



THE KANSAS UNION FARMER

Co-operation

Education

Organization



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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 enthusiastic 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 payment to local elevator associations. The motion was voted to recommend to the directors that the association pay one half of 1937 patronage dividends this year, the other half in 1938, and then have established the 3-year revolving fund program.

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

Attendance was the greatest in many years, totalling over 300. Throughout the day the meeting was held in the Aladdin Hotel roof garden, and the attractive quarters were full and crowded. The turn-out reminded Farmers Union old-timers of the "old days" in the teens when organizational activity was at its highest pitch.

J. C. Gregory, president of the Jobbing Association, presided at the business sessions, through the day. Mr. Gregory is president of the Osborne County Farmers Union Business Association which had nine elevators each of which shipped over 100,000 bushels of grain to the Jobbing Association in 1938. Miss Esther Ekblad, state junior leader gave the invocation.

Congratulations from Fengel
John Fengel, state Farmers Union president, was the opening speaker. Extending greetings and congratulations from the parent organization, he emphasized the need of the educational and organizational Farmers Union to break the way for the building of farmers' cooperative business institutions. After legislative and organizational development, the building of cooperative marketing and distributing machinery is a permanent work in Farmers Union activity, he said. For the success of a cooperative institution, there need be the farm organization behind it, and thinking, understanding and loyal farmer patrons.

Rex Troutman, editor of the Kansas Union Farmer, pointed out that while the membership of the state Farmers Union had fallen below 10,000, and that this seemed a gloomy figure for organizational value, the

success of the business organizations which the Farmers Union has sponsored give reason for Farmers Union optimism. Patrons of the Jobbing Association he estimated at 40,000; of the Live Stock association there are nearly 10,000 stockholders; and in the Mutual Insurance company at Salina there are over 23,000 policyholders. The Farmers Union spirit is strong, membership is for the asking, and in business development each organization will make better progress in cooperation with others and with the parent organization.

After the reading of the minutes of the last annual meeting by Mr. Witham, the meeting was recessed until afternoon and the meeting of the Farmers Union Auditing Association was called.

Vesceky Reviews Record
National President John Vesceky was the first speaker of the afternoon. The old saying that farmers did not know much about running a business is being proved wrong, he said. "We have learned that there are rules to the game, but that we can run our own business. We have won the respect of business, bankers, and others by the manner in which we operate."

From the Jobbing Association he drew attention to the big county Farmers Union units of Osborne, Mitchell and Crawford counties, each doing a business of over a million dollars a year, managed by J. C. Gregory, John Schulte and O. C. Servis, respectively, under a live and responsible board of directors. Single elevators have been developing to serve a community with business half this size, and he mentioned the Lindsborg Farmers Union elevator, and Manager David Train.

"Built for all to function that all may make a living," Mr. Vesceky said. Being recently in Washington D. C., as the legislative representative of the National Farmers Union, Mr. Vesceky turned next to legislative matters. "But we cannot get everything from government," he warned. "Let's not put our faith in legal methods but build cooperatives!"

Legislation has a close relation to business, and Mr. Vesceky told of the English and Scottish consumer cooperatives which have been restricted by the necessity of licensing, imposed by law as a competitive weapon (continued on page 2, column 1)

ADOPT RESOLUTIONS

Jobbing Association Asks Voice on Wichita Bank Appointments

Resolutions adopted at the annual meeting of the Farmers Union Jobbing Association, Kansas City, February 3, included the following: "We recommend the following amendment to our by-laws: In the event of the death of a stockholder, the 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 accrued interest and patronage dividends. If said stockholder shall die intestate, payment may be made to his heirs upon proper showing that all debts, expenses of last illness and funeral expenses of said stockholder have been paid and that no inheritance taxes are chargeable against his estate."

"Whereas there is a vacancy in the Wichita Bank for Cooperatives caused by death, be it resolved that we recommend to the Bank directors our desire to endorse candidates from the territory served who are cooperative minded and who understand the farmers' cooperative program from experience."

Other resolutions expressed thanks for the use and courtesies extended by the Aladdin hotel, and to speakers, Jobbing Association employees, manager and directors for their "part in making our operations successful; to the members who have contributed the business; and last, but not of least, 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 both the state and federal statutes, and during these times when banks are obliged to make service charges against deposits and checking accounts, it is an opportune time for our business associations, elevators, stores, oil companies, or our Farmers Union Juniors to make a study of both of these Credit Union plans with a view toward setting up one of them in their business concern, their Junior Local, or adult Local.

The Credit Union laws are so drafted, that they can be made to fit into any circumstance, section of the country, city, township, county, school district, Farmers Union local, and perform all of the duties and functions of a bank, without the checking privilege.

The requirements are that those being eligible for membership shall be:

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

Camouflage

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

Too Many Farmers
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 not have is:

Too Many Undernourished Families
Too Much Starvation
Too Many Hovels
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 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 determination 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 identical," with him.

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 co-operate. 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 year—more than doubling our membership."

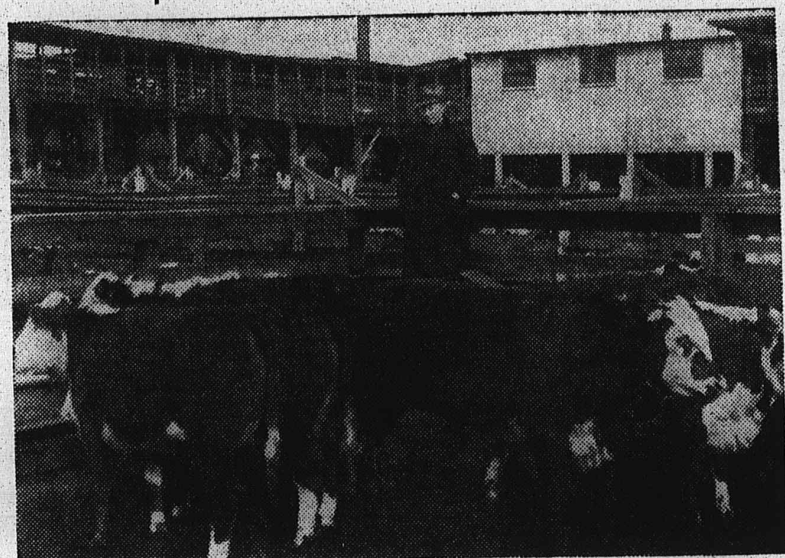
In Marshall County

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 meeting: Hall, F. C. Pralle; Dinner, Mrs. O. W. Dam, Mrs. Alvin Meyer and Mrs. Elvin Drevies; Resolutions, A. G. Walters, John I. Tommer and Louis Lesberg; Good of the Order, Ben Koese and J. C. Chase; Executive committee, A. J. Wempe, Fred Keller and Albert Johannes.

Meeting starts at 11 o'clock. Basket dinner at noon. Locals are requested to send delegates.
—F. C. Pralle, Secretary.

Green—Elmer Nanninga is the new manager of the Cooperative Grain Association here. He has been assistant for some time, and replaces John Boswell who is going back to farming.

Tops The Livestock Market



Here is L. C. Gretten, Kincaid, Kansas, in the pen with nine head of mixed 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 always has from 30 to 40 yearlings on the market during the year.

TO MAKE RADIO TALKS

Colorado and Montana Presidents Will Speak February 25

Speakers of the next Farmers Home hour of the National Broadcasting Company will be James G. Patton, president of the Colorado Farmers Union, and Herb Rolf, president of the Montana Farmers Union. The date is February 25, the hour, from 11:30 to 12:30 noon.

The March broadcast will feature Farmers Union work, and will be under the direction of Mrs. Gladys Talbot, Edwards, National Farmers Union junior director. The program will be broadcast March 25, the usual Farmers Union's fourth Saturday of the month.

Don McManigal, fieldman with the Farmers Union Jobbing Association, was married February 11 to Miss Lucile Harrington, Independence, Mo.

patron, also confined to a specified district or community.

2. Seven persons, who are citizens may apply for permission to organize.

3. The officers shall consist of president and vice president, secretary, treasurer, board of five or more directors, a credit committee of three, and supervisory committee of three or more.

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

5. The board and committees shall have charge of the business and also receive applications for membership in the Credit Union; shall determine the number of shares of stock to be sold and the maximum number any one individual can own, the rates of interest to be paid on deposits, the rate of interest charged on loans, the size of loans to be made as a maximum.
(continued on page 4, column 5)

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 Parsons.

The annual meeting was held in Kansas City, February 2. The Parsons branch made a small net gain for the year ending last December 31. Combined operations of the three houses again showed a small loss for 1939, less than half the loss of 1937, however. The loss was a result of operations during the first half of the year; since last July 1 the association has "broken even," T. B. Dunn, secretary-manager of the Farmers Union Auditing Association, reported.

The financial statement read by Mr. Dunn showed the live stock agency to be in sound condition. Assets total \$84,010.07; current liabilities amount to \$52,068.36, leaving a net worth of \$31,941.71. W. G. Bernhardt is general manager, L. J. Alkire is manager of the Wichita house, and W. L. Acuff, of the Parsons agency.

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 advised.

Business volume during the year in combined sales amounted to 35,933 head of cattle; 28,435 head of hogs; and 26,641 head of sheep, totaling 1,840 carloads of live stock. Purchases handled by the Farmers Union association amounted to 7,322 head of cattle and 7,969 head of sheep, totaling 227 carloads.

Directors whose terms had expired were all re-elected: Alva Stryker, Blue Rapids; L. C. Gretten, Kincaid; and John Fiegenbaum, Higginsville, Mo. The live stock company has affiliations with the Missouri Farmers Association as well as the Kansas Farmers Union.

Special speakers at the meeting included William Herth, long president of the MFA, and dynamic editor of the Missouri Farmer who was a candidate for governor in Missouri last year against the Pendergast machine; John Fengel, president of the Kansas Farmers Union, Miss Esther Ekblad, Kansas Farmers Union junior leader; and Cal A. Ward, former Kansas Farmers Union president, now regional director at Lincoln, Neb., of the Farm Security Administration.

Resolutions adopted at the meeting expressed confidence in the management 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

as the central markets; expressed support of the Farmers Union and the MFA; and thanked the Aladdin Hotel for the use of the roof garden. Dale Wanamaker, Blue Rapids, was chairman of the resolutions committee.

Herth Is Speaker

The first speaker of the afternoon, Mr. Herth, Columbia, Mo., identified himself with leadership of the type as Milo Reno and John Simpson, although he admitted that he seldom could agree with these men. "But they were fighters," he said. Mr. 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 for farm products used in the domestic market. He was a supporter of the old McNary-Haugen bill. He is for democratic government and for development of "stronger farmers' organizational 'locals'." He discussed live stock marketing by truck and painted a gloomy picture for the live stock producer unless the cooperative marketing agency would widen out its facilities to secure volume, against packers' competition in direct marketing.

He spoke against Secretary of Agriculture 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. "Soil conservation is nothing but a pretense," he said. "The soil is not being benefited. All the farmer wants is to get a check. He goes through the motions; but it's a miserable mess!" He did not speak on political party lines. Referring to a bit earlier period he said, "Agriculture never had a worse enemy than Hoover."

Mr. Fengel gave an organizational talk, stressing the need of the Farmers Union. Self-help is necessary for sound gains, legislative and economic. After organization is effected, the developed power should be used more to acquire desirable ends, he urged. He expressed favor for greater coordination of the parent organization with the farmers' cooperative business activities.

Vesceky's Views Differ

Mr. Vesceky 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 asked that, realizes he faced, that things be dealt with as they are 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



SILVER JUBILEE YEAR DINNER OF FARMERS UNION JOBBING ASSOCIATION KANSAS CITY, MO. 1914-1939

The Silver Jubilee banquet of the Farmers Union Jobbing 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 informational program.

The big grain marketing and farm supply house was organized in 1914.

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; board: John Vesceky, 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.

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
Its 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 February.

Henry Wadsworth Longfellow, the author of the above poem, "When War Shall Be No More," was born February 27, 1807. Longfellow wrote many poems which never grow old and in this poem he has pictured in very stirring and gripping words the waste and horror of war. Brother fighting brother, the world is 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 prevail.

JUNIORS ATTEND SILVER JUBILEE

Three Juniors, Betty Peterson, McPherson county, Thelma Hanshaw, Crawford county, and Kenneth Keller, Marshall county, and two leaders, Iva Koepf, 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 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 a mature shoulder and has given outstanding service to Kansas farmers in the handling of their 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 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 Farmers Union Jobbing Association, and our other regional cooperatives too, ever bigger and better.

Juniors to Kansas City Write With Enthusiasm

Let three Farmers Union Juniors tell in their own words of their trip to the annual meeting of the Farmers Union Jobbing Association, Kansas City.

By Thelma Hanshaw

Crawford County

It is impossible for me to express in words the good I received from attending the Jobbing Association meeting at Kansas City. It inspired a person to know that the organization is still in existence and in very sound financial condition after a quarter of a century and still continues to build to greater 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 time, but it passed very rapidly for we talked to those we knew and always 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



8114. Ideal for Young Miss

Designed in sizes: 8, 10, 12, 14 and 16 years. Size 10 requires 2 1/2 yards of 39 inch material, plus 3/4 yard contrasting 35 or 39 inch material. With long sleeves 2 1/2 yards is required. Price 15c.

8414. Monastic With Bolero. Designed for sizes: 12, 14, 16, 18 and 20. Size 14 requires 3 1/2 yards of 35 or 39 inch fabric for the dress and 1 1/2 yard for the bolero. In monochrome, 4 1/2 yards. 9 yards braid to trim. Price 15c.

Kansas Farmers Union, Box 296, Salina, Kansas.

State Leaders Notes

The annual meetings of three of our regional cooperatives were held in Kansas City, February 2-3. The Farmers Union Livestock Commission met on Thursday and the Farmers 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 marketing of the products from our farms.

An invitation came from Mr. Henry Negley, Nebraska F. U. Educational Director, to attend the 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. Negley was also going to Omaha for the week-end, 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 town!

Wednesday evening Mr. Negley gave his report of the educational work of the past year. The report showed that he has certainly been a very busy man. He is in charge of the organization in Nebraska and all the other activities connected with Junior work, but also as a motion picture producer. Mr. Negley has during the past year taken the pictures and arranged a film, mostly in color, of the Farmers Union educational and cooperative activities in the state of Nebraska. Nebraskans can certainly be proud of this 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 convention for the purpose of becoming acquainted with the other delegates, which they are beginning to take part. On Thursday, many more young people, who at some time have attended one or more of the summer institutes, came in from all over Nebraska and the delegates and this year held their second annual Institute Banquet on Thursday evening.

Having attended a few days of the institute at Crete last summer, made being a guest at the Institute's Banquet all the more interesting. It afforded that ever pleasant experience of renewing acquaintances and making new ones. The banquet was one of the best I have ever attended, but we merely adjourned to return to the Municipal Auditorium where an All-Convention party was being held.

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

There are many things to tell about the Nebraska convention, but we must stop somewhere. We hope that Nebraskans will continue to visit our conventions and enjoy them as much as we enjoyed theirs.

For Leader, Mrs. Harriet Eaton informed me she had chosen me to represent our junior group as a guest of the Farmers Union Jobbing Association convention at Kansas City. I left Lindsay Friday morning at 3:10 in company with Mr. David Train, manager of the Farmers Union Elevator at that place. We arrived in Kansas City at 8:10 o'clock and from then on we became very busy.

Friday forenoon we heard some very interesting reports and various matters pertaining to the Jobbing Association. The program was continued in the afternoon. That afternoon I also enjoyed a lovely tea given at the home of Mrs. Witham for the women delegates.

Friday evening we were guests at a banquet. We had the pleasure of hearing some outstanding speakers, including Mr. Jim Patton of Colorado and Dr. W. E. Grimes of the Manhattan State College.

Saturday morning we were given a tour of Kansas City. I enjoyed so very much the Nelson Art Gallery, especially the model rooms of long ago. These were from China, England, Spain and our own pioneer homes, and a large Indian display.

I was also very impressed by the huge City Auditorium. I enjoyed every meeting, in fact, every moment of my stay and wish to thank the Jobbing Association and also Mrs. Eaton for making it possible for me to attend.

Finally is this report, written by a tall young man:

By Kenneth Keller

Marshall County

Very deeply was I touched when I was notified of having the opportunity of attending the 25th annual Farmers Union Jobbing Association meeting as a Junior delegate. It offered me one of those occasions that happen just once in a lifetime and especially so because of the place in which it was held.

I feel that I have gained much more knowledge on the principles and functions of the Farmers Union Jobbing Association than I could have gained in any other way. It was truly a sensation to meet and converse with the people that make this organization possible, and was highly educational and interesting to listen to 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 remembered a lifetime.

As for the city tour Saturday morning, 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 this was a very interesting and 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.

FARMERS UNION JOBBING ASSOCIATION KANSAS CITY

Balance Sheet as at December 31, 1938

ASSETS		
CURRENT ASSETS:		
Cash on Hand and in Bank	\$ 94,288.62	
Accounts Receivable—Grain	\$23,113.54	
Accounts Receivable—Mdse.	28,599.67	
Less: Bad Debt Reserve	1,411.05	50,302.16
Notes Receivable	18,405.11	
Wheat Loans to Growers—		
Wichita Bank for Cooperatives	284,075.78	
Wheat Loans to Growers	17,866.71	
Grain Advances	29,831.70	
Grain Clearing Company	7,432.50	
Other Receivables	4,701.13	
INVENTORIES:		
Grain	\$79,929.34	
Merchandise	38,357.07	118,286.41
TOTAL CURRENT ASSETS	\$625,190.12	
INVESTMENTS:		
Stock in Cooperatives	\$ 6,195.00	
Memberships	14,900.00	21,095.00
OTHER ASSETS:		
Deposits	\$ 335.00	
Deferred Charges	1,818.31	
Guaranteed Loan Receivable	4,900.00	7,053.31
FIXED ASSETS:		
Autos and Trucks	\$ 8,322.02	
Less Depreciation	2,918.81	5,403.21
Furniture, Fixtures and Equipment	\$ 8,749.89	
Less Depreciation	1,124.15	7,625.74
Buildings and Equipment	\$13,216.75	
Less Depreciation	454.40	12,762.35
TOTAL ASSETS	\$679,129.73	
LIABILITIES		
CURRENT LIABILITIES:		
Accounts Payable	\$ 16,166.95	
Options Payable	16,159.26	
Wichita Bank for Cooperatives	284,075.78	
Sales Advances	4,610.00	
Financed Elevators	31,402.65	
TOTAL CURRENT LIABILITIES	\$325,414.64	
OTHER LIABILITIES:		
Guaranteed Loan Payable	4,900.00	
RESERVE:		
Contingent	5,000.00	
MEMBERS' EQUITY:		
Common Stock	\$ 55,820.00	
Surplus	93,953.96	
Interest—Common Stock	3,607.30	
Members' Credits	85,041.31	
Net Saving for 1938	118,382.52	316,815.09
TOTAL LIABILITIES	\$679,129.73	

KANSAS FARMERS UNION AUDITING ASS'N.

Thos. B. Dunn, Auditor

Witham Gives Co-op Manager's Annual Report

Jobbing Association General 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 cooperative efforts have brought this Association successfully to the celebration of its Silver Jubilee Year."

Presented at the association's annual meeting, February 3, the report reads as follows:

This is the twenty-fifth annual meeting of the Farmers Union Jobbing Association, and we are celebrating its Silver Jubilee Year during 1939. In looking back over the life of the organization, I think you, as stockholders, should congratulate yourselves. The program was continued in existence and in very sound financial condition. Considering that we have gone through a world war, one of the worst financial crises in the last half century, bank closings and bank holidays, during which a great many business organizations in this territory have failed, I am convinced more than ever that a cooperative organization is infallible as long as its stockholders remain loyal to their own institution. For my part, I am very proud to have had a share in bringing the Association through the years of a century, and greatly pleased to see it continue to build toward greater service to its membership.

Further on in this booklet, which we want to put in the hands of every stockholder, we have tried to give you a history of the Association since its foundation. Very high tribute 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 many years; Uncle John Tromble, or "Honest John" as he was often called; C. W. Brasted; and R. A. Lough of Osborne, who was the first State Farmers Union business manager. These are men who stand out prominently in the organization of your cooperative.

It is very fitting that we should enter the celebration of our Silver Jubilee Year following one of the most successful years in the history of the Farmers Union Jobbing Association. I believe that much credit is due your board of directors for the way in which they have handled the affairs of the Association during the past year.

8,996 Cars in 1938

We have handled 8,955 cars of grain for our members at Kansas City, and 889 cars at Salina, making a total of 7,744 cars. In addition to this, we have handled 1,252 cars for Equity Union Grain Company, making a grand total of 8,996 cars of grain for the year. Our Salina office has been a very valuable asset as cars can be stopped there, graded, and sold enroute from Salina to Kansas City, if so desired. Oftentimes this has worked to better advantage than sending the cars direct to Kansas City, as it allows the shipper the benefit of selling to mills

on the way in to this terminal market. Our Salina office has been operated 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 (other than financed stations) which consist of sold to the Association over 100,000 bushels of grain in 1938:

Osborne County Farmers Union Coop. Assn., Altam; Pauline Farmers Coop. Elevator & Supply Assn., Pauline; Osborne County Farmers Union Coop. Assn., Osborne; Logan Farmers Union, Logan; Farmers Union Elevator, Stockton; Osborne County Farmers Union Coop. Assn., Overbrook; Farmers Cooperative Elevator Association, Morganville; Osborne County Farmers Union Coop. Assn., Corinth.

Kellogg Farmers Union Coop. Assn., Kellogg; Delphos Cooperative Association, Delphos; Osborne County Farmers Union Coop. Assn., Waldo; Ellsworth County Farmers Union Coop. Assn., Ellsworth; Osborne County Farmers Union Coop. Assn., Menlo; Farmers Union Cooperative Association, Brewster; Mitchell County Farmers Union Coop. Assn., Cawker City.

Farmers Cooperative Elevator Company, Bennington; Osborne County Farmers Union Coop. Assn., Downs; Farmers Cooperative Association, Hilton; Osborne County Farmers Union Coop. Assn., Forney; Golden Belt Cooperative Elevator Company, Ellis; Osborne County Farmers Union Coop. Assn., Bellaire.

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. While this is a wonderful increase, and the local institutions which furnished the volume should be commended, and while our savings for the year are a little over \$118,000, actually we have but scratched the surface of our possibilities for savings when we consider that Kansas raises an average of 150 million bushels of grain a year. Every bushel of this belongs to farmers, and it does seem to me that it should be handled by farmers' own cooperative marketing organizations. The amount of savings the Association could make for its members if it handled even 50 per cent of the volume of grain raised in Kansas would be almost unbelievable.

Check Local Speculation

Ever since the time I first operated a country elevator I have been studying and looking for some system that would take the speculation out of grain buying for the local farmers cooperative elevators. I believe we now have that system, which we operate through our Financed Elevator Department, in that the local elevators using this plan are absolutely protected on their margin when they buy grain. About 78 elevators are operating under this plan, or system.

These elevators have handled 5-15,211 bushels of grain at an average gross profit of 3 cents a bushel for the local cooperative elevator. Another group of 61 elevators, the Clifton organization seems to be outstanding as to individual volume, having handled 241,242 bushels of grain in 1938. Those having handled over 100,000 bushels of grain in the past year are: Alta Vista, Carlton, Courtland, Clay Center, Green, Greenleaf, Lebanon, Maple Hill, Mayetta, Natoma, Wheeler, Winfield, and Zurich. The Association also has under lease ten elevators belonging to Farm

Credit Administration having been taken over from Farmers National Grain Corporation, and these elevators have handled 694,302 bushels of grain during 1938.

As soon as the plans for wheat loans were announced by the Government, we made application to the Commodity Credit Corporation for the authority to act as a lending agency. We were authorized as a lending agency and have made 438 individual loans to farmers on 430,722 bushels of stored wheat amounting to \$303,734.00. I believe that we rendered a real service to the individual farmers in this matter of getting their loans to them 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 well as to cooperative business associations.

Supply Farm Needs

The volume of merchandise done by your Association shows a slight increase over 1937. It seems as though our merchandise department continues to be more of a service proposition than a money-making department, however, we have handled 447 cars of coal, 223 cars of feed, 28 cars or 1,113,000 pounds of twine, 20 cars of steel wire and 2 cars of paint, making a total of 720 cars of merchandise products. While we did not handle quite as many cars of coal in 1938 as we did the year before, when we consider the open winter we have had, this shows up very well. During the last year the Farmers Union Creamery at Wakeeney, Kansas, which has been the western distributing point for our feed and merchandise, liquidated and discontinued business. The Farmers Union Jobbing Association purchased the grain elevator at that station and put in feed mixing machinery thus enabling us to mix our own KFU and Union Standard feeds as well as distribute them from that point. I believe that this plan will prove to be of great service to the farmers in the western part of our territory.

The Merchandise Department has handled other commodities not listed above, such as flour, cod liver oil, steel tanks, grain bins, carbide, rope, linseed oil, paint and turpentine. Our volume of petroleum products indicates some each year enough to justify its continuance. We also have an excellent line of radios, wind chargers, oil station equipment, anti-freeze, cream separators, and numerous other items. In fact, your Association can supply the local cooperative with practically anything the farmer needs at a considerable saving.

Strong Financial Position

You can readily understand, from the volume of merchandise and grain business mentioned, that it takes a large amount of money to finance this Association as it should be financed. For this reason I hope you will see fit to lend 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 pushing the whole year around. I feel that if this is done the Association 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 1940, I am sure that you will be getting a cash patronage dividend every year, and there will be ample money left in the organization to keep it on a sound financial basis.

During the past year it was necessary to borrow at one time almost \$800,000. We have been able to negotiate for our loans on a very attractive basis with the Wichita Bank for Cooperatives. The reason we have been able to get all the money we need is because the organization is in a sound financial position. Were it not in such condition, it would be very difficult to get the necessary operating funds, and when we did get them we would be forced to pay a high rate of interest. We have had a most cordial and friendly relationship with the Wichita Bank for Cooperatives, and I cannot speak too highly of its personnel. It seems to me that we should be very proud of the Bank for Cooperatives for the help designed wholly to finance and help farmers cooperative institutions. The personnel at the bank understands farm cooperatives from the farmer on through. They are familiar with farm problems and have a very friendly attitude toward cooperative

organizations. Their help and advice have been of inestimable value.

Directors Know Business

The board of directors of the Farmers Union Jobbing Association all operate farms and are vitally interested in the welfare of the producer. They understand the needs of the farmer and have a thorough knowledge of the business methods of cooperative purchasing and marketing organizations. During the year your board of directors have held three special meetings and five regular meetings to discuss the affairs of the Association and make plans for it. The books and accounts of the company are audited every three months after which a report is made to the board by the auditor, thus giving them definite information on the activities of the 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 their advice and counsel on conventions and in the management of your Association. Their unflinching support has been a real inspiration to me, and I want to express to each one of them my sincere appreciation for their loyal service and assistance.

Throughout the year we have tried to keep our business association members well informed on our activities, and on market conditions along the line of grain marketing, we have added a daily bid card to our weekly market letter, sending these to elevator 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 which handle merchandise is a price list of feeds and any special prices we have on other merchandise. We mail the "Managers' Monthly" to managers of our business association members. This is a mimeographed bulletin containing news and sales hints which are of special interest to managers. The "Information Bulletin" is another inexpensive mailing we send to directors as well as managers of business associations in which we attempt to create a better understanding of our Association and of general cooperative problems. In addition to this, the Kansas Union Farmer carries regular ads on our merchandise and news stories of our activities.

Commend State Paper

Our state paper, however, is not merely a means of telling our members what we are doing, but it is effective means of cooperative education. For just a penny or so a copy it keeps our people well informed on their own cooperative, and in close touch with the whole movement. I believe it is up to our business cooperatives to morally and financially support our educational departments if our cooperatives are to continue to grow.

I am especially happy to see the rapid advancement made by the Junior department of the Kansas Farmers Union, and will continue to push this work at every opportunity. Junior education has been sadly neglected by the Farmers Union as an organization, and by farmers cooperative institutions. Local cooperative elevator associations should, I think, begin to get one or two young farmers on their boards so that they may grow to understand the business affairs of the Association and to be able to direct them intelligently when the older members are not available.

The Farmers Union Jobbing Association is owned and controlled by farmers business organizations and their farmer members, and operates for the service it can give them. Some of our members think of that service only in terms of savings the Association is able to make on the grain and other commodities handled. Others add to that the satisfaction of being able to do business with an organization which they own—one which sees and thinks in terms of problems encountered in local cooperative marketing and financing.

For Organizational Work I am convinced that important as the above mentioned services are, there is still another service which the Association should try to give its membership. I refer to local organizational work. This service might include helping local cooperatives explain some particular problem to their membership. It might mean giving them assistance with their local membership work. Oftentimes a local

(continued on page 4, column 4)

Better Chick Feeds for 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 growth. A baby chick is a delicate bit of nature, and, 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.

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

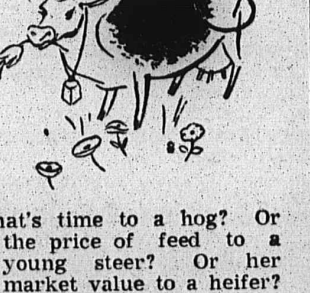
KFU Chick Starter KFU Chick Starter Pellets

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Farmers Union Jobbing Association

KANSAS CITY

WAKEENEY



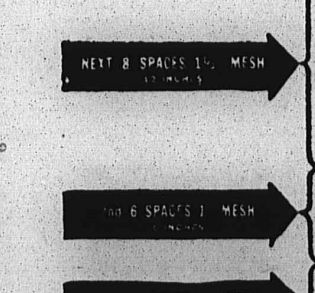
What's time to a hog? Or the price of feed to a young steer? Or her market value to a heifer? Certainly contented live stock do not worry about such matters.


But 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 income.

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 market.

Ship your stock where they would go sometime anyhow. You are sure to get full value when you patronize your own firm with its trained personnel.

Always instruct your trucker





Straight Line "Combination" Poultry Netting

The unique and practical construction of Sterling Straight Line Combination Poultry Netting has earned for it a popular universal 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 ¾-inch mesh, second 6 spaces 1-inch mesh, next 6 spaces 1½-inch mesh, balance 2-inch mesh. The ¾-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

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Farmers Union Jobbing Association

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