

THE KANSAS UNION FARMER

Co-operation

organization will make better pro-

gress in cooperation with others and

After the reading of the minutes

of the last annual meeting by Mr.

until afternoon and the meeting of

the Farmers Union Auditing Associa-

Vesecky Reviews Record

National President John Vesecky

with the parent organization.

doing a business of over

Education

Organization



SALINA, KANSAS, THURSDAY, FEBRUARY 16, 1939

ADOPT RESOLUTIONS Silver Jubilee Annual Meeting

Savings Total Over \$118,000.00; Farmers Union Jobbing Association Has Best Meeting and Reports Its Greatest Volume In 25 Years

Cooperation and harmony prevailed throughout the lively sessions of the Farmers Union Jobbing Association annual meeting in Kansas City, February 3, and 1939 was given the enthuslastic right-of-way and signals "Forward"! Chartered in 1914, it

was the organization's Silver Jubilee Meeting.
Savings for 1938 totaled \$118,382.52 by the Jobbing Association. Savings in 1937 amounted to \$96,782.85. The organization is now operating without borrowed funds, a remarkable achievement in considering the tremendous volume of business and the association's short time handling grain.. Directors of the Jobbing Association were in favor of keeping all patronage savings another year, then in 1940 paying out patronage dividends from 1937 savings, adopting a 3-year revolving fund. The directors, however, welcomed a discussion of this matter at the annual stockholders' meeting.

Strong feeling was evidenced in favor of some immediate success of the business organizations payment to local elevator asso-sored give reason for Farmers Union has spon-sored give reason for Farmers Union ciations. The motion was voted ion optimism. Patrons of the Jobbing to recommend to the directors that the association pay one Association he estimated at 40,000; of the Live Stock association there are nearly 10,000 stockholders; and half of 1937 patronage divi-dends this year, the other half in the Mutual Insurance company at Salina there are over 23,000 policy-holders. The Farmers Union spirit in 1938, and then have estab-lished the 3-year revolving fund

J. C. Gregory, Osborne, and C. B. Thowe, manager of the Alma Farmers Union store, directors whose terms expired, were both re-elected Witham, the meeting was recessed without opposition to serve three-

year terms.
Attendance was the greatest in many years, totalling over 300 tion was called. Throughout the day the meeting was held in the Aladdin Hotel roof garden, and the attractive quarters was the first speaker of the after-were full and crowded. The turn-out noon. The old saying that farmers reminded Farmers Union old-timers did not know much about running of the "old" days in the 'teens when organizational activity was at its highest pitch.

a business is being proved wrong, he said. "We have learned that there are rules to the game, but that we

J. C. Gregory, president of the can run our own business. We have Jobbing Association, presided at the business sessions, through the day. and others by the manner in which Mr. Gregory is president of the Os- we operate. borne County Farmers Union Business Association which had nine drew attention to the big county elevators each of which shipped over Farmers Union units of Osborne, Mit100,000 bushels of grain to the Jobchell and Crawford counties, each Ekblad, state junior leader gave the invocation.

Congratulations from Fengel

Congratulations from Fengel

Congratulations from Fengel

Congratulations from Fengel

John Fengel, state Farmers Union and responsible board of directors.

president, was the opening speaker. Single elevators have been develop-Extending greetings and congratula- ing to serve a community with bustions from the parent organization, iness half this size, and he mentionhe emphasized the need of the educa-tional and organizational Farmers Un-elevator, and Manager David Train. ion to break the way for the building of farmers' cooperative business in may make a living," Mr. Vesecky stitutions. After legislative and or- said. ganizational development, the building of cooperative marketing and distributing machinery is a permanent of the National Farmers Union, Mr. said. For the success of a cooperative institution, there need be the thing from government," he warned. farm organization behind it, and thinking, understanding and loyal methods but build cooperatives!"

farmer patrons. Rex Troutman, editor of the Kansas Union Farmer, pointed out that English and Scottish consumer co-Farmers Union had fallen below 10,000, and that this semed a gloomy
figure for organizational value, the operatives which have been restrictinterest to be paid on deposits, the sociation nere. He has been assistant for some time, and replaces John was married February 11 to Miss size of loans to be made as a maxifigure for organizational value, the continued on page 2, column 1)

Dolf McMangal, fieldinal with the interest to be paid on deposits, the sociation nere. He has been assistant for some time, and replaces John was married February 11 to Miss Lucile Harrington, Independence, Mo. (continued on page 4, column 5)

Jobbing Association Asks Voice of

Wichita Bank Appointments Resolutions adopted at the annual

meeting of the Farmers Union Job-bing Association, Kansas City, Feb-ruary 3, included the following: "We recommend the following amendment to our by-laws: In the event of the death of a stockholder, he directors may, in their discretion upon surrender of his stock, pay to his legal representative the face value of the capital stock owned by said stockholder together with any ac-crued interest and patronage divi-

recommend to the Bank directors our Junior Local, or adult Local.

for the use and courtesies extended functions of a bank, without the by the Aladdin hotel, and to speakers, Jobbing Association employees, manager and directors for their "part in making our operations successful; to be:

The requirements are that those being eligible for membership shall be be: the members who have contributed the business; and last, but most of all, to the farmers who produced the product for the business.'

Credit Unions Can Serve In Finance Field

State President Recommends Their Organization To Many Groups

By John Fengel Credit Unions are authorized by dends. If said stockholder shall die both the state and federal statutes intestate, payment may be made and during these times when banks to his heirs upon proper showing that are obliged to make service charges all debts, expenses of last illness and against deposits and checking ac funeral expenses of said stockholder counts, it is an opportune time for have been paid and that no inheri- our business associations, elevators, tance taxes are chargeable against stores, oil companies, or, our Farmers Union Juniors to make a study "Whereas there is a vacancy in the of both of these Credit Union plans Wichita Bank for Cooperatives caused with a view toward setting up one of by death, be it resolved that we them in their business concern, their

The Credit Union laws are so draftterritory served who are cooperative ed, that they can be made to fit minded and who understand the farinto any circumstance, section of the mers' cooperative program from ex-perience." country, city, township, county, school district, Farmers Union local Other resolutions expressed thanks and perform all of the duties and

checking privilege. The requirements are that those

Membership Requirements 1. Membership in any Credit Union must be limited to specific groups having a common interest or occu-

Tops The Livestock Market



Here is L. C. Gretten, Kincaid, Kansas, in the pen with nine head of xed yearlings which he had on the market February 7 of his own raising and feeding, which sold at the top of the market in Kansas City to Armour

& Company at \$10.50 per hundred.

The sale was handled by the Farmers Union Live Stock Company of which W. G. Bernhardt is manager. Mr. Gretten is a director of this firm and

TO MAKE RADIO TALKS

and Montana Presidents Will Speak February 25

Speakers of the next Farmers Home hour of the National Broadcasting Company will be James G. "Built for all, to function that all Patton, president of the Colorado ident of the Montana Farmers Union. The date is February 25; the hour, Being recently in Washington D from 11:30 to 12:30 noontime.

The March broadcast will feature work in Farmers Union activity, he Vesecky turned next to legislative Farmers Union junior work, and will treasurer. be under the direction of Mrs. Gladys Talbott Edwards, National Farmers Union junior director. The program receive applications for membership will be broadcast March 25, the usual in the Credit Union, shall determine Legislation has a close relation to Farmers Union's fourth Saturday of the number of shares of stock to be business, and Mr. Vesecky told of the the month.

2. Seven persons, who are citizens

may apply for permission to organize. 3. The officers shall consist of president and vice president, secretarytreasurer, board of five or more directors, a credit committee of three, Farmers Union, and Herb Rolf, pres- and supervisory committee of three or

4. The board of directors shall elect from their own number, their president, vice president and secretary-5. The board and committees shall

have charge of the business and also sold and the maximum number any one individual can own, the rates of

Camouilage

There are those who would have us believe: That we have too many

Too Much Wheat Too Much Fruit

Too Many Vegetables Too Much Butter Too Much Milk

Too Much Cotton Too Much Wool

Too Many Factories Too Many Laborers Too Much Gold Too Much Silver

Too Much Wealth Too Many Old Folks

Too many Children What we do have that we should

Too Many Undernourished Famil Too Much Starvation

Too Few Decent Homes Too Much Poverty Too Much Unemployment Too Many Underclad

Too Many Landed Estates Too Few Family-sized Farms Too Little Income

Too Many Hovels

Too Much Greed Too Much Selfishness

Too Much Taxes Too Little Money As a Nation, our problem is not one of production, but on the other

hand it is a problem of marketing and distribution, and the Constitutional issue of money, which is the life blood of every nation as a medium of exchange.

The farmer's individualistic deter-

mination has heaped all of these evils upon him, and not upon him alone, since the land and the farmer are the source of all wealth. The farmer has not only punished himself and his family, but he has also wrecked his best customer, "The laborer in mill, mine, factory, whose interest and hopes for the future are identi-

The Farmers Union program was conceived to balance our economic life. We must have membership to give us bargaining power and co-operatives to give us economic power. It's not too late to organize and cooperate. We need you farmers and you need us and the Farmers Union. our farmers will join you if you ask them—you try it.—John P. Fengel, State President.

Double Membership

At Quinter, Local No. 1095 has "been having some good meetings," writes W. E. Roesch, secretary. "Our local is sending in the dues for 67 members, which will entitle us to be on the Honor Roll. That is quite a few more members than we had last yearmore than doubling our member-

In Marshall County

The first quarterly meeting of the Marshall county Farmers Union will be held at the K. C. hall on Tuesday March 7, in Marysville. The following members are in charge of this and Mrs. Elvin Dreves; Resolutions,

and Albert Johannes. F. C. Pralle, Secretray.

Green-Elmer Nanninga is the new manager of the Cooperative Grain As-Don McManigal, fieldman with the interest to be paid on deposits, the sociation here. He has been assistant

Live Stock Co. Looks to Future

General Outlook Is Brighter-Speeches Take Interest

More live stock is in the country. Farmers are turning back to "general" farming. Feed is more plentiful throughout the state. Stockmen have realized profits from cattle raising in recent years. Farmers in greater numbers are becoming more cooperatively minded, and have a better understanding than ever before of the value of cooperative live stock marketing. These are reasons for optimism in outlook for the Farmers Union Live Stock Commission Company, Kansas City, with branches at Wichita and

December 31. Combined opera- tee. tions of the three houses again showed a small loss for 1939, less than half the loss of 1937, however. The loss was a re-as Milo Reno and John Simpson, al-

sult of operations during the though he admitted that he seldom first half of the year; since last dould agree with these men. "But they were fighters," he said. Mr. Herth headed the Corn Belt commit-"broken even," T. B. Dunn, sectee of some years ago, and reached retary-manager of the Farmers
Union Auditing Association, re
Herth headed the Corn Belt committee of some years ago, and reached a position of high influence as a power in farm legislation.

Mr. Herth is for an American price

agency to be in sound condition. As- is for democratic government and for

Commissions Are Narrow Mr. Alkire, Wichita, called attention to narrowed-commissions in live stock handling. "If commissions were as in 1930 we now would be paying the biggest dividends in our history," he said. There have been 20 per cent commission reductions, he

Business volume during the year in combined sales amounted to 35,933 "Soil conservation is nothing but a head of cattle; 28,435 head of hogs; pretense," he said. "The soil is not and 26,641 head of sheep, totaling 1,-840 carloads of live stock. Purchases is to get a check. He goes through the handled by the Farmers Union asso-ciation amounted to 7,322 head of He did not speak on political party cattle and 7,969 head of sheep, total- lines. Referring to a bit earlier ing 227 carloads.

Directors whose terms had expired a worse enemy than Hoover. were all re-elected: Alva Stryker, Mr. Fengel gave an organizational Blue Rapids; L. C. Gretten, Kincaid; talk, stressing the need of the Farmand John Fiegenbaum, Higginsville, ers Union. Self-help is necessary for Mo. The live stock company has affi- sound gains, legislative and economliations with the Missouri Farmers' ic, After organization is effected, the Association as well as the Kansas developed power should be used more Farmers Union.

Special speakers at the meeting included William Herth, long president ordination of the parent organization Mrs. O. W. Dam, Mrs. Alvin Meyer of the MFA, and dynamic editor of with the farmers' cooperative busithe Missouri Farmer who was a can-A. G. Watters, John I. Tommer and didate for governor in Missouri last Louis Leseberg; Good of the Order, year against the Pendergast machine; Ben Koose and J. C. Chase; Executive John Fengel, president of the Kancommittee, A. J. Wempe, Fred Keller sas Farmers Union, Miss Esther Ekblad, Kansas Farmers Union junior Meeting starts at 11 o'clock. Basket leader; and Cal A. Ward, former Kandinner at noon. Locals are requested sas Farmers Union president, now regional director at Lincoln, Neb., of

the Farm Security Administration Resolutions adopted at the meeting asked that realities be faced, that expressed confidence in the man-things be dealt with as they are gement of the association, favored cost-of-production legislation, mentioning Senate bill No. 570; asked for legislation to force sales agencies to have sanitary live stock provisions

The annual meeting was held as the central markets; expressed supin Kansas City, February 2. The port of the Farmers Union and the MFA; and thanked the Aladdin Ho-Parsons branch made a small tel for the use of the roof garden.

net gain for the year ending last tel for the use of the roof garden.

Dale Wanamaker, Blue Rapids, was chairman of the resolutions commit-

The first speaker of the afternoon, Mr.Herth, Columbia, Mo., identified

Mr. Herth is for an American price ported.

The financial statement read by Mr. Dunn showed the live stock of the old McNary-Haugen bill. He sets total \$84,010.07; current liabilities development of stronger farmers' amount to \$52,088.36, leaving a net organizational "locals." He discussed worth of \$31,921.71. W. G. Bernhardt live stock marketing by truck and worth of \$31,921.71. W. G. Bernhardt live stock marketing by utder all is general manager. L. J. Alkire is manager of the Wichita house, and W. L. Acuff, of the Parsons agency.

Commissions Are Narrow

Out its facilities to secure volume, against packers' competition in direct marketing.

He spoke against Secretary of Agri-culture Wallace entering the live stock marketing business, setting a commission basis. The wider the commissions, he explained, the greater patronage dividends are possible by the cooperative agency. He spoke ill of the government farm program. being benifitted. All the farmer wants iod he said, "Agriculture never had

to acquire desirable ends, he urged. He expressed favor for greater co-

Vesecky's Views Differ

Mr. Vesecky was the next speaker, and he lost no time about finding the issues of warm interest. He referred to the attitude of Mr. Herth on the farm program, and pointed out that a government check was all that stood between life and starvation for altogether too many farm families. He rather than with as we wished they were, or might have been in the past, He criticized the work of unnamed farm leaders in that they gave too (continued on page 2, column 7)

Farmers Union Jobbing Association Silver Jubilee Banquet



Association indeed was a memorable affair. Crowding a spacious dining hall of the Hotel Continental in Kansas City, February 3, delegates and friends enjoyed food together after a full day of speeches and reports in a well-planned, interesting and infor-

mational program.

The big grain marketing and farm supply house was or-

At the speakers table, left to right, are seated the following: Miss Esther Ekblad, Leonardville, state Junior leader; Harold Hedges, principal agricultural economist, Cooperative Division, Farm Credit Administration, Washington, D. C.; Dr. W. E. Grimes, head of the department of economics and sociology, Kansas State College, Manhattan; James G. Patton, president of the Colorado Farmers Union; J. C. Gregory, Osborne, president of the Jobbing Association; H. E. Witham, Kansas City, general

manager of the Jobbing Association; John Fengel, president of the Kansas Farmers Union; M. R.

Miller, North Kansas City, Mo., secretary of the Missouri Farmers Union and a member of the National Farmers Union poard; John Vesecky, president of the National Farmers Union; Miss Pauline Cowger, secretary of the Kansas Farmers Union; Homer Terpening, Wakeeney, vice president of the Jobbing Association; and Thomas B. Dunn, Salina, secretary-manager of the Farmers Union Auditing Association.

The Kansas Union Farmer

Rex H. Troutman Published the first and third Thursday of each month at Salina, Kansas by THE KANSAS BRANCH of the FARMERS EDUCATIONAL & COOPERA-TIVE UNION, 119 South Seventh Street, Salina, Kansas.

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

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

Subscription Price, Per Year \$1.00 Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the Locals and what you are doing. Send in the news and thereby help to make your official organ a success. When change of address is ordered, give old as well as new address,

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Kan., M. M. Gardner, Manager.

FARMERS UNION LIVE STOCK COMMISSION CO.—Room 100 Live Stock Exchange Bldg., Kansas City, Mo.; Live Stock Exchange Bldg., Wichita, Kansas; Live Stock Exchange Building, Parsons, Kansas.—W. G. Bernhardt, Kansas City, General Manager; L. J. Alkire, Manager, Wichita Branch. W. L. Acuff, Manager, Parsons Branch.

KANSAS FARMERS UNION-Salina Kansas, Room 215, Farmers Union Insurance Co. Building.
FARMERS UNION LIFE INSURANCE CO.—Room 200, Farmers Union Insurance Co. Bldg., Rex Lear, State Manager, Salina, Kansas.

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

FARMERS UNION MANAGERIAL ASSOCIATION C. B. Thowe President
T. C. Belden Secretary

FARMERS UNION LADIES AUXILIARY



SALINA, KANSAS, THURSDAY, FEBRUARY 16, 1939

grain volume, and its sound progress.

Art Riley Speaks

tages for shipping grain to Salina. This central city is the 8th largest

milling center in the United States

There are instances, Mr. Riley re-

at Salina waiting for a stronger

ers Union people to visit the Salina

City, first extended greetings from

in the suite of the Jobbing Associa-

tion at Kansas City. Then he delved

into the immediate but intricate com-

dications of world grain production,

nternational grain trade, and the

machinery of marketing, especially

Into World Problem

Only four countries in the world

are wheat exporters of consequence,

the United States, Canada, Australia

States produces more wheat than the

other three together, but production

normally China, but this country has

ed from a debtor to a creditor nation

duction in the last two decades which

lem. Not only has export demand de-

creased, but the domestic market has

of trade.

market. Concluding, he invited Farm-

SILVER JUBILEE ANNUAL MEETING

(continued from page 1) by private profit financial interests. Sas. The analysis was a study of 172 day's economic conditions, and the Careful scrutiny of legislative bills local farmers' elevators, figures of the present against the profit financial interests. Sas. The analysis was a study of 172 day's economic conditions, and the conditions of the present against the profit financial interests. Sas. The analysis was a study of 172 day's economic conditions, and the conditions of the present against which young people must pit their their their their than the profit financial interests. further exploitation.

Legislation Needs Correction farmers are taking over aled the head of the national Cham- which the grain price was affected City, who has gained control of about elevators. If cooperative elevators had cooperatives." 100,000 acres, changing the familysized farms to big productive estab- for handling would have been greater the Farm Security Administration or said. On 95 millions bushels, therethe WPA, Mr. Vesecky said.

Tenancy is high everywhere, and \$2.850,000. At ony two cents a bushel, farmers are having difficulty in making payments. Mr. Vesecky would scheduled on a percentage basis of vear-income rather than exact, defi- he explained. nite amounts. He did not look with optimism on the tenancy outlook With the coming of better times he lose their farms, because many would already have lost them if the financial overseers had judged their corporations could have managed the farms with better results.

admonition to the Jobbing Association stockholders to conserve their cooperative strength, as the bigger cooperatives become the bigger fights would they need fight. Cooperatives work for their patrons, he said, but lina office of the Jobbing Association, the patrons need give them financial followed and explained some advan-

Mr. Gregory, president of the Job bing Association, was next to make and is a market on its own account, ested in, but which we know so much a report. Giving details of the 3-year he reported. In addition, there are which is not so!" International trade revolving plan for patronage divirevolving plan for patronage divi- mills between Salina and Kansas City dends of the Jobbing Association, he which preferably buy in Salina. In tion, he explained, and exchange of told of the directors' feeling in this any case, a grain car can be stopped goods must be paid for either in matter, that is to wait another year for inspection and bid, he said, and goods or services. "If we export, we before any dividend distribution. And forwarded to Kansas City afterwards, must import. One is no more a traihe elaborated on the possibilities of if desirable. cooperative development if the business keep financial resources to act when opportunity knocks and farmers

tion are all farmers and have real sympathy and understanding of the building of local cooperative associations Mr. Gregory said. He gave Directors are Farmers ciations Mr. Gregory said. He gave assurance that the Jobbing Association would give financial aid, and his organization which has offices other assistance, to promote the continuance of sound, but now weak local associations, and the building

"We need cooperation in the future as in the past," he said. "Let's lay plans now for our Golden Jubilee!" Ralph Snyder, president of the Wichita Bank for Cooperatives, was the speaker following the business reports of the manager and the auditor. "I never have seen any panacea confessed, "but cooperatives can al-leviate these ills." and Argentine, he said. The United States produces more wheat than the

He named a financial measuring stick, fixing the operating capital and domestic consumption changes to the annual business turnover in the picture. He surprised the meeting the ratio 1 to 10; the Jobbing Asso- with his statement that the country ciation has but two or three to ten. with the biggest wheat production is It was his manner of recommending that the Jobbing Association accumu-

Sound Financing of Cooperatives" in U. S. wheat exports since the and he outlined the necessity for an World War, when the country changdirectorate and management; and With the decrease in exports, there the loyal patronage of the cooperative has come also increased wheat pro- international trade, the economist membership. "If a cooperative would duction in the last two decades which rate a loan," he warned "it must has resulted in a wheat surplus probits house in order." The Wichita bank operates in Kansas, Arkansas, Colorado and New Mexico.

Mr. Snyder complimented the man-

production, the importing countries duce wheat efficiently."
are "playing a beautiful game of making export countries subsidize exports," Mr. Pecha said. "The import-American wheat has been shipped

ers are shrewd buyers." different markets in enormous tribution amounts is hardly without plan, it

very costly to the farmer.

Banquet Closes Day With Every Minute Packed

Four Special Speakers Bring Valuable Messages to Union Cooperators

The Silver Jubilee banquet of the Farmers Union Jobbing Association was held at Hotel Continental, 11th Esther Ekblad, state Farmers Union of shipping to the American people Junior Leader, who discussed "Junior because of American trade barriers Education in Kansa's;"

had for his topic "Agriculture and exchange. But it will take years of International Trade"; Harold Hedges, principal agricultural economist, co- Mr. Hedges, Washington, D. C., Farmers Union in the Cooperative young by human beings!"

Need Cooperative Thinking operative grain marketing in Kan-better understanding by all of to-sas. The analysis was a study of 172 day's economic conditions, and the

Junior work offers opportunity for He called attention to the plight capital stock, 1 million in surplus Farmers Union juniors enjoy knowing lems of the cooperative are of thousands of farmers as a result of the workings of the present government farm program. Tenant farm
led to 4 1-2 million dollars; 2 1-4 in greater social fellowship, site said. It is his right to know. The problems of the cooperative are each, other better and become the problems. He has to have his better for it. Junior education leads perience if he is to gain."

The greater social fellowship, site said. It is his right to know. The problems are cooperative are each, other better and become the problems. He has to have his better for it. Junior education leads to totaled \$20,000,000 and this was not toward higher cultural standards genernment farm program. Tenant farm-ers and cotton workers in southeast Mr. Hall gave some interesting erally. Miss Ekblad explained, as such Mr. Hall gave some interesting erally, Miss Ekblad explained, as such farmer to the cooperative business the farmer to the cooperative business on the farmer to the cooperative business that should have been taken care of at this time, with several parties who activity is toward a "higher culture and its operations, the greater is the managed the largest grain office in the years since cooperative competition. The largest grain of the largest gra their condition. In the Northwest, tition has been in grain marketing our farms more desirable places to in Kansas. He estimated that 95 mil- live." She concluded her message with most the whole country. He mention- lion bushels have been handled of a practival suggestion to representatives of business associations present ber of Commerce, Davis of Kansas by competition by cooperative grain that "Eduction is health insurance for

Dr. Grimes advised that he had not been in operation, the margins been a Farmers Union member nearly lishments. The families must go to by at least three cents a bushel, he 25 years. He philosophized that the older generation has a tendency to speak not in cooperative terms of the cooperative agencies, but to say 'they" in speaking of the Jobbing savings from this competition would Association. Dr. Grimes emphasized reach \$1,900,000. The competitive savrecommend mortgage payments be ings total a much higher figure than that the local association and the Jobbing Association are not as two disnet profits and patronage dividends, tinct pieces of marketing machinery The next speaker was Ted C. Bel- but as one. Both are "our organizaden, manager of the Merchandise De- tions, he said. Nothing would please partment, who gave detailed figures opponents of cooperative business suggested that more farmers would of the business in this department, more than to encourage such thinkand commented that a much larger ing. Cooperatives are "ours" from

volume could be handled at no in- top to bottom, and bottom to top. He congratulated the Farmers Uncreased overhead expense. The truck leaving the Kansas City warehouse ion Jobbing Association on its splenwill soon be travelling a definite did record, and expressed satisfaction He concluded his address with the schedule, he advised, and asked the at the cordial and working relationcooperation of managers that the ship between the Jobbing Association and the extension and researce debest possible service could be departments at the state college, "The Farmers Union Jobbing Association Art T. Riley, manager of the Sa-stands as one of the greatest handlers of goods in the country, and perhaps in the world," he said.

Must Import Too "International trade," he said, "is one of the things we are most intercomes from specialization in produc tor if he used imported goods than if he raised products for export." The United States now has 55 per

ported, when grain people hold cars cent of the world's supply of monetary gold, he said. There is no international money, but gold is the nearing," he said. Payment must be made ty Union Grain Company at Kansas in goods or services if a permanent basis for international trade is to be developed.

"Kansas produces much more wheat than is needed for the use of Kansas," Dr. Grimes pointed out. "A part of this surplus wheat is sold in the domestic market. However, under norrelating to options and grain boards mal conditions a considerable part of the wheat of Kansas should move into foreign markets. If these foreign markets are closed to American wheat, Kansas wheat does not sell readily

at good prices.
"When products move freely in international trade these agricultural industries are prosperous. On the other hand, when foreign markets do not take these products, depression sets in.'

Dr. Grimes added that if the foreign markets remained "permanently reduced, radical readjustments in Amersuch enormous population that it is ican agriculture will be needed." He necessary to import some wheat.

He used charts to show the change could be attributed to the shrinkage in U. S. wheat exports since the of agricultural exports, and that foreign trade must be improved if their plight were to be relieved. Both parties gain in the exchange of goods in

continued. Have Efficient Production "Kansas farmers would use little rubber for tires and other purposes," not increased proportionately with he said, "if it were necessary that ships, he advised. It was also his increasing population. The per capita they produce all of the rubber they consumption has fallen. This is not used. They gain by producing wheat agement of the Jobbing Association due to hard times, he added, because and then exchanging the wheat for until the Labor Union would take on its successful handling of its big the poorer people become the higher rubber and other goods which they hold of it.

is their consumption of wheat, flour cannot produce advantageously. The and bread.

With the world condition of over-since they may not be able to pro-

over foreign tariff walls economicalers are shrewd buyers."

"He discussed option buying and selling, and brought out certain adselling, and thought that investment traders were all right. But he soundly condemned the option speculator and described how heavy option sell. and described how heavy option sell- labor have made possible high wages. ing could exert pressure to beat down "A tariff encourages less productive grain prices. Co-incidental selling on labor, giving small amounts for dis-

But Dr. Grimes is not for free trade. was his opinion, and was certainly He compared the tariff to the flavoring of salt in cereal. Because he likes very costly to the farmer.

He gave blessing to the milling interests who caused a premium to be set on extra protein wheat, commenting that the elevator buyers would constructive attempt to correct the never have given an extra cent for evils of excessive tariffs and other it except for millers' buying com- oppressive trade barriers." The agree-

Lower trade barriers, encouraging the freer exchange of goods.

Promote peace by improving trade

relations.
Place the tariff system more nearon a scientific basis. Make possible the gradual lower-ing of tariffs and the removal of Carroll Inloes, doorkeeper.

The speaker asserted the trade negligible amounts of the products be produced have been imported. Build World Peace

"Improved international trade," he continued, "is one of the surest ways of promoting enduring world peace. and Baltimore, Kansas City, February When a nation is prosperous and its a few more members than we had last customers also are prosperous, there year—more than doubling our memand informational sessions. H. E. is not much fight about." Taking note Witham, general manager of the Asso-ciation, was toastmaster. Principal speakers of the evening were Miss "Some responsibility is ours," Dr. W. E. Grimes, head of the de- said. "We built up a situation to wel partment of economics and sociology, come a Hitler, International good will Kansas State College, Manhattan, who follows the flow of goods and fair ed five dollars for the Kansas Farm-

perative division, Farm Credit Ad- took note of the "silver" heads at members were taken in. Our Junior ministration, Washington, D. C., "Going Beyond the Local Point in Coopmarked that "men grow old, but a strengthened."

Washington, D. C., "Gomarked that "men grow old, but a strengthened." erative Grain Marketing"; and Jim sound cooperative, adjusting itself Patton, president of the Colorado to conditions as they come along, Union, "The Future of the lives beyond the day. It is kept bresent we're discussing the various line in the Cooperative young by human beings!"

Twenty-five years ago Mr. Hedges was working for an Equity elevator The first purpose of the Farmers in Nebraska, a half mile from the Jnion junior department, Miss Ekblad explained, is to teach cooperative grain marketing, and its sound progress. Tom Hall, manager of the Service competition. Young people need know machinery further than the local co-

Has Right to Know "The well-informed member is easily satisfied. Give the member all the 172 elevator associations amount-ed to 4 1-2 million dollars; 2 1-4 in greater social fellowship, she said. "It is his right to know. The prob-

Success for the enterprise cannot be ative grain office in the United States. had without successful operations by the management and by membership relations. He warned that the cooperative as-

sociation must be equally as efficient and serviceable, if not superior, to competitive enterprises. " A hard job, but any opportunity open to the skies is a hard job." Management of cooperative business is becoming more and more efficient as experience is gained. The Farm Credit Administration, he reminded, has gathered many figures

gained, and contain proved rules to ollow for the future Leaving American development, he told of the Canadian cooperative deelopments in grain marketing. The province of Manitoba at one time had 150 local elevators. Difficulties came in membership relations work, the traditional problem when coop-

from local farmers' elevators, and

these figures represent experience

eratives are built from the top downward. To Centralized Control

Working in another way, he told of the Canadian pool which valued centralized control so highly that local associations were tied together into one big operating unit. Operating gains or losses were leveled out. The Carlson. chief advantage was to control 100 per cent loyalty and shipments from local elevators. Competition of local Efficiency was encouraged by neighboring associations, and financial readvantage, of course, was the loss of local responsibility, and closeness of

touch with operations. Mr. Patton, Colorado Farmers Un ion president, emphasized the necessity of gearing the Farmers Union to the needs of future. Briefly analyzing Jobbing Association office. "Your own est thing to such. International trade the condition of the organization toic election processes. Mr. Patton is a member of the National Farmers Union board, and he was obviously referring to the activities of E. E. Kennedy in criticizing officers of the National Farmers Union.

Patton Asks Blueprints He turned to international social movements, and warned of the dangers of fascism. Propaganda is every-where, preaching the need of some strong handed leadership, he said. The effect of such propaganda is for

the acceptance of governmental cen-tralization unless the force is count-

ered with the teaching of facts and

lemocratic reasoning. "The future needs Farmers Union blueprints," he said. "Legislation is always such as will need improvement. The Farmers Union need secure cooperation among cooperators. We need welding together for additional strength. We need national unity; we need state unity. We need a single pattern for organized development The future of the Fermers Union depends on its leadership, he said. "We need dynamic leadership. We need engender young leaders with the great Farmers Union possibilities. Democratic interests must wrestle for

Cooperatives must look for addition al services to serve their member opinion that the cooperative move ment would never go far in the cities

Neighborhood Notes

In Ellis County The following letter has been sent o Representative Frank Carlson, and Senators Capper and Reed:
"We, the officers of the Farmers Union, Local 606, of Ellis, believe we express the sentiment of the entire body when we say it favors the Fra-

zier-Lemke farm refinancing bill. "We ask that our senators and representatives in Congress strongly House Bill which suggests exempsupport the measure.

"Anything you can do along these lines will be greatly appreciated, and remembered by the Farmers Union of

L. A. Freeman Joseph L. Weber Wenzel Neuburger Lee Schuster

In Gove County The Quinter local No. 1095 has the following officers for 1939. Norman Flora, president; John Starke, vicepresident; W. E. Roesch, secretarytreasurer: Earl Inloes, conductor; and

We have been having some good meetings. The Juniors are active in agreements had not increased competition for the Kansas farmer in the tition for the Kansas farmer in the gram. Miss Marie Starkey is the Jungram. Miss Warie Starkey is the Jungram of farm products. ior leader and Miss Venita Inloes is her assistant. These two girls attended the camp last summer.

Our local is sending in the dues for 67 members, which will entitle us to be on the Honor Roll. That is quite bership. Our Business Association is holding

its annual stockholders meeting Wednesday February 8. W. E. Roesch,

secretary.

In McPherson County Local No. 671, No. 8, Marquette, vot-

Our recent membership drive proved very successful as several new

We have a very lively and active meeting every Tuesday evening. At and House.

Thomas K. Darrah, Reporter.

In Osborne County

The Farmers Union quarterly meet ing was held in the Portis high school auditorium, January 16, and the hall was filled to capacity. Many say it and Information department of the Jobbing Association, gave some figurates which show the size of local corres which show the size of local cobetter understanding by all of toladies from the Downs local put on a play that pleased everyone.

The highlight of the evening was a talk by H. E. Witham, manager of the Farmers Union Jobbing Associaproblems. He has to have his ex- the facts that the farmers are doing things in the way of cooperative mar-The greater the distance from the keting and buying. He told us that He also pointed out that the farmers of Osborne County had gone a longway in making this possible. Mr. Witham's talk was followed by one by George Bicknell who is head of the Jobbing Association's oil department. He made a report on the Farmers Union meetings he recently attended at St. Paul, Minn. He brought out the fact that farmers were doing a really big business, and special reasons why they should maintain coop-

eratives. The next quarterly meeting will be held at Covert in April.

In Riley County The Walsburg Farmers Union Lo-Association annual meeting Harmon and Norris Carstenson. which she attended the past week.

and Ethel Carlson. The program was creasing right along. pertaining to the famous birthdays of the month. Various readings were given by Arley Johnson, Orin Lee Lofgren, Mrs. V. E. Oman and Eunice ger Don Wilcox and with Brother L.

ner Lofgren. The next meeting will be held at

sources were multiplied. The big dis- the home of Mr. and Mrs. O. M. interest in their community. Johnson the first Monday in March. Miss Eunice Carlson,

> In Riley County The Center Hill local No. 1147 met finance the levator again. at the schoolhouse Tuesday evening,

Professor Quiz, played by Conrad tion on Wednesday and Thursday, unsatisfactory, he said. "It simply Samuelson, Bob Trout, Leonard Anstaying for their frolic and dance in can't be done." He advised a price set derson. The following were the con-tenders: Arlene Johnson, Glen Nebraska is one of the States that leaving administration only for the

Talk by Emil Swanson. The meet-

adopted the following resolutions: "We deplore the idea of soliciting supporting a National Farmers Union lobby in Washington, D. C., against the now partisan Frazier, Wheeler Carmer union is right now on the farm coffodities, many of his clients

neeting to be held at Baldwin Creek, February 11, are Emil Samuelson, O. sistance possible. A. Swanson, Ed Anderson, Nelan Verneal Anderson and Anna Mae Toburen. The meeting was then adjourned Delicious refreshments were served by the ladies.

-Verneal Anderson, Secretary

Riley County Meeting
The members of the Riley county
Farmers Union No. 45 met in quarter-

house Saturday, February 11. After Would Separate a basket dinner the meeting was called to order by the president, V. E. Hawkinson. The newly elected officers were installed as follows: Henry G. Nannings, secretary-treas-

rer; Gust Larson, executive board; L. D. Buss, conductor; and John Dobson, doorkeper. Our retiring secretary, Mr. Gust Larson, has faithfully served as sec-retary-treasurer for the past 17 years.

The following resolutions adopted: 1. We recommend our state representative, John A. Holmstrom, on his vote with the minority group on the tions of certain food items from the present sales tax law.

2. We recommend that our county union board make no contribution to any legislative fund for lobbying against our Frazier, Wheeler, Capper cost of production, Farm Bill S. 570.

3. Whereas some farm leaders write formulas about, "Don't be a Donkey!" (Ks. Union Farmer 1-19) we at this critical moment urge that they practice this rule themselves and help to force onto the floor of our present Congress the Frazier, Wheeler, Capper non-partisan cost of production bill No. S. 570.

In studying our constitution we find nothing that prevents our farm leader from being Farmers Union and help make the above bill super-desirable when up for correction and consideration in Senate and House. 4. If the Big Boys of our Farmers Union study our constitution and are sincere in "discouraging the credit and mortgage business," then we ask them, "why are the 'top' propagandists of the monster mortgage and credt institutions continuously being placed on the programs of their various Farmers Union associations?"

5. We wish to thank the Baldwin Creek Local for their hospitality. Henry G. Nanninga Sec.-Treas.

TRAVELOGUE

By John Fengel were sandwiched between the other date.

meetings.

and night. and took in their big banquet in the ty, city and rural, contributes. evening, which was a wonderful Silver Jubilee of the Jobbing Associa-

Saturday morning and stayed on the following letter: job until we adjourned in the after-

noon. vention and we had a lot of business to attend to, and am certain we neglected or overlooked several things ic form of government, the taxpayers that should have been taken care of should have the right to vote the time we got around to them found they had gone home, or we could many letters and cards have been not locate them, for which I am sor-sent to our representatives in the ry since there was no intention on the part of anyone to neglect in any bring about legislation to that effect. way any one having the good of the Kansas Farmers Union at heart space in our Kansas Union Farmer an opportunity to come in and offer suggestions.

During the second week in February, I was in at the Salina office on my way to the stockholders' meeting of the Lindsborg Farmers Union Elevator Co., and when I got down there found they had already had their meeting and were at the Cafe eating their dinners. I also found they did their business in a hurry and it was cal No. 1198 held its monthly meeting all over with by the time most stock-Tuesday night, February 7, at the holders got down to business, so I home of Mr. and Mrs. Verner Lofgren, ate with them and after visiting with The meeting was called to order by Miss Frances Rosander and drinking he president, Mr. Howard Oman. Miss some "King Oscar Coffee" with her Esther Ekblad gave a very interest- drove over to Marquette for a visit the other fellow uses." he warned. ing report of the Farmers Union Job- with Brother C. E. Hansen, Harry

I found them going strong at Mar-The meeting was turned over to quette, doing a good business at their the program committee, Helen Ekblad elevator and their membership inthe program committee, Helen Ekblad elevator and their membership inof cattle; 39 per cent of calves; and I drove

Kinion, tried to find their president, Music was given by Howard Oman Mr. Alex Rehberg, but could not find and Lloyd Peterson. The meeting him anywhere, so gave it up and adjourned. Delicious refreshments drove over and visited with Mr. cooperative elevators was eliminated. were served by the hostess, Mrs. Ver-Carl Johnson and think we are going to be able to help them revive more bargaining power." A laugh followed

Miltonvale and visited with Mr. Ruff- he said he would confess this and ener at the Elevator, where we are then go ahead and tell what he expecting to put on a membership thought about such matters. drive real soon, in an effort to re-

February 7, with a large crowd in Center for the night and started from cuts to agriculture relief are dangerthe Columbia network and presented both attended their splendid conven- tion. Such a method would surely be Kaump, Wilbert Toburen, Mrs. Merle really does things and they had a agricultural department. Isaacson and Lucile Kaump. Arlene splendid convention. From Omaha, I He spoke for a minimum base, and Johnson won the first prize of 25 worked into Kansas City for a consilver dollars and Lucile Kaump the ference with Harry Witham and the mentioned other legislation of signi-15 silver dollars (make-believe dol- rest of the boys and came home by ficance to live stock people, having the way of Dennison and had a nice visit with Frank Decker, who has ing was then in charge of the president, E. G. Kaump. Minutes of the previous meeting were read by Secretary Merel Isaacson.

By a vote of 16 to 0 our local and experiments and one leased and the following resolutions: and seven men on the job all the time. Mr. Decker says he thinks he can dimes from the Farmers Union mem- help us do a lot of organization work bership to be use for the purpose of in that section a little later and ad-Wheeler, Capper, cost of production up-grade, with the future bright. I were having difficulty in paying out am anxious to help in membership soam anxious to help in membership solicitation or have an invitation to at- out the need of men in government The delegates elected to the county tend your meetings or be of any as- administration who are familiar with

> Have Program Service Orders and inquiries continue to

Farmers Union No. 45 met in quarter-ly session at the Baldwin Creek School for its helpful suggestions.

Figure 1 de levator fieldman, for his mother was former-ly bookkeeper at the elevator.

Extension Dept. -Farm Bureau

Kellogg Farmers Union Takes Strong Position Against Present Set-Up

Action in Nebraska The Nebraska Farmers Union in state convention in Omaha, with attendance of approximately 800, February 8 and 9, passed the fol-

lowing resolution: "Be it resolved, that we strike the name 'Farm Bureau' out of the extension law, and substitute the words 'extension organization' in each instance. We favor explicit provision in the extension law that the county extension boards have complete supervision and control over the activities of the extension program and personnel in the county or affiliated counties, and that affiliation with any general farm organization as a condition to membership in a county extension organization be prohibited, and that no county extension organization shall in fact be a unit of any general farm

organization. 'We favor taxation as the basis of support for extension activities, and believe this should be adequate and subject to the voters of the county. We oppose appropriation of local or matched funds to support minority groups where a majority of the farmers have refused support."

The Kellogg Farmers Union went on record February 1 requesting that the Farm Bureau law be amended to make its organization within a county optional with that respective county. A large group was present, reports So far this month I have been busy the Winfield Daily Courier, and enterpractically every day. I attended the ed into a lengthy discussion of a prostockholders' meetings in Kansas City posed law expected to be introduced and our own Board meetings, which into the state legislature at a near

In the discussion, the group did not Our Board convened at 1 p. m. on minimize the good that could come Wednesday, February 1, and we work- from a Farm Bureau, nor did the ed until about midnight that night members object to there being such and again the next morning, until an organization available. But since the Annual meeting of the Farmers it is supported by taxes, the Kellogg Union Live Stock Commission Co., Union members believe that in all held its meeting when we adjourned fairness to everyone, those taxpayers and attended with them and went into should have the opportunity to decide another board meeting that evening for themselves whether or not their county shall have a bureau.

On Friday we all attended the An- The union pointed out that the bunual stockholders meetings of the Farmers Union Jobbing Association to which every taxpayer in the coun-With the newspaper clipping, Ward H. O'Neil, secretary-treasurer of the

Kellogg Farmers Union No. 1809, Our board went into session again mailed the Kansas Union Farmer the "In our regular local meeting of Wednesday, February 1, we took ac-This was the first Board meeting tion as stated in this clipping. There tion at Kansas City. He pointed out we have held since the Salina Con-tion at Kansas City. He pointed out we have held since the Salina Con-is considerable opposition in this county to the present Farm Bureau set-up We feel that in this democrat-

ic form of government, the taxpayers

"We want the Farm Bureau to be optional with the respective countie instead of mandatory as it is now. paper. We would like to get others

you.' LIVE STOCK CO. LOOKS TO FUTURE

see this article in our paper?Thank

(continued from page 1) much time to oratory and too little to "doing things." tendency problem. "We have to fight with the tools we have, and what ject of direct buying by the packers. He quoted government figures showing that direct buying has reached 49 per cent all hogs: 22 1-2 per cent back into Salina for the 32 per cent of sheep. He said this was the best part of the market.

tral markets were culls. "I think our Farmers Union live stock people must face this," he said. "We must meet the market where it is now. The packers went out where his confession that he did not know From Bennington I drove over to much about live stock marketing;

that much of that reaching the cen-

legislation, explaining different bills From Miltonvale I came into Clay before the national Congress. Short-

to do with marketing itself; transportation, involving the railroads, trucks and waterways.

Miss Ekblad was introduced, and she told something of the work of the state junior department. She expressed the hope that material on live stock marketing would become available for study by the juniors Mr. Ward was an interesting speaker. Regional head of the Farm Secur-

Waterville-Mr. and Mrs. Vernon Samuelson are the parents of a son

reach the state headquarters, Salina, born December 22, named John Aregarding the monthly program ser- thur. The father is the assistant at rice prepared by the National Farm- the Waterville elevator, and the baby's ers Union. The cost is only 60c for grandfather is manager. Young John all 12 mailings, and Locals may well subscribe for the material. Each mailing contains enough material for Don McManigal, Jobbing Association

farming and farm organizations

CURRENT ASSETS:

Wheat Loans to Growers-

Receivable

Autos and Trucks..... \$ 8,322.02

CURRENT LIABILITIES:

Junior and Juvenile Department

Juniors from 16 to 21

Juveniles from 6 to 16

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

YOUR LEADER'S MESSAGE

Esther Ekblad

WHEN WAR SHALL BE NO MORE Were half the power that fills the world with terror,
Were half the wealth bestowed on camps and courts,
Given to redeem the human mind from error, There were no need of arsenals and forts.

The warrior's name would be a name abhorred. And every nation that should lift again It's hand against a brother, on its forehead, Would wear forevermore the curse of Cain.

Down in dark future, through long generations, The echoing sounds grow fainter and then cease; And like a bell, with solemn, sweet vibrations, I hear once more the voice of Christ say, "Peace!"

Peace! and no longer from its brazen portals

The blast of War's great organ shakes the skies;
But beautiful as songs of the immortals, The holy melodies of love arise. -Henry W. Longfellow.

A PLEA FOR PEACE By Esther Ekblad

As February rolls around, we in some way or another celebrate the birthdays of George Washington and Abraham Lincoln. February makes up for being the shortest of months by holding a reputation for famous birthdays. Besides Washington and Lincoln, well-known writers, inventors and other prominent men had and do have birthdays during the month of

Henry Wadsworth Longfellow, the author of the above poem, "When War Shall Be No More," was born February 27, 1807. Longfellow wrote as a motion picture producer. Mr. many poems which never grow old and in this poem he has pictured in very Negley has during the past year taken stirring and gripping words the waste and horror of war. Brother fighting the pictures and arranged a film, against brother. He had a dream or a vision of a world without wars; a world of which we still dream.

The world is still spending enormous resources on "camps and courts," and Christ's "Peace" is still kept in the distance. Today we, as leaders and Juniors, share with others the responsibility that is so old—"to redeem the human mind from error," so that someday love and brotherhood might

JUNIORS ATTEND SILVER JUBILEE

Three Juniors, Betty Peterson, McPherson county, Thelma Hanshaw, Crawford county, and Kenneth Keller, Marshall county, and two leaders, Iva Koepp, Marshall, and Elsie Clausen, Crawford, found their way to Kansas City, Friday, February 3rd, to attend the Silver Jubilee of the Farmers Union Jobbing Association.

The Juniors were invited to Kansas City because of their achievements and were guests of the Farmers Union Jobbing Association Friday and Saturday. In this issue of the Kansas Union Farmer the Juniors are telling folks are called Institutors and this their own stories about the trip, of which every minute was full to the brim

and running over.

The Jobbing Association is now twenty-five years old; an organization that is through cutting teeth and has now developed square shoulders and firm muscle. The Jobbing Association, as one of our regional cooperatives, has given outstanding service to Kansas farmers in the handling of their made being a guest at the Institutors' grain—at a saving to the farmer. A service which he cannot get anywhere but in his own cooperative. It is also giving the Farmers Union member

but in his own cooperative. It is also giving the Farmers Union member service, is supplying many of the other needs on the farm, such as farm machinery, feeds, petroleum products, and comforts for the home.

We as Juniors can be very proud and thankful that our fathers worked hard and long to firmly establish such an organization. May we truly appreciate it and give our abilities and time to make the Famers Union Jobbing Association, and our other regional cooperatives too, ever bigger and hetter.

Juniors to Kansas City Write With Enthusiasm farmers in Nebraska, and the dancing

Let three Farmers Union Juniors talk on the "Necessity for Sound Fitell in their own words of their trip nancing of Cooperatives." We were to the annual meeting of the Farmers taught the necessity of saying "we" the Nebraska convention, but we mus when talking of the work done in stop somewhere. We hope that Neb-Union Jobbing Association, Kansas he Farmers Union. City. We Juniors were so royally enter-

At four o'clock the ladies were in-

fooled if he thinks there is no future

for the Farmers Union in the Coop-

erative Movement. Mr. Patton of Colo-

On Saturday morning we Juniors left the Aladdin Hotel at eight-twen-

ty for the Jobbing Association office

for our tour started from there.

company building, but being Saturday

were out of luck, for it wasn't visi-

tors' day. We then visited the Muni-

cipal Auditorium. If you haven't seen

to see how it is carried on. We

night, so a flying trip was made to

Time certainly passes swiftly when there are so many things to see. We

drove to the Farmers Union ware-

Live Stock Commission Company. Mr. Bernhardt kindly showed us the

yards and answered several questions.

We couldn't call our tour complete

without seeing some of the beautiful nomes. We drove through the Plaza

listrict and on our way back stopped

at the Nelson Art Gallery. Mrs. Den-ny ushered us through, pointing out the most important and interesting

hings. We enjoyed it very much

Our happy time couldn't end without

one more meal together, so to Nance's Cafe we went and enjoyed a delicious

turkey dinner. Then all returned to

On our way home Mr. Servis took us to the Consumers' Cooperative

building. We enjoyed that visit very

much for they so kindly explained things to us. It is very interesting

to learn how greases, oils, paints etc.

There are so many things that we didn't get to see and do, but time just wouldn't permit us to. Maybe

it was just a temptation for another

are made and tested.

then to the Farmers Union

the Municipal airport.

it certainly is beyond one's expec-

pressive talk on that subject.

By Thelma Hanshaw Crawford County

tained and we dreaded to see Satur-It is impossible for me to express day noon come when we must part. in words the good I received from On Friday we enjoyed a very lovely attending the Jobbing Association luncheon at the Muchlbach Hotel. We meeting at Kansas City. It inspires considered this a real treat. The food a person to know that the organizawas so delicious and the orchestra so tion is still in existence and in very entertaining we were late getting back sound financial condition after a for the afternoon session, but I am quarter of a century and still con-tinues to build toward greater sure we were excused. service to its membership.

Our manager, Mr. Servis, Junior leader Elsie Clausen, Mr. Clausen and myself left Girard at 6:40 a. m. and arrived in Kansas City at 9:00. There was a hour to spend before meeting we talked to those we knew and al-

ways making new acquaintances. Due to the large number to register the meeting was fifteen minutes late in starting. It certainly was interesting to hear the reports and to note the improvement made year by year, leading up to the Silver Jubilee which was the most successful year. Mr. Snyder made a very impressive

Spring Fashion Book



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8114. Ideal for Young Miss Designed in sizes: 8, 10, 12, 14 and 16 years, Size 10 requires 214 yards of 39 inch material, plus 5% yard contrasting 35 or 39 inch material. With long sleeves 2% yards is required.

Price 15c. 8414. Monastic With Bolero Designed for sizes: 12, 14, 16, 18 and 20. Size 14 requires 3% yards of 35 trip, or 39 inch fabric for the dress and 11/3 yard for the bolero. In monotone, 4% yards. 9 yards braid to trim. Price 15c. Kansas Farmers Union, Box 296

State Leaders Notes

The annual meetings of three o our regional cooperatives were hel in Kansas City, February 2-3. The Farmers Union Livestock Commission Co. met on Thursday and the Farm-ers Union Jobbing Association and Auditing Association met on Friday It isn't necessary in this column to tell about these meetings as there are other reports, and besides that, the Juniors who went to Kansas City are telling about the happenings there. It was inspiring to attend the meetings and better learn the importance of regional cooperatives in the mark-eting of the products from our

An invitation came from Mr. Henry Negley, Nebraska F. U. Educational Director, to attend their State Conventions, February 8-9 and take part in their Junior activities, and needless to say, it was a pleasure to accept the invitation. Mr. Fengel was also going to Omaha for the convention so he atomed by we have tion, so he stopped by my home Wednesday morning and we nosed toward Omaha together.

To Nebr. Convention We did not arrive in Omaha in time to attend any of the afternoon

session on Wednesday, but we were soon enough to begin shaking hands and becoming acquainted before the dinner hour. My, what a hall packed with farmers! When Nebraska has a Farmers Union convention it simply means that all the farmers come to Wednesday evening Mr. Negley gave

nis report of the educational work of the past year. The report showed that he has certainly been a very busy man, not only as director of summer institutes and all the other activities connected with Junior work, but also mostly in color, of the Farmers Un ion educational and cooperative acti vities in the state of Nebraska. Neb raskans can certainly be proud of that film.

The F. U. Locals in Nebraska send

to their convention each year a number of Young Farmer Delegates, who are Juniors and come to the conven tion for the purpose of becoming acquainted with the organization in which they are beginning to take part. On Thursday, many more young people, who at some time have at tended one or more of the summe institutes, came into Omaha. Those year held their second annual Institutors' Banquet on Thursday even

Having attended a few days of their Institute at Crete last summer afforded that ever pleasant experience

The party was a very fitting climax to several days of work and study on resolutions, programs, and all the other important things that go with a convention. The program displayed great deal of fine talent among proved that they could have a good time together.

There are many things to tell about raska folks will continue to visit our conventions and enjoy them as much as we enjoyed theirs.

ior Leader, Mrs. Harriet Eaton inrepresent our junior group as a guest of the Farmers Union Jobbing Association convention at Kansas City. I left Lindsborg Friday morning at 3:10 in company with Mr. David Train, manager of the Farmers Union elevavited to a tea at Mrs. Witham's. I am sure it was enjoyed by all. Miss Ektor at that place. We arrived in Kansas City at 8:10 o'clock and from then

given to lectures. One is certainly rado made a very interesting and im-

an State College. Saturday morning we were given a tour of Kansas City. I enjoyed so very much the Nelson Art Gallery, especally the model rooms of long ago. These were from China, England, First we went to the Power and Light Spain and our own pioneer homes, and a large Indian display.

I was also very impressed by the iuge City Auditorium. I enjoyed every meeting, in fact, every momen f my stay and wish to thank the We were interested in the Board Jobbing Association and also Mrs. of Trade; although many of us didn't Eaton for making it possible for me understand, it was very interesting to attend.

Finally is this report, written by a thought it necessary to see where most of the planes landed we heard passing over the city during the By Ker

By Kenneth Keller Marshall County

meeting as a Junior delegate. It offerhappen just once in a lifetime, and eswhich it was held.

I feel that I have gained much more tending this meeting. It was truly a

their speeches. I enjoyed the business meeting throughout the day and also the banquet very much while I was there. Dining in one of Kansas City's superior hotels, among people from all over the United States, was quite an inspiration for me and is one to be emembered a lifetime.

world which were quite numerous.
In conclusion I wish to say that this trip was very interesting as a recreational as well as a business experience, and I wish at this time to thank the organization for their kind accommodations while I was there.

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FARMERS UNION **JOBBING ASSOCIATION** KANSAS CITY

Balance Sheet as at December 31, 1938

Cash on Hand and in Bank.....\$23,113.54 Accounts Receivable—Grain.....\$23,113.54 Accounts Receivable—Mdse.....28,599.67 \$ 94,288.62 50,302.16 18,405.11 Notes Receivable Wheat Loans to Growers— Wichita Bank for Cooperatives..... 284,075.78

17,866.71

29,831.70

Grain Advances
Grain Clearing Company....
Other Receivables INVENTORIES: 118,286,41 TOTAL CURRENT ASSETS..... \$625,190.12 INVESTMENTS: Stock in Cooperatives..... \$ 6,195.00 21,095.00 OTHER ASSETS:

 Deposits
 \$ 335.00

 Deferred Charges
 1,818.31

 Guaranteed Loan Receivable
 4,900.00

 FIXED ASSETS:

Less Depreciation 2,918.81 5,403.21 Furniture, Fixtures 7,625.74 Buildings and 25,791.30 TOTAL ASSETS\$679,129.73 LIABILITIES

Wheat Loans to Growers...... 284,075.78

 Sales Advances
 4,610.00

 Financed Elevators
 31,402.65

 TOTAL CURRENT LIABILITIES.....\$325,414.64 OTHER LIABILITIES: RESERVES: MEMBERS' EQUITY: Common Stock\$ 55,830.00
 Surplus
 53,953.96

 Interest—Common Stock
 3,607.30

 Members' Credits
 85,041.31

 Net Saving for 1938
 118,382.52

TOTAL LIABILITIES\$679,129.73 KANSAS FARMERS UNION AUDITING ASS'N. Thos. B. Dunn, Auditor

Witham Gives Co-op Manager's

Tells in Detail of 1938 **Operations**

H. E. Witham, secretary and general manager of the Farmers Union Jobbing Association, dedicated his manager's Annual Report "to the thousands of individuals whose coformed me she had chosen me to operative efforts have brought this Association successfully to the celebration of its Silver Jubilee Year." Presented at the association's an-

nual meeting, February 3, the report Assn., Corinth; reads as follows: This is the twenty-fifth annual meeting of the Farmers Union Jobbing Association, and we are celebrative Coop. Assn., Waldo; Ells-

held in the Continental room of the Hotel Continental. Mr. Witham was toastmaster and introduced several people who play an important part in the Farmers Union. The evening was the Home of Mrs. Witham for the Farmers Union. The evening was the women delegates.

The Silver Judice Banquet was matters pertaining to the Jobbing the organization, I think you, as stockholders, should congratulate stockholders, should congratulate farmers Union Cooperative Association. This program was continued in the afternoon. That afternoon I also enjoyed a lovely tea given to lectures. One is certainly the women delegates.

This program was continued in the organization, I think you, as stockholders, should congratulate from the farmers Union Cooperative Association, Menlo; Farmers Cooperative Situation, Menlo; Farmers Cooperative Situation, Menlo; Farmers Union Co we have gone through a world war, Farmers Cooperative Elevator Com-Friday evening we were guests at we have gone through a world war, one of the worst financial crises in long as its stockholders remain loyal op. Assn., Bellaire. to their own institution. For my part, am very proud to have had a share in bringing the Association through nearly a quarter of a century, and

membership. you a history of the Association since its foundation. Very high tribute should be paid, I think, to such men should be paid, I think, to such men as Maurice McAuliffe, who was president both of the Kansas Farmers Union and of this Association for William Street, and it does seem to me that it should be handled by farmers' own many years. Uncle John Tromble, or

pecially so because of the place in inently in the organization of your cooperative. It is very fitting that we should

8,996 Cars in 1938 We have handled 6,855 cars of system.

on the way in to this terminal market. Our Salina office has been operated very efficiently during 1938.

To some of our staunch supporters,

of farmers cooperative elevators year, and there will be ample (other than financed stations) which left in the organization to keep it

consigned or sold the Association on a sound financial basis. over 100,000 bushels of grain in 1938: Osborne County Farmers Union Coop. Assn., Alton; Pauline Farmers \$800,000. We have been able to ne-Stockton; Osborne County vator, Farmers Union Coop., Portis; Overbrook Farmers Union Coop. Assn., Overbrook; Marmers Cooperative Elevator Association, Morganville; Osborne County Farmers Union Coop.

Kellogg Farmers Union Coop. Assn., there, and answered several questions pertaining to Junior work.

The Silver Jubilee Banquet was held in the Continental room of the Hotel Continental. Mr. Witham was tinued in the afternoon That after

> pany, Bennington; Osborne County hearing some outstanding speakers, including Mr. Jim Patton of Colorado and Dr. W. E. Grimes of the Manhatthis territory have failed, I am con- ion Coop. Assn., Forney; GoldenBelt vinced more than ever that a cocp- Cooperative Elevator Company, Ellis; erative organization is infallible as Osborne County Farmers Union Co-

61 Percent Grain Increase

It is gratifying to state that our grain business has shown an increase in volume of 61 per cent over 1937. greatly pleased to see it continue to While this is a wonderful increase build toward greater service to its and the loyal institutions which furnished the volume should be commend-Further on in this booklet, which ed, and while our savings for the we want to put in the hands of every year are a little over \$118,000, actustockholder, we have tried to give ally, we have but scratched the sur-

was notified of having the opportunity of attending the 25th annual Farmers Union Jobbing Association

Was notified of having the opportunity of attending the 25th annual Farmers Union Jobbing Association

Osborne who was the first State to be added to be a state of the cooperative marketing organizations. The amount of savings the Association C. E. Brasted, and R. A. Lough of the cooperative marketing organizations. meeting as a Junior delegate. It offer-ed me one of those occasions that the same one of those occasions that These are men who stand out prom-would be almost unbelievable.

Check Local Speculation Ever since the time I first operated a country elevator I have been studylooking for some system knowledge on the principles and func-tions of the Farmers Union after at-Jubilee Year following one of the that would take the speculation out most successful years in the history of grain buying for the local farmsensation to meet and converse with of the Farmers Union Jobbing Asso- ers cooperative elevators. I believe the people that make this organization possible, and was highly educational and interesting to listen to their speeches. affairs of the Association during the elevators using this plan are absolutely protected on their margin when they buy grain. About 78 elevators

are operating under this plan, or

grain for our members at Kansas These elevators have handled 5,-City, and 889 cars at Salina, making 159,211 bushels of grain at an average a total of 7,744 cars. In addition to gross profit of 3 cents a bushel for this, we have handled 1,252 cars for the local cooperative elevator. Among Equity Union Grain Company, mak- this group of elevators, the Clifton ing, it was in my opinion a most wonderful and spectacular venture. I was thrilled at seeing some of the tallest and finest buildings in the world which were quite numerous.

In conclusion I wish to say that

Credit Administration having been taken over from Farmers National Grain Corporation, and these elevators have handled 694,302 bushels of The board of directors of the Farm-

grain during 1938. well as to cooperative business asso- tivities of the Association.

ciations Supply Farm Needs

The volume of merchandise done by our Association shows a slight increase over 1937. It seems as though our merchandise department contin-ues to be more of a service proposition than a money-making depart nent, however, we have handled 447 cars of coal, 223 cars of feed, 28 cars or 1,113,000 pounds of twine, 20 cars cars of steel wire and 2 cars of peat cars of steel wire and 2 cars of peat to keep our business association mem-litter, making a total of 720 cars of bers well informed on our activities.

have had, this shows up very well.

During the last year the Farmers Union Creamery at Wakeeney, Kan-sas, which has been the western distributing point for our feeds and merchandise, liquidated and discontinued business. The Farmers Union Jobbing Association purchased the grain elevator at that station and put price list of feeds and any special feed mixing machinery thus enabling us to mix our own KFU and Union Standard feeds as well as dis-tribute them from that point. I beof great service to the farmers in the western part of our territory.

above, such as flour, cod liver oil, standing of our Association and of steel tanks, grain bins, carbide, rope, general cooperative problems. In addition to this, the Kansas Union Farinseed oil, paint and turpentine. Our volume of petroleum products imroves some each year, enough to ustify its continuance. We also have chandise and news stories of our acan excellent line of radios, wind chargers, oil station equipment, antifreeze, cream separators, and numer-ous other items. In fact, your Association can supply the local coopera-tives with practically anything the farmer needs at a considerable sav-

this Association as it should be fi- support our educational departments this Association as it should be innanced. For this reason I hope you
will see fit to leave all the savings
in this organization until 1940. In
this way you will have a cooperative
which is in a strong financial position—one that does not have the
expense of paying interest on opertions. Support our educational departments
if our cooperatives are to continue
to grow.

I am especially happy to see the
rapid advancement made by the Juners Union, and will continue to push
expense of paying interest on oper-

During the past year it was necesget them we would be forced to pay a high rate of interest. We have had most cordial and friendly relationship with the Wichita Bank for Coop-

ers Union Jobbing Association all As soon as the plans for wheat loans were announced by the Government, we made application to the the understand the needs of the results for Commodity Credit Corporation for the authority to act as a lending agency. We were authorized as a lending operative purchasing and marketing agency and have made 438 individual loans to farmers on 430,722 bushels of stored wheat amounting to \$303,734-special meetings and five regular 00. I believe that we rendered a real meetings to discuss the affairs of the service to the individual farmers in Association and make plans for it, this matter of getting their loans to The books and accounts of the comthem promptly and being instrumental in clipping a lot of red tape. It is our job to be of every possible service to the individual producers, as the definite information on the activation of the comparative business association.

Your managers and your directors have worked together harmoniously at all times and I consider that I have been very fortunate to have had the advice and counsel of such men in the management of your Association. Their unfailing support has been a

merchandise products. While we did bers well informed on our activities. not handle quite as many cars of coal in 1938 as we did the year before, when we consider the approximate the decimal to the second terms of the s in 1938 as we did the year before, when we consider the open winter we had this shows up a work of the property with the shows the consideration of the line of grain market conditions. Along the line of grain market conditions. Along the line of grain market conditions. Along the line of grain market letter conditions. Along the line of grain market conditions. Along the line of grain marketing, we have added a daily bid card to our weekly have had this shows the line of grain marketing. tor managers. This keeps them abreast with market conditions, and enables them to better determine their local purchase price for various grades of grain. Another weekly mailing to managers of associations handle merchandise is our which prices we have on other merchandise. We mail the "Managers' Monthly" to managers of our business association members. This is a mimeographlieve that this plant will prove to be ed bulletin containing news and sales handled other commodities not listed we send to directors as well as managers of business associations in which we attempt to create a better under-

> tivities. Commend State Paper

med carries regular ads on our mer-

Our state paper, however, is not merely a means of telling our members what we are doing, but it is the cheapest and one of the most effective means of cooperative educa-Strong Financial Position

You can readily understand, from the volume of merchandise and grain the volume of merchandise and grain to the cour business copusiness mentioned, that it takes a believe it is up to our business coarge amount of money to finance operatives to morally and financially

expense of paying interest on oper-ating capital the whole year around. I feel that if this is done the Asso-lesion will be able to benefit its Annual Report

ed very efficiently during 1938.

To some of our staunch supporters, 1938 was somewhat of a disappointment because their wheat crop was not up to expectations, but for others it was, as for the Association, a very successful year. Following is a list of farmers cooperative elevators

Association General

ed very efficiently during 1938.

To some of our staunch supporters, diation will be able to benefit its members much more than it could by distributing to them what cash patronage dividends are due this year. Then, looking forward from to get one or two young farmers on to get one or two young farmers or to understand the business affairs of the Association and to be able to dispersion.

er members step out.
The Farmers Union Jobbing Association is owned and controlled by sary to borrow at one time almost farmers business organizations and their farmer members, and operated Coop Elevator & Supply Assn., Pauline; Osborne County Farmers Union tractive basis with the Wichita Bank Some of our members think of that for Cooperatives. The reason we have service only in terms of savings the Union, Logan; Farmers Union Ele- been able to get all the money we Association is able to make on the need is because the organization is in grain and other commodities handled. sound financial position. Were it Others add to that the satisfaction of not in such condition, it would be being able to do business with an very difficult to get the necessary organization which they own-one operating funds, and when we did which sees and thinks in terms of problems encountered in local cooperative marketing and purchasing.

For Organizational Work I am convinced that important as the above mentioned services are,

Better **Chick Feeds Better**

Baby Chicks PROPER care and handling is essential for raising baby chicks successfully, but no matter how good the care, no chick can possibly develop beyond the limit set by the character of the feed provided during its

for

therefore, requires certain specific feed nutrients. The first few weeks in the life of a baby chick are the most important because that is the period of most rapid

growth. A baby chick is a delicate bit of nature, and,

KFU CHICK STARTER and KFU CHICK STARTER PELLETS, plus proper care and sanitary measures assure fast growing, healthy chicks full of vim and vigor that will develop into pullets possessing that capacity so necessary later on for maximum egg production. Ask your local Farmers Union Dealer for

> **KFU Chick Starter KFU Chick Starter Pellets**

> > Distributed by

Farmers Union Jobbing Association

KANSAS CITY

WAKEENEY

F. U. Live Stock Has Competition of Packer Buyers

Manager W. G. Bernhardt Explains Fight to Retain Our Central Markets

the 19th Annual Meeting of the

As most of you men know this firm is a cooperative corporation operating under the laws of the State of Kansas. It is therefor a stock company and has on its books, at the present time, 9,852 stockholders who own 18,958 shares of stock. The office of this agency opened on the Kansas City market in October, 1918, and received its charter in July, 1919. So we have been opened on the Wichita and Parsons yards in the course of years, so that cooperative sales service could be extended to the partons of those markets, You will hear reports from the managers of those markets, You will hear reports from the managers of those offices. The loyal support of members of the Kansas Farmers Union of the contraction of the Kansas Farmers Union the price reduction and again mereasted receipts. In other words again mereasted receipts, In other words again mereasted we are making a sincere effort to do so at all times. In our asles often take "the cream of the spring has her home in marketing of hogs minimized that matter but their own data showed the words and received its charter in July, 1919. So we have been opened on the Wichita and Parsons yards in the course of the kansas City wards over 20 years. Offices have been opened on the Wichita and Parsons yards in the course of those markets, You will hear reports from the managers of those of the Kansas of those of the Kansas Farmers Union to hold the ports of the Kansas Farmers Union to hold the ports of the Kansas Farmers Union to hold the ports of the Kansas Farmers Union to hold the price levels markets. bers of the Kansas Farmers Union and the Missouri Farmers Association has been instrumental in keeping this agency alive all of these years.

Deen in a position to hold this year, but surely if the price levels warrant it, you could hold every year even if high-price feed had to be purchased.

One polyhere even ally overlands.

While we have not enjoyed the

a word, through his own organization, in the important matters pertaining to his business

on the condition of your business. I or at other markets. wish to say here that I value Mr. advice and experience are very valu-

company cannot be considered from gentlemen, thank the Good Lord for lar" in a way that would be helpful an individual office standpoint but the chumps. rather embraces all these offices. our balance sheets meet the require-

carried on more extensively which resulted in an increase of \$1,000.00 of the owner or lose the business. on this item. I believe this increase was justified as during 1937 activity along that line was greatly curtailed. We all know that we must keep our name in front of prospective customers if we are to secure their con-signments and I sincerely hope that "The sale of m our business this year will justify ev-

The income from commissions at as I will show you by the following figures which cover inbound receipts at the Kansas City yards during 1938.

During 1938, 1,669,357 cattle and calves were unloaded at the Kansas City yards-375,828 hogs and 1,506,466 sheep. Now listen to this-cattle and calf receipts were 260,000 head short of 1937 and is a loss of around 16 per cent. Hog receipts increased only 4,-229 head and sheep receipts increased 38,000 head. The gain in hog reed 38,000 head. The gain in nog re-ceipts amounted to about 1.2 per cent and the gain in sheep 2.6 per cent, able, trade estimates credit the four own firms. This trend should have and the gain in sheep 2.6 per cent. Now i nthe Farmers Union alleys we handled 35,933 cattle and calves in er 50 per cent of the total federally to meet it from the start. We were 1938; this was 7,700 head less than in inspected hog slaughter, over 60 per lax in not doing so and now have an bers more advantageously by hand-1938; this was 7,700 head less than in inspected nog slaughter, over 50 per cent in cattle, over 70 per cent in cattle, over 70 per cent in changes and increase of 2,804 head or a loss of 15 per cent. In the cent in cattle, over 70 per cent in sheep calves, and so over 80 per cent in sheep is practically impossible to keep paid in proceedings and lands. So, whether the livestock and increase of 2,804 head or a loss of 15 per cent. In the cent in cattle, over 70 per cent in sheep is practically impossible to keep paid in proceedings and lands as it is practically impossible to keep paid in the configuration of the cent in cattle, over 70 per cent in sheep is practically impossible to keep paid in the configuration of the cent in cattle, over 70 per cent in cattle, over 70 per cent in sheep is practically impossible to keep paid in the configuration of the cent in cattle, over 70 per cent in cattle, over 70 per cent in sheep is practically impossible to keep paid in the configuration of the cent in cattle, over 70 per cent in sheep is practically impossible to keep paid in the configuration of the cent in cattle, over 70 per cent in sheep is practically impossible to keep paid in the configuration of the cent in cattle, over 70 per cent in catt gain of 11 per cent. Our sheep receipts were 26,641 head and just 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets or through 2,000 so-called markets, 1 of 4 buyceipts were 26,641 head and just 2,000 so-called markets or through 2,000 so-called markets and 2,000 so-called mark eleven head more than the number ers take at least 5 of every 10 hogs, handled in 1937. These figures cover 6 of 10 cattle, 7 of 10 calves and 8 only inbound receipts and show that of 10 sheep and lambs. the gains and losses on the yards as a whole are reflected in our report. We purchased about the same num-

It is interesting to note that 78 40 per cent. That indicates the developer cent of our receipts arrived in to which centralization has developer cent of the total oped.

| That indicates the development of the total oped in the total oped. | That indicates the development of the total oped in the total oped. | That indicates the development of the total oped in the total oped in the total oped. | That indicates the development of the total oped in the total yard receipts arrived in the same manner. This certainly reflects the change in the mode of transportation. fice reduced to cars amounted to 2,-067. We have here some copies of any buyer, any place, any time. That our volume report and balance sheet, is seemingly the premise underlying portant matters which have a very definite influence on this business.

More Cattle on Farms First, I want to look on the bright of assumed.

Side, and then, very reluctantly on the dark side. The outlook for 1939 is much brighter than it has been training, that it is a highly technical is much brighter than it has been training, that it is a highly technical is much brighter than it has been training, that it is a highly technical well and could be used to advantage with stock rates. This enables them to get a pay load in and pick up merchandise for their back hauls. This plan works out very well and could be used to advantage with stock rates.

This enables them to get a pay load in and pick up merchandise for their back hauls. This plan works out very well and could be used to advantage with stock rates. for a number of years. We know that job, that bargaining power is most a great many cattle have been ship-important, and that strong makets important, and that strong makets are the

a breaking market resulted in greater receipts. This naturally brought on Make Close Sortings As most of you men know this firm is a cooperative corporation op-

The Direct Sales Problem While we have not enjoyed the success experienced by some cooperative agencies on other yards, we have returned to our stockholder patrons over \$250,000.00 in stock disputed in the refund is not the major achievement of a cooperative live stock sales agency. They were conceived and originated for the nurposes of giving all producers an achievement of a cooperative live stock sales agency. They were conceived and originated for the nurposes of giving all producers are buying cattle, hogs and sheep large agencies is the increase. Interior packers are buying cattle, hogs and sheep large agencies on other yards, we chave agencies on other yards, we chave returned to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$250,000.00 in stock discovered to our stockholder patrons over \$2 The alarming fact confronting liveceived and originated for the purposes of giving all producers an equal opportunity to receive full market value for their live stock—to bring about better methods of marketing—to improve trade purposes. Interior packers that operate on a national basis. Unless an effective selling set-up is that we could get more out to these meetings so less an effective selling set-up is that we could get more out to these meetings so maintained livestock producers will find themselves unable to retain sufficient bargaining power to meet buy- members of vour force pledge our treing around 40.000 hogs each week marketing—to improve trade practices in the yards on which they operate—and to reduce marketing example operate—and to reduce operate—and to reduce marketing ex-pense through lower commission are arriving at prices based on those yield basis is being strongly advocations and thereby reduce your marketing yield basis is being strongly advocations. We ask your sincere consider All of these have been accomplished and will continue to be accom-These organizations are an essential cog in the live stock marketing machinery and should be retained at all purchased at the Kansas City yards. ready in the hands of a single packer, chinery and should be retained at all this is less than one-fourth of the costs, so that the producer may have number killed. That is, for every hog ous buyers can bid. bought here, the packers received three from other sources, either pur-You have heard Mr. Dunn's report chased at the plant, in the country

wish to say here that I value Mr. Dumn's services very highly and his the minds of a large percentage of the minds of a l I am going to elaborate on the audity special is, that the expense cannot be elimproduct on effectively open and cominated and the market retained. If petitive markets, where all livestock tains to the Kansas City office. It is not my intention to quote a great many figures; however, it will be necessary to use some so that you will have a clear understanding.

Sound Financial Condition

The financial condition of the financial condition of the company cannot be considered from the seminant forms and to the buyer who could use it to the best advantage and hence could have a clear understanding.

Sound Financial Condition

The financial condition of the company cannot be considered from the sale of stock of credit unless thank the Good Lord for the high "dollar" in a way that would be helpful lar" in a way that would be helpful lar" in a way that would be sold by experienced sales—the other. Not one out of 100 farm—men to the buyer who could use it to the best advantage and hence could have a clear understanding.

Shares of \$5.00

Shares of \$5.00

Shares and liabilities.

Shares of \$5.00

Shares of \$5.00

The capital stock of credit unless the could be sold by experienced sales—the other. Not one out of 100 farm—men to the buyer who could use it to the best advantage and hence could have been the other. The best advantage and hence could have been the best ad

portance of livestock marketing. Buying Centralizes—Selling

Decentralizes

Approximately 200 concerns are

Two Views on Selling Mr. Ashby says further: We have today two views regarding the sale Our volume at the Kansas City of- of meat animals. The first considers through the same channels could re- the Westcenter Cooperative Grain each producer competent to deal with which will give you more detailed information. So much for figures—I rect marketing of hogs; if there are would like to discuss now some imenough radio broadcasts, everyone can sell his own stock. The matter of bargaining power is either ignored

I wish to again welcome you to this livestock. So all of these things make livestock. So all of these things make livestock. So all of these things make livestock. These 'extras' may be classed our future customers. I believe it would be well to make the study of situation has changed in these 15 livestock marketing a regular part. the 19th Annual Meeting of the stockholders of the Farmers Cooperative Union Live Stock Commission Co., of Kansas I have attended a good many of these meetings, as I have an of these meetings, as I have been employed by this company since have the opportunity to appear here today and make a report as manager of the Kansas City office.

Are 9,852 Stockholders

We cannot predict as to future by cannot predict as to future prices and will not endeavor to do so, but we can cite a condition which has been instrumental in holding prices during the past six months, and in my opinion, will always work, if followed. In past years, in fact, all marketing history including 1937, a breaking market resulted in greater

We cannot predict as to future studes. Today we have some 100 stockyards under federal supervision, with countless local markets, local markets, local markets, local markets, local stockyards, concentration points, packer buying points, track buyers and auctions in operation. How long with countless local markets, local mar

One point should be emphasized ther play into the hand of the prohere even though it has been generally overlooked, that public market of our marketing centers. It is my price quotations are on the basis of honest opinion that nothing can be "good-choice" hogs. But at country worked out to replace the central

paid at the terminal markets for 20 ed in some quarters. Proponents have were 1,262,330 hogs slaughtered un- tion. It would seem that the producer

ation and cooperation.

be of service in that way.

work.

CO-OP MANAGER'S

(continued from page 3)

ets, no one feels that he is literally

adding up columns of figures, typing

selling samples of wheat, or writing

up records on cars. He is caught up

It seems to be absolutely necessary

to keep in contact with our stock-

Equity Union Grain Co.

During the last two years the Equity Union Grain Company has

volume on the Kansas City market

organization have been most pleasant.

and I sincerely hope they will be con-

izations serve their producer mem-

tance from other farm groups and

from the Extension Division of the

Expresses Appreciation
Through the loyal patronage of the

activities located

WITHAM GIVES

Need Competitive Market And in conclusion Mr. Ashby states: 'Selling for the high dollar" may be sought in two ways-first, on an in-The thought which seems to be in dividual basis, each producer trying ing expense. But the sad part of this dustry basis, putting the industry's

to all." It is hard to estimate how far this | So there you have a part of the While we are not in the very strong trend away from the market will story—Men, this is your problem. If position we enjoyed some five years advance, or whether or not it will you wish to hold the central markets his share of the work in a movement Credit Union until a full share of ago, we are still in a position where ever swing back. We find more and and your present system of market- that is not bound by four walls of an stock has been subscribed and paid more of our customers requesting ing through them, they will need your office or warehouse but reaches out in full. our balance sheets meet the requirements of bonding companies and banking institutions, and what is more important and of particular interest to be interested by the fact that they important and of particular interest in the property of the fact that they is shear of the fact th could very easily know the buyer will try to make the sales has and will result in lighter wider vision and a keener enthusiasm no salary or compensation for his serretire our capital liabilities.

purchase at a figure which will receipts at the major markets. I single turn him a profit on the open mark-cerely hope that the trend will be During 1938, expenditures at the et. Surely the producer is entitled curbed before it will become necess-Kansas City office were reduced \$3,- to every dime there is in his prod- ary to close the large terminals 710.00. This was brought about most- ucts and should know he can't out- which set the price wherever you ly in salary and rent reductions. Com- smart a man who is on the market sell. I believe the American farmers letters, answering telephone calls, be made. plying with a resolution adopted at every day and makes his living in will some day realize the power he the 1938 meeting, advertising was that manner. We know these things, has at his command and will cooperbut have to comply with the demands ate and sell his products through his in and becomes a part of the rush own highly efficient sales agencies, and excitement of another run of I would like to quote to you men Getting back to the Kansas City wheat to market from our Middle some of the passages from a pamph- office of your company I want you West "breadbasket." Office work must young folks have been able to finance some of the passages from a pampia of the he High Dollar."

of receipts. There are some definite high speed. We have been very fortunate in the selection of our personed 2 billions of dollars of cash farm and work to overcome them. It is true, nel, and every employee has worked en greater expense in this depart- income to the United States in 1937. of course, that the cooperative agen- hard and faithfully. It accounted for 25 per cent of the cies on practically every market have United States 1937 total cash farm been experiencing tough times and the Kansas City office was just \$200.income. If, by more effective markon less than in 1937, which is good, eting, the producers' price for those
of officiency but to the transport of the producers' price for those profit. This is not due to any let-up through our fieldmen. I believe that animals had been increased but 1 of efficiency but to the trend away

> more dollars. That evidences the im- the system of marketing brought what they are doing. about by the system of transportation. Cooperatives were built around shipping associations and their man-Two developments are clearly apparent: increasing centralization in producer. Consequently, when the delits grain shipments right along with livestock buying; continuing decencision of consignment was put tralization in livestock selling. There squarely on each individual's should-volume on the Kansas City market has been decentralization in operation of packing plants, but owner-acquaintance with some one on the wastern grain. Our relations with the ship and control have been central- yards, by a neighbor or trucker and manager and the directors of that largest companies with handling ov- been recognized and changes made tinued for I believe that both organ-

For Informational Campaign Advertising and direct solicitation Kansas State College. The Kansas reported as slaughtering livestock under federal inspection. With four commission firm to secure business. State Farmers Union has worked with us consistently throughout the ber of cattle and calves and showed cencerns handling some 60 per cent Both cost money and often the result ber of cattle and calves and showed a fine increase in the number of of the total slaughter, the opening is slow in taking form. But they must leaders of the various Farmers Unsome concerns divide the remaining be carried on and any strict economy ion business It is interesting to note that 78 40 per cent. That indicates the extent practiced along that line is false econ- throughout the country have helped receiving free advertising. Through its stockholders and local organizations it can be mentioned often and ceive information regarding live stock.

Company of Omaha, Nebraska, and activities in many communities. activities in many communities.

At Kansas City we are receiving Association of Denver. We have mainin Missouri. Many of the MFA Ex- not want to close my report to you changes own their own trucks and without mentioning my appreciation have them equipped with stock racks. of the harmony existing between your a great many cattle have been shipped into the territory which we serve—we know that a great many producers have held back their breeding stock, which will result in greating and competent sales agencies are the best price insurance producers can purchase, as well as the cheapest in the long run. Indeed, a packer state-

er numbers—we know that there are larger numbers of hogs in the country and flocks of sheep can be seen on an increasing number of farms—we know that there is sufficient feer, we know that there is sufficient feer, men) have got to match them and the story more tersely than the present time I know of only one its accomplishments, of the future plans of your Farmers Union Jobbing Association and how they can be accomplished through continuous

in most localities to enable producers men) have got to match them, and to hold their livestock—we feel certain that thousands of farmers who gainers as we can to represent us. It times to assist in their programs. We have enjoyed my work during the tain that thousands of farmers who thought they could get by on grain crops alone have seen their mistake and will make every effort to restock their farms and keep them stocked There has been a profit in raising and feeding live stock the past year and we believe this will be instrumental in attracting many back to livestock. So all of these things make

haps do not please every individual bama on February 1. His burial was

have to ship direct, so we would furhis moving from the state necessitated his resignation. He assisted in editing the Kansas Union Farmer and cessor, by an even greater break down later supplied interesting articles for

Mr. Lansdon's activities in the Farmers Union were not confined to the state of Kansas-for he was also on the editorial staff of the National Union Farmer, and also assisted in the organization of several of the Farmers Union states.

The present home of the Lansdons is at Buffalo, Arkansas, where they reside on their farm. His many friends and co-workers extend to him and his wife their heartfelt sympathy in their sorrow.

CREDIT UNIONS power to make this business succeed CAN SERVE IN FINANCE FIELD (continued from page 1)

mum, either with or without security. the payment of dividends, have charge of the investment of funds, ANNUAL REPORT oans to members, etc. 6. The Credit Committee shall have

jurisdiction over all loans, requiring an application in writing for each board of directors would like to have loan upon forms furnished for that information on how other farmers purpose and require statement of business organizations are successmanner or method by which it is exfully handling problems similar to pected loans are to be repaid. their own. Contact with our large 7. The supervisory committee shall

membership enables us to know these meet frequently and inspect all loans things and thus be in a position to and securities. Cash and accounts and supervise the acts of the Board of We are anxious to give every possi-Directors and Credit Committee and ble assistance to our business asso- has authority to suspend any committains to the Kansas City office. It is you eliminate one you also eliminate could be sold by experienced sales-

stock shall be \$5.00 and may be paid Their unusual opportunity for service is a fact well recognized by every for in installments. No member is employee of the Association. Doing entitled to borrow money from the

for daily tasks. When harvest time vices. Special attention shall be paid comes and the busy season arrives to small loans. for those who work at terminal mark-

10. No member of the board of directors or any other officer is permitted to be endorser on any loan to

These little Credit Unions will encourage thrift among our young people and also give them valuable business experience in preparation for the responsibilities of after life. Many endeavor is now on a cash basis, our business concerns might well investigate the Credit Union as an agency for their patrons to qualify for their credit needs, so they may buy and pay cash for their needs.

we have a very capable force of sible and lend any assistance ne per cent, producers of the United from the markets and lighter supplies. States would have received 20 million There has been a definite change in seem to have a personal interest in where there is a demand for them, seem to have a personal interest in where there is a demand for them since the need is everywhere.



What's time to a hog? Or the price of feed to a young steer? Or her market value to a heifer? Certainly contented live stock do not worry about such matters.

But the stockman does! When he raises livestock for a living he wants the greatest possible income. He wisely plans to market them where and in a manner for his greatest in-He realizes that something

more than cattle make a market; that higher prices result where there are buyers bidding against one another—at the Open, Competitive central mar-Ship your stock where they

would go sometime anyhow. You are sure to get full value when you pat-ronize your own firm with its trained personnel. Always instruct your trucker

FARMERS UNION Livestock Commission Company Kansas City—Parsons— Wichita

Build Legislative Fund Reaches \$79.60-Response from Mem bership Is Encouraging

> By Pauline Cowger State Secretary

Response from the individuals, locals and business associations for contributions to the Legislative Fund are indeed encouraging. Last issue we reported:

Hays local-Ellis county\$ 1.00 George Hamrdla, F. U. Elevator, Lindsborg 10.00
Northside local,
McPherson county. 5.00
Smoky Hill local, McPherson county. 5.00 Smoky Valley local, McPherson county. 5.00

Since that time the following re ittances have been received: Number Eight local, McPherson county.\$ 5.00

Fairview local, Mitchell county... .20 F. U. Coop Ass'n., Lincolnville 10.00 Odin local, Barton county.... 1.00 Oak Creek local, Smith county Plum Creek local. Osage county.... 5.00 Ashland local, Riley county. Elevation local. Shawnee county.... 2.50 Livingston local. Stafford county ... 2.00 Farmers Cooperative Exchange, Webber 5.00 Ellsworth County Farmers Union... 5.00

Covert local, Osborne county... 4.70 Greenwood County Farmers Union... 2.65 South Verdigris local, Greenwood county Ellis County . Farmers Union... 2.00 Frank Walz,

Ellis county..... 2.00 Each issue of the paper we will carry the names of the persons and groups making contributions to this

We Manufacture—

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CONSOLIDATED printing and stationery co. SALINA . KANSAS

It doesn't go far toward buying a new car, a piece of farm ma-chinery, nor in paying the grocery bill! But it will pay for a vhole year's subscription to the-

National Union Farmer

—if you are a paid up member of the Kansas Farmers Union. The regular subscription price is 50c. Your National paper is issued twice each month. It contains the message of your National Presilent and your National Secretary. It contains a full page on Junior

It contains articles written by state officials of different states, and outstanding messages by cooperative and organizational lead-

Send your name and address, with 25c, to-

KANSAS FARMERS UNION P. O. Box 296 Salina

fund, but only the total amount of the fund will be carried forward from

ventions.

the last issue. This is a fine response to date, and you may be very sure that every ef-fort will be put forth to secure legis-lation which will be of benefit to the farmers, carrying out the mandates of the members through their resolutions at our state and national can-

HOLD AUDIT MEET

Speakers Discuss Importance of Regular Check-Up

Anton Peterson, Greenleaf, and H. E. Witham, Kansas City, were re-elected as directors on the board of he Kansas Farmers Union Auditing Association, at the annual meeting in Kansas City, February 3. T. B. Dunn is secretary-manager of the association.

"The cooperative business that keeps managers' in line is perhaps the most important," said W. G. Bern-hardt, manager of the Farmers Union Live Stock Company, when called up-on for a few remarks. When the government is needing

increased taxation, a good audit is certainly more than worth its cost, commented John Vesecky, national Farmers Union president. Every business should have at least two audits a year, preferably four, he said. Fundamentally a service organization, the auditing association is expected only to "break even;" the financial statement showed a gain of

about 75 dollars.

The meeting voted a resolution of appreciation and sympathy for Fred Troutman, an auditor with the asso-ciation for about 20 years who is now confined at home with heart weak-

CLASSIFIED ADS Per Word, 1 Issue 30

Per Word, 4 Issues......10c FOR SALE

DUROC Jerseys of Royal Blood. Short legged, easy feeding, bred gilts to Streamline blooded boar. March and April farrow. Fall gilts. W. M. Snell, Stafford, Kansas.

CHICKS, U. S. Approved Pullorum Tested, Baby or Started, Fair Low. orices. Free Folder, Engel Hatchery, Hays, Kan. 2-2-2.

Certified Frost Proof open field grown cabbage and Onion Plants. Ready now! CABBAGE strong, well cooted from treated seeds, fifty to bundle, moss to roots, labeled with variety name, all varities. Prepaid, 200, 65c; 300, 75c; 500, \$1.00; 1,000 \$1,-75; Express collect, 2,500, \$2.00.ONI-ONS, Crystal Wax, Yellow Bermuda, Prizetaker, White and Yellow Spanish, prepaid, 500, 60c; 1,000 \$1.00; 6,-000, \$3.50; Express collect, crate, 6,000, \$2.50. Prompt shipment. Satisfaction guaranteed. Write for free Catalogue. UNION PLANT CO., Texarkana, Ark. 1-19—3-16

Local Supplies

Below is a Price List of Local Supplies, printed for the con-venience of all Local and Coun-Farmers Union.

Cash Must Accompany Order This is necessary to save expense in postage and mailing. Application Cards, 20 for . . 5c Constitution Credential Blanks, 10 for .. 5c Demit Blanks, 15 for 10c Local Sec. Receipt Book ... 25c Farmers Union Watch Fob .50c Farmers Union Button 25c F. U. Song Leaflets, dozen Farmers Union Song Books 20c Business Manual ... Delinquency Notices (100) .. 25c Secretary's Minute Book . Book of Poems, (Kinney) . 25c

Above, lots of 10 or more 20c Above, lots of 100, each 15c Militant Voice of Agriculture (John Simpson) each75c WRITE TO

Kansas Farmers Union

Salina, Kansas

Straight Line "Combination"

Poultry Netting

The unique and practical construction of Sterling Straight Line Combination Poultry Netting has earned for it a popular unversal acceptance. This type of Netting does away with the necessity of an all 1-inch spaced fabric, or the expense of erecting a 1-inch and 2-inch netting. This feature is important to the dealer as well as the consumer, as it eliminates carrying double stocks of 1-inch and 2-inch Netting.

Straight Line Combination Netting woven with graduated spaces. The first 6 spaces are %-inch mesh, second 6 spaces 1-inch mesh, next 8 spaces 1½-inch mesh, balance 2-inch mesh. The %-inch mesh will turn baby chicks and give perfect protection. Larger fowls are easily turned by the 1-inch mesh, 1½-inch mesh, and 2-inch mesh.

See Your Farmers Union Dealer

Farmers Union Jobbing Association

KANSAS CITY, MO.

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