. Neither would the plan create inflation or deflation. No longer would it be necessary for our government to issue bonds.

Therefore, if you think the above explanation a true interpretation of our present monetary system, and favor the adoption of the same, see to it that your Senator and Representative in Congress receive a copy of this article and request that they give it the consideration it merits.

John Sims,
Woonsocket, S. Dak.
Four years State Representative for Sanborn County.

Court Sees No Need for Law to Regulate True Cooperative

New York—(CLNS)—"There is no need for regulation of true cooperatives."

This is the heart of a decision handed down by Justice J. Wolfe of the Utah Supreme Court in the case of Garkane Power company, Inc. vs. the Public Service Commission of Utah, according to a recent issue of the United States Law Week magazine.

A non-profit corporation created by a cooperative to sell electricity to its members exclusively is not subject to the supervision of the Utah Public Service Commission, Justice Wolfe decided, since it does not furnish electricity "to the public generally" and is therefore not a "public utility."

"There is no conflict of consumer and producer interests—they are one and the same," the U. S. Law Week report of the decision continues. "If the rates are too high, the surplus collected is returned to the consumers pro rata. If the rates are too low, the consumers must accept curtailed service or provide financial contribution to the corporation. If the service is not satisfactory, the consumer members have it in their power to elect other directors and demand certain changes."

Italy Entering War Hits Exports of Cotton Most of Farm Products

Italy's entrance into the war endangers not only an important market for U. S. farm products but also the source of many farm specialities for which there always has been a good market in the United States, according to the office of foreign agricultural relations of the department of agriculture.

Exports of U. S. farm products to Italy last year were over 36 per cent of all United States exports to that country; they were 3.2 per cent of all U. S. farm exports, and were valued at more than 21 million dollars. During that year Italy ranked eighth among world outlets for U. S. agricultural exports, and sixth in Europe.

The outstanding item in U. S. agricultural export trade with Italy is cotton. In 1939 cotton represented over 93 per cent of U. S. farm exports to Italy. Next in importance were lard; prunes, fresh pears, and raisins.

Since the outbreak of the war in Europe, U. S. agricultural exports to Italy have increased substantially. From September 1939 through April 1940 United States cotton exports to Italy amounted to 483,000 bales as compared with only 238,000 bales in the same period of 1938-39. Similarly, exports of lard during that period rose from 183,000 pounds to 1,769,000 pounds; of raisins from 7,000 to 474,000 pounds; and of prunes from 632,000 pounds to 1,701,000 pounds.

Agricultural products bulk large in the total export trade of Italy, according to the statement. During the 3-year period 1936,1938 farm producs were about 40 per cent of all exports from Italy, with foodstuffs 32.5 per cent and agricultural raw materials 7.5 per cent. The principal Italian foodstuffs exports are fruits and nuts, wines, cheese, tomato preserves, rice, and olive oil. Of agricultural raw materials exported, the most important are raw hemp and silk, and hides and skins.

In 1939, Italy ranked thirteenth among sources of supply for farm products imported by the United States, and was by far the principal European exporter of farm products to this country. United States imports of agricultural products from Italy during that year exceeded 21 million dollars in value, about the same as the value of U. S. exports of farm products to Italy. Imports from Italy, however, represented only about 2 per cent of U. S. total agricultural imports. In the order of importance the principal Italian farm products imported by the United States were fruits and nuts, olive oil, tomato preserves, raw silk, and wines.

The United Kingdom and France are also important markets for Italian farm products. Normally over 65 per cent of Italian exports to those countries are such products as citrus and other fresh fruits, dried fruits, cheese, tomato preserves, raw hemp and flax, and hides and skins.

Agriculture Important in Italy

Agriculture is important in the Italian economic structure. About half the population makes its living directly from the soil. However, agricultural products in 1936-38 were about 44 per cent of all imports, with foodstuffs representing 17 per cent, and agricultural raw materials 27 per cent. The principal agricultural raw materials imported are cotton, wool, lumber, rubber, and hides and skins. Imports of foodstuffs are made up many of cereals, live cattle fats and oils, coffee, meat and poultry products and dry peas and beans. The bulk of all agricultural imports reach Italy via Gibraltar and Suez.

In 1925 the Italian Government initiated the "Battle of Wheat," designed to free Italy from dependence on the outside world for breadgrains. In 1935-1936, during the period of economic sanctions against Italy, the plan was extended to complete self-sufficiency in agricultural production. As a result there was some increase in farm production. However, the decrease in imports exceeded the increase in domestic production, so that in recent years the Italian per capita consumption of most foodstuffs has declined.

Other Countries Affected

Italy's entrance into the war also endangers important markets for U. S. farm products in 14 other Mediterranean countries as well as sources of many agricultural speciality imports. It affects the direct trade with Yugoslavia, Albania, Greece, Turkey, Syria, Palestine, Egypt, Tunisia and Algerit; the trade with Rumania, Hungary and Bulgaria, which has been handled almost exclusively through the Mediterranean since the outbreak of hostilities in Western Europe, and a large part of the trade with Spain and Switzerland.

In 1939 total exports of American farm products to these 14 countries were valued at 22.5 million dollars, representing 3.5 per cent of the United States agricultural exports to all countries. These exports were mainly cottin, tobacco, rice, wheat and wheat flour, fresh apples and pears, and hides and skins.

Normally the 14 countries together take these United States exports; 5.5 per cent of the cotton, 2 per cent of the tobacco, 5 per cent of the rice, 2.5 per cent of the wheat and wheat flour, and 4 per cent of fresh apples and pears, and hides and skins. In order of importance, the principal markets of the region affected are Spain Switzerland, and Danube Basin countries, Egypt, Palestine, Greece, Turkey, and French North Africa.

Exports Largely Agricultural

Exports of the 14 countries are largely agricultural. Foodstuffs bulk large in this trade, especially dried fruits and nuts, cheese, olives and olive oil, wines, onions, licorice, pimiento, and paprika. Among the nonfoodstuffs exported are oriental tobacco, cork, long-staple cotton, valoia, opium, canary seed, sheep and goat skins and wood pulp. The European market is the principal outlet for most of the agricultural exports of the Mediterranean region. However, substantial quantities find a market in the United States.

These 14 countries together, supplied the United States in 1939 with 59 million dollars' worth of agricultural products, representing 5.3 per cent of all American agricultural imports. Practically all of the agricultural products imported by the United States from these countries are specialities which either are not produced in this country or are imported for quality reasons, or to supply former nationals of those regions.

Normally Italy, together with these 14 countries, supplies the United States with 100 per cent of its imports of oriental tobacco, tomato paste, valoia, lemons, unshelled filberts, shelled almonds, olives in brine, currants and dried figs; over 80 per cent of its imports of chesnuts, shelled filberts, maraschino cherries, opium, and paprika; over 70 per cent of its imports of cheese, wines, olive oil, and pistachio nuts; over 50 per cent of its imports of unmanufactured cork, licarice, onions, and canary seed; and about 30 per cent of its long staple cotton imports.

In order of importance the principal suppliers of these imports are Italy, Greece, Turkey, and Balkan countries, Spain, Egypt, Switzerland and French North Africa.

"So You Thought You Were Saving Money?"

Indication of how the hog business has been paying out is to be found in the following table of steer and hog price comparisons as compiled by the U. S. Department of Agriculture.

Year	Chicago Av Prices Beef Steers		Chicago Av Prices Hogs		Percent of Direct Hogs
1939	$ 9.80		$ 6.60		51
1938	9.50		8.15		49
1937	11.65		10.05		48
1936	8.82		9.89		46
1935	10.26		9.27		51
1934	6.76	$9.74	4.65	$7.79	50
1933	5.42	Av.	3.94	Av.	46
1932	6.70	Price	3.83	Price	41
1931	8.06		6.16		38
1930	10.95		9.47		40
1929	13.43		10.16		36
1928	13.91		9.22		19
1927	11.36		9.95		13
1926	9.47		12.34		10
1925	10.16		11.81		9
1924	9.24		8.11		6
1923	9.40		7.55		9
1922	8.65		9.22		9
1921	8.20		8.51		7
1920	13.30		13.91		6
1919	15.50		17.85		5

For forty-one years (1878 to 1918 incl.) only four times were average yearly hog prices below average steer prices; for the entire forty-one years hog prices averaged 36c per cwt. higher than steer prices. From 1919 to 1926 only twice were hogs lower than steers. After 1926 (1927 to 1939 incl.) steer prices took the lead, yearly average being $9.74 compared with $7.79 average hog price. WHY? The answer can be found in the column showing percentage of hogs that went "direct."

Just suppose—that almost all hogs since 1927 had been marketed through the open markets as in 1878 to 1918; what then? Well, computed on the same basis, hog prices since 1927 should have been 36c per cwt. above average steer prices, or $10.10 per cwt. But what did you get? You got $7.79 average price. And you thought you were saving money when you shipped "direct."

PRESIDENT'S MESSAGE

(Continued From Page One)

lege and under the direction of Dr. Parker of the college staff, twenty-six "test plots" were put out at carefully selected places in the state. Now by cooperative agreement with college, Dr. Parker has been released to the Association for full time service. Dr. Parker stands at the very top among world authorities on wheat.

The Kansas Wheat Improvement Association is in need of at least a couple of thousand members among Kansas business men, bankers, grain, implement and lumber men, all of the many whose prosperity depends to a considerable degree upon the crop for which Kansas is best known the world over—wheat. The sole objective of this organization is to defend against impending disaster not alone the wheat producers of Kansas but all of us whose prosperity depends so greatly upon Kansas maintaining its position as our greatest wheat state—not only in bushels produced but in maintaining the quality of those bushels.

In the following issues consideration will be given to those varieties best adapted to Kansas areas meeting the demands of the miller, the baker and the consuming public.

We are going to continue to grow wheat as our principal crop. Why not grow those types and varieties of wheat best adapted to the needs of the miller, the baker and the bread consumer? We are living in an ever-changing world and when we can make a change for the betterment of our industry in the way of better yields, better quality, better prices and a ready market, it is just good business policy for us to adjust ourselves accordingly. Raise Good Wheat.

FARMERS UNION JUNIOR WINS GOODYEAR VACATION TRIP

(Continued from page 1)

After an overnight stay at the famous Dearborn, Mich., inn they will visit the factory of a large motor car manufacturer, and then embark by Lake Erie steamer for Buffalo and thence to Niagra Falls.

At Litchfield's lodge, located on a pair of wooded islands in the middle of Lake Timagani, the prize winners will fish for giant lake trout, bass and pickerel, sail, hike and enjoy other outdoor sports, under the direction of Goodyear representatives and Ojibway Indian guides.

The nine other boys who will accompany Raymond are from Alabama, Illinois, Iowa, Indiana, Oklahoma, Utah, Kentucky and Ohio.

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

Lambs

Counting Sheep Is Counting Dollars

Make Your Lambs Bring You Every Possible Dollar

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PRODUCER TO CONSUMER

GRAND VIEW MESA

FRUIT ORCHARD

TED VOORHEES PALISADE, COLO.

25 Years a Farmers Union Member

PRICES ARE FOB PALISADE

ALL FRUIT NO. 1 GOVERNMENT INSPECTED

Cherries—Now On

BINGS, 14 lb. lug FOB $1.40
ROYAL ANN, 14 lb. lug, FOB $1.15

Apricots—Ready About July 5

MONTGOMERY AND ROYAL, 16 lb. lug 75c

Early Peaches

Alexander, Red Bird and Carmen, 16 lb. lug will be ready for shipment about July 10 ..... 75c

Early Elberta Peaches

Half bushel baskets 75c

Standard Elberta—About August 25

16 lb. lug 60c
Bushel basket $1.15
Bushel box $1.30

J. H. Hales and Orange Clings—Last of Aug. to Sep.

Box $1.00
Bushel basket $1.60
Bushel box $1.75



For a true farm organization, it is Farmers Union. But there's no secret about it—if farmers don't take an interest and try to work out their problems, they don't show much use for it.

That's why YOU need to attend your next meeting, need to study Farmers Union legislation; Farmers Union business cooperatives; the Farmers Union organization.

When You Think of Farm Needs—Think of Farmers Union Action!

BINDER TWINE

For more than twenty years, thousands and thousands of Kansas farmers have used our binder twines. Quality, price and service always have proved very satisfactory. You will be just as well pleased with KFU Extra Quality, Supreme Standard, and Farmers Union Standard during 1940.

Your local Farmers Union dealer can supply you with these twines. For his convenience, we have stocks at the following points in addition to our own warehouses in Kansas City, Topeka, and Wakeeney:

Brown Transfer Warehouse, St. Joseph, Mo. Phone 62255
Farmers Union Elevator, Parsons, Kansas Phone 633
Farmers Union Coop. Oil Co., Salina, Kansas Phone 3700
K & O Truck Lines, Winfield, Kansas
Dodge City Coop. Exchange, Dodge City, Kan. Phone 270
Reno Implement Company, Hutchinson, Kansas
Merchants Transfer Warehouse, Wichita, Kansas. Phone 5-1655

Stocks of Farmers Union Standard Twine and Supreme Standard Twine are also at the Ottawa Transfer Company at Coffeyville, and the Banner Truck Terminal at Independence. Ask your dealer for

KFU Extra Quality
Supreme Standard
Farmers Union Standard

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