

The Kansas Union Farmer

Rex H. Troutman Editor

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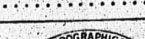
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SALINA, KANSAS, THURSDAY, AUGUST 1, 1940

Canada Considers Control

George W. Robinson, secretary of the Saskatchewan Wheat Pool, a cooperative organization of 100,000 Saskatchewan farmers, has written for aid from his government in the address of July 12, in financing grain held in store on the farm until such time as it can be marketed and governmental action at "so that all producers may have a reasonable equal opportunity to market grain within the limitations of the storage space available."

Such is the situation brought about by unmanageable surpluses. Such is the Agricultural problem in Canada, and readers are more familiar with the market situation in our own country. The U. S. representatives who would build Western Hemisphere unity would do well to keep the agricultural picture well in mind. American farmers have a right to equitable representation, and equitable treaty effects.

Crop Marketing and Control

Agriculture is an industry whose output while largely dependent upon weather conditions is ordinarily generous, and production and marketing are controlled only with great difficulty. The farmer, producer of farm and farmers make Agriculture a huge organization. Still, prices are set by supply and demand factors, and according to economic philosophy, the best and quickest way to price control is production and marketing control.

Attempts have been made. The grain marketing pools which have been organized in the United States have not secured the necessary membership and volume to gain strength enough to set prices, and low prices following abundant harvests brought about the dissolution of the pools. Cooperative elevator set-ups of today are acting chiefly as sales agencies, efficiently bringing farm products to market. The prices set by competition at regional and national exchanges, ignoring the value of the exchanges which also encourage speculation as well as competitive bidding, uncontrolled production and marketing of farm surpluses beat down the price for all producers.

Production control as exemplified in the government AAA program is of dubious success. Undisputed success has been made in marketing control in related fields. The California Fruit Growers Exchange takes an exclusive contract with its member producers of Sunlight oranges and lemons and is able to set a price for the products and move them in competition with Florida producers. An interesting study would be of the benefits and living standards of the actual farmer fruit producer, but certainly, the consumer market has benefited. The Exchange is making financial success, and California products have received noteworthy recognition.

Other agencies of agricultural products have been organized co-operatively and have advanced the consumer markets. Cooperative creameries are merchandising dairy products in metropolitan centers under their special brand name; turkey pools are marketing increasing numbers of turkeys at satisfactory prices.

Wheat is generally directed to a limited market, the nation's baking interests. Bread baking is big business.

While the United States may not have reached perfection in its AAA program, and certainly the Farm Board made little more than history, recent years have not been without their achievement. Much experience has been gained, lessons to cooperatively minded farmers that should yet count for a great deal. The mystery has been removed from the grain marketing business, and efficient management

ment has been discovered as resulting from horse-sense and efficiency rather than super-brains and the use of money.

We have reason to hope that future developments will be on a sounder basis than any in the past.

The Farmers Union Program
The preamble of our National Farmers Union starts with the following paragraph: "Speculators and those engaged in the distribution of farm products have organized in their operations to the great detriment of the farming class."

And to enable farmers to meet these conditions and protect their interests, the Farmers Union Educational and Cooperative Union of America. Efficient marketing and distribution is a large part of the Farmers Union program.

Problems of Cooperation
From the Midland Cooperator. In common with business in general, cooperation has its problems, but as cooperation is a democratic movement, one problem in particular which it has is the problem of democracy. In this connection we call attention to a statement by E. G. Cort, general manager of Midland, in his recent annual meeting report, which is significant and worthy of consideration. Mr. Cort said:

"The great problem of democracy is to develop the best of procedure for handling differences of opinion and for considering points of view, and yet maintain efficiency of operation and a common goal. Upon our ability to develop such methods depends the fate of all democratic institutions."

We are witnessing today the downfall of democratic institutions in Europe because they lack efficiency when compared with the efficiency displayed by opponents of democracy. There is a lesson to be learned from this by cooperators in the United States. We cooperators claim to have a common goal, which is the establishing of economic democracy. On this we are agreed, and if anyone calling himself a cooperator does not accept this ideal he has no place in the cooperative movement.

The first step, then, is to develop methods for attaining this common goal. No better method has yet been devised than that of discussion. Differences of opinion as to method there are bound to be, and only by frank discussion can we determine upon any particular method. Herein lies the difference between democracies and totalitarian governments. In the latter decisions are made by one or a few, and the rest must abide by these decisions. In democracies, after full and frank discussion, the people by majority vote decide all issues. This is the theory of democracy and it should be. If Midland is to achieve success as a democratic institution, its membership must participate at least to the extent of making their views known to one another. The Midland Cooperator is their means of publicity and it is up to them to use its columns. By means of their own paper and their own membership meetings, it is possible to ascertain the views of the members. Unless this is done, democracy cannot succeed.

We invite a full expression of views of our readers on every phase of the cooperative movement and on the affairs of Midland in particular. It is not enough to leave the affairs of your organization entirely to elected officials or employees. If they are to represent and act for the membership, they must be informed as to the

ideas of that membership, for only thus can democracy be made to work. We earnestly hope for a far greater expression from the membership in the columns of this paper than there has been in the past.

Trials of a Farmer
A Hitler or a Stalin would have to attend another term at school before taking over the responsibilities of a Kansas farmer. Last Saturday evening in Conway Springs a man in considerable pain from a broken thumb and numerous scratches appeared at a local barber shop inquiring for a doctor.

The appearance of much more blood than had come from his wounds, and other appearances of violence indicated there had been some sort of struggle, reports the Conway Springs Star. In response to questioning by the local marshal who appeared on the scene, the man stated his name and occupation, and that he had had two men helping him on his farm near Murdock who had become unruly in some respect and he had punished them and sent them away. A discourse on the breaking in of a new hand might well be in order at this point, but space is limited. One lesson would be the thumb.

While on the subject of education, the matter of salesmanship should be mentioned. The agricultural producer may as well make up his mind to it that the consumer has an enquiring mind and wants to know the facts about agricultural products. Two boys last week were canvassing a section of Salina, marketing fryers. A small rooster was being eyed by a housewife with great doubt. "Is he big enough to eat?" she asked skeptically. The boy doing the talking had the makings of a salesman, but doubtless had been giving his attention to problems in the producer rather than the consumer field. "Well," the boy replied, "I think he's all right. He's big enough to grow!"

Neighborhood Notes

McPherson County Picnic
McPherson county Farmers Union picnic will be held at the Herman Johnson camp ground, or sometimes called Herman Johnson's Pond, August 8, all day with basket dinner at noon.

Speaking, camp reports, baseball and horseshoe games and fun for everybody. So keep this date open, Farmers Union members, and your families.

Come and get acquainted with your fellow members of the county. Arrangements will be in charge of the Juniors.

Mrs. Charlie Olson, Co. Junior Leader.

DIRECTORS TO CAMP

Farmers Union Auditing Association Will Have Board Meeting at Junior Camp

Directors of the Farmers Union Auditing Association, Salina, will have a short meeting Friday, August 2, at the Farmers Union Junior Camp, Eureka Park, Manhattan, and then enjoy the ball game between the camp boys and the Managerial Association team, reports Thos. B. Dunn, secretary-manager.

FARMERS UNION LEADERS FIGHT MILITARY BILL

(Continued From Page One)

National Junior Council of the Farmers Union Juniors, the North Dakota Farmers Union, the South Dakota Farmers Union, the Colorado Farmers Union, the farm wives of the Montana Farmers Union, and the Educational Departments of the Wisconsin, Montana, Kansas and Ohio Farmers Unions. The Farmers Union Juniors are the official Junior Division of the National Farmers Union, one of the three national farm organizations. Our juniors are between the ages of 16 and 21, are organized in 18 states, and have a membership of more than 30,000 farm families.

Groups Most Affected
The organized farmers and the farm youth whom I represent are interested in this bill because it would affect them, perhaps more drastically than it would most other groups in the country. In 1917 and 1918, when a similar wartime measure was carried out for the purpose of raising an army of 5 million men, farmers were vital to the nation, and their farms were needed at home on their farms to increase food production. Today, after 20 years of farm depression and 10 years during which opportunities for jobs in cities have been closed to farm boys and girls, we have on our farms a surplus of young people for whom there are neither farms nor jobs. The increase in efficiency of American agriculture, combined with a smaller relative purchasing power of the American people, and the loss of our foreign export markets, makes it obvious that the farmers today are no longer as vitally necessary in national defense as in earlier years.

Low Income Groups Hit
We believe that the mechanism of this bill, as it is written, and as it has been explained by the proponents of the bill before this Committee, points clearly to the fact that those who would be selected for the bill were passed largely would be the unemployed young men in the cities and the farm boys for whom there are no farms.

The testimony of earlier witnesses to the effect that the army has unofficially stated that there would be 4 to 5 million between 21 and 31 years of age who would have no cause for deferment, and that, in essence, the bill would not be to select manpower in really equitable manner between groups of our citizens, but rather in essence to "solve" our unemployment problem by drafting these young men for purposes of war.

We therefore feel that this measure strikes directly at the class of young men and young women who we represent—the lower income farmers and their boys of military age. The proponents of the bill claim that it has been introduced to protect the integrity and institutions of our country. It goes without saying that we as peace and loyal Americans, are as much devoted

to such a purpose as any of the groups who have sponsored or endorsed this measure. We are as anxious as anyone in this country that the United States shall not be invaded, that we should have adequate defense, and that we shall maintain the essential American institutions for which we and our forefathers have worked and sacrificed so hard in the past. But that does not mean that we agree with the case presented by the proponents of this bill. They have presented to this Committee three main arguments which they claim to have proven. Let me summarize their contentions:

1. They claim by the, and they infer, the probability, of a large-scale invasion within the near future, that is, within the next two or three years, that we cannot establish an army adequate to meet such a mass invasion without adopting compulsory military service and training.

2. They claim that we cannot establish an army adequate to meet such a mass invasion without adopting compulsory military service and training.

3. The proponents of this bill claim that their bill provides a method consistent with American institutions to justify select.

After carefully reading the testimony given by the proponents and endorsers of the bill, we fail to find that they have given sufficient and convincing proof to establish their three contentions.

Questionable Claims
The evidence given by several of the witnesses, such as it was, purported to prove only that it might be possible for aerial forces from Europe to establish bases somewhere in this hemisphere which might provide for the landing of forces and equipment large enough to require an army of several million men to repulse them.

The proponents of the bill do not state that, as in contrast with 1917, an army of several millions would not be needed for the purpose of conducting a war across the Pacific or Atlantic oceans; however, they do not disclaim that possibility. Furthermore, they do not state that such a mass army would not be used, with or without the consent of the countries involved, in the territories of other republics in this hemisphere. Assuming, therefore, that the purpose of this army is solely to defend the territory and possessions of the United States, we submit that no substantial evidence in line with any past or any probably future experiences, has been given to prove that mass invasion of the United States is even a remote possibility, let alone a probability, in the near future.

Evidence of Error
Everyone knows who has given any attention to the subject, that aerial action can only be conducted effectively on a large-scale, within an approximate range of 400 to 600 miles, due to the necessity of carrying bombs with short-range fighters, and that the securing of successive aerial bases to enable a European invader to come close to any of our territories would require not alone superior aerial strength, but in addition a superior naval force operating from bases of certainly less than 1,000 miles from their objectives, and supported by very sizeable land forces. The Congress has just made provision for a Navy which will out-rank the existing navies of Europe in combination, and which would be operating within its most effective range, whereas any European navy would have its effectiveness very greatly weakened under even the most

favorable conditions in attempting to secure and hold bases within striking distances of American territory. But not only is it true that aerial invasion of any great consequence would be virtually impossible, and that our fleet should absolutely be able to repel naval actions within our vital waters, but in addition to that, the movement of land troops sufficient to hold or threaten seriously any objective upon our territory would require a fleet and supply lines of such magnitude and of such strategic vulnerability that we submit the impossibility of the landing and maintenance of a force of even a few hundred thousands upon our territory.

Therefore, we submit that the proponents of the bill have allowed their imagination to run away with their good common sense and that in effect such talk of invasion constitutes an attempt to whip up a war-hysteria in this country behind which various moves to militarize and regiment our people might be undertaken.

We concede that the only purpose for providing for a mass army of several millions from the United States is to send those troops abroad either to Europe or Asia, or more probably, to other countries in the Western Hemisphere.

We submit that the building of such a force without having first announced to the other countries of this hemisphere the full basis of our foreign policy, constitutes a threat to the liberty and well-being of our sister-republics which they would be fully justified in looking upon with the greatest apprehension, especially in view of the record of our military ventures in certain of those countries in the past generation. If it is the purpose of this bill to provide for an army of several millions, then we believe that before the passage of the bill there should be a full declaration of our policy toward Europe and toward the Western Hemisphere, and that the policy should be decided by the Congress and which certainly should be decided in conjunction with the countries involved in the hemisphere, and not announced and imposed upon them by "the big brother of Wall Street."

Only such declaration would still the fears both of the other peoples of this hemisphere and of our own people that such an army would not be one part of a vast imperialist campaign by the United States which inevitably would result in disaster to our country and our people.

The second contention of the proponents of the bill is that it will be impossible even to provide for the present armed forces requested by the President without compulsory military training and service, let alone provide for a substantially larger army and navy.

No Proof of Statements
We submit that the only evidence given to substantiate this claim is that, on the basis of the present conditions of enlistment being offered to American young men, that it may perhaps be true that the large expansion would not take place as quickly as desired. We consider, presently recruiting records no proof at all that it is impossible to maintain in this country our traditional long-standing policy of a volunteer army, and no reason for recasting with so able resistance to that policy of compulsory military service for which so many of our forefathers left Europe to become Americans.

Why Enlistments Are Slow
We believe that today there are two reasons why young Americans do not voluntarily join the armed forces of our country in greater numbers. The first is that the pay and conditions offered to the defenders of our country are totally inadequate, judged by any American standards. Not only is the pay below that which every young American hopes to be able to earn, and has a right to be able to earn for himself and his family, but the conditions of army life are so abnormal as to prevent all but a few of the enlisted men from finding satisfaction in it. It is difficult to establish a family; it is difficult to secure promotion; it is difficult to be a participating citizen in the local community; it is difficult to provide proper up-bringing for a family.

For that reason only those young men enlist, who, because of the fact that farms or jobs at decent wages are withheld from them, find \$21 per month in the Army a sufficient incentive in place of the hopelessness of their situation.

The second reason why enlistments in the Army have not been forthcoming in greater numbers is that the young men of this generation have been brought up by the experience of their fathers and they in many cases do not trust as yet the statements that we shall not repeat the disastrous experience of 1917-19. If the young men of this country were assured in the most definite manner that their enlistment would not mean death in another imperialistic war, they undoubtedly would show more interest in volunteering to give their lives for the real defense of America. We believe therefore, that until the Congress of the United States has instructed and enabled the armed forces of this country to make a really American attempt to secure volunteers, and that until the Congress does something to quell the just fears of our youth as to the use of which they will be put that we can not say that the American way has failed and that we should turn to conscription. We insist that our youth

should be guaranteed the democratic and American right to make the decision themselves for service in this particular manner to their country. Only volunteer service based upon loyalty and understanding will really guarantee adequate defense. We feel something must be wrong with the recruiting methods if there are not enough recruits.

Totally Foreign to Ideals
The third contention of the proponents of the bill is that the method provided by the bill will protect American institutions and will justly select the needed men. We contend that it will do neither.

We feel that compulsory registration and compulsory training and service are in themselves totally foreign to American institutions and the American way of life. It is because most of our forefathers experienced the goal of militarism under the compulsory services in Europe that they escaped to a free country founded upon the principle that militarism should not exist in any of its forms.

We believe that such regimentation of the American people is modeled after the very totalitarianism which the proponents of the bill profess to fear and hate.

We believe that, under compulsory service, the selection of those who bear arms for our country will fall inevitably upon particular classes of our underprivileged—classes which have been created by the economic system in this country, and who through no fault of their own have already sacrificed and suffered greatly during the past decade. We believe that, under compulsory service, the entire body of able-bodied men of the country to the military machine, regardless of whether it operates through local boards of selection, or the military machine, with conditions as they are at present in the viewpoint of our military men the standing of law over the lives of our people.

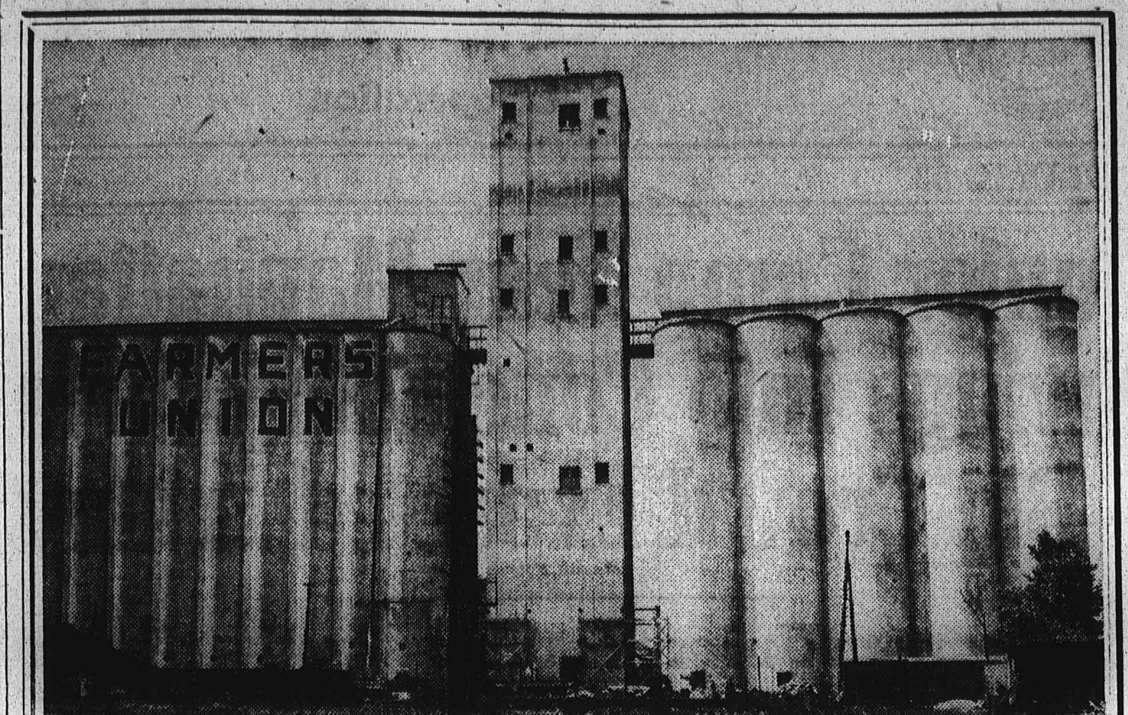
The experience of the last war, we believe, fully bears out the contention that such local boards and the higher-up authorities have a point of view not fully representative of the American people, and that trusting them with such powers results in the mis-use of those powers against anyone who dissents from the military machine and its philosophies.

We believe that this bill, if passed, will ultimately result in the persecution of all those who believe in civil liberties for the common people of this country; that it would be used against leaders of the organized common people, the labor unions, the farmers' organizations, and yet even the churches, who do not agree 100 per cent with whatever the generals happened to think about military and non-military matters.

We feel further that the provision to pay \$5 per month during service is a clear exposure of the nature of this measure. Such a paltry wage could not but have important effects upon the standard of living of the great mass of Americans who have to work for their living.

A further example of the real attitude of the proponents of the bill is shown by the fact that they prefer to wait until later to make provision for dependents for those selected for training. It is clear that if the bill were enacted it would later be much easier to make a smaller provision for dependents than if such provision were being considered at the time. We urge that the provision for dependents and for the pay of those in service shall not be less in its net effect than the Fair Wages and Hours Standards established as the policy of this country, and that for those who have been earning above this standard a higher compensation equivalent to their earnings during the previous year shall be paid. If this is not done the effect of the bill is to cut wages, beat down labor standards, lessen purchasing power of the American people—all of which we submit are un-American in the extreme.

We contend that this bill is not just in that it is being advanced before any proposals (Continued on Next Page)



Greater Storage Than Last Year, But You Filled the Big Bins Even More Quickly!

Looming up white and tall and USEFUL, it stands as concrete testimony that it pays the farmers to market their grain cooperatively. Out of the many, many terminal elevators in Kansas, there is one of two owned cooperatively—One of two owned by the farmers who grow the grain that is stored, cleaned, conditioned, or mixed in them.

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

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

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

FARMERS UNION JOBBING ASSOCIATION

KANSAS CITY SALINA TOPEKA

DISCUSSION NO. 14

Co-operatives

General Essentials For A Successful Cooperative Organization

Many factors may influence the success or failure of a cooperative business. However for a brief general discussion most of those factors may be grouped together under four general headings as follows:

1. An economic need for the services of the proposed cooperative organization.
2. A sufficient volume of business to allow for efficient operation of the cooperative.
3. Sound business policies in the actual operations.
4. An understanding among the members and patrons of the need for the cooperative and of the factors which help contribute to successful operation.

In considering the organization of a cooperative business in a community it should be evident that the first thought be directed along the line of the service which the proposed cooperative can render the community. Are there excessive margins or handling charges which can be eliminated by operating a cooperative business in competition with the business organizations already in the field. Can the proposed cooperative business perform some service for the community which isn't already being met satisfactorily? Are there any possibilities of increasing the total farm income in the community by improving the quality of the farm product marketed or the farm supplies purchased by working together in a cooperative organization?

Unless one or more of the above questions can be answered in the affirmative, and unless the affirmative answer is apparent to those producers in the territory, where the proposed cooperative is to operate, the organization of the cooperative should not be attempted.

However assuming the survey of the situation did show a very definite service to be rendered for the producer, then the next problem to be decided would be whether or not the service which the producer needs can be efficiently given by a cooperative organization. Can the service be given at a sufficiently low cost per unit to actually constitute a substantial saving to the producer?

In deciding the answer to this question it would be necessary to have an approximate estimate of what operating expenses would be, including the annual expense of facilities and interest on money invested in operating capital and facilities. Having arrived at a figure for the total yearly expense the next consideration would be volume of business. Is sufficient volume of business available to make the expense per unit relatively small and the savings per unit relatively large as compared to the conditions existing before the farmers started their cooperative? An affirmative answer to the above questions would mean a go-ahead signal for the actual organization of the cooperative.

A third general essential to a successful cooperative business is the adoption of sound business policies. Those should be business policies that have been proven good by experience and use; policies that will assure fairness to each individual member and patron. Business policies which will provide for adequate reserves and for accurate accounting of all resources and expenditures, are necessary and also of importance are those which will eliminate as nearly as possible the risks of speculation.

The last general essential but not the least is the understanding of the job being done and of the factors which the members and patrons themselves contribute toward the success of a cooperative business. When the members and patrons of a cooperative understand the job their organization has done and is doing and understand the principles by which their organization operates it is much easier to get their wholehearted support. In order to have the desired understanding among the members, it is necessary that the manager and leadership conduct a definite program of education to keep the membership informed.

The above discussion has been a very general nature covering only the broader factors which affect the success of a cooperative enterprise. In your own thinking and in your own discussion you will no doubt want to go into more detail regarding the factors and problems affecting successful cooperative organizations.

DISCUSSION QUESTION

How Can A Cooperative Proceed To Increase Its Volume of Business?

- A. Should a cooperative be organized before there is knowledge of a reasonable volume? Operating capital? Market outlets? Membership interest?
- B. How would you go about increasing volume and membership interest in an old cooperative?

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

Asperaltvao

Junior and Juvenile Department

ESTHER EKBLAD, Director

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

WE BLAZE NEW TRAILS TODAY

We blaze new trails today
O traveler on life's devious uncertain road.
In uncharted forests or prairies bleak
Or over rocky mountains steep
We may miss the better way and a night's abode
If we our faces have not set by compass and
chart.
Undaunted go but beware of turning back;
Nor hesitate to be the first to make the track.
Glory, honor or even great acclaim
May not be yours or mine.
Our deeds are properly ranked alone by time,
And though in appreciation may becloud the sky
Slack not the pace nor in anguished cry
Fare forth on thy journey. Up and away!
We blaze new trails today.

Alex H. Jones.

Farmers Union Camp Is In Full Swing at Eureka Park, Manhattan

Through the Triangle

A folder that recently came out from our National Department of Education is entitled "Through the Triangle." In clever illustrations the triangle, the program of the Farmers Union, cooperation, legislation and education, is shown to give many opportunities to farm young people—Opportunity to enjoy study and discussion, to have fun at home and in camps through folk dancing, folk music, drama, and to broaden acquaintances and increase mutual fellowship. To find jobs and interesting work in cooperatives, and most of all, through the combination of these activities to recognize our responsibilities to democracy is also suggested. Finally the Farmers Union Triangle helps us to take democratic citizenship seriously and to strive toward the goal of world peace.

The experiences of Kansas Farmers Union young men and women in camp at Eureka Park this week are in a measure that of becoming aware of opportunities and responsibilities of citizenship. Community needs and national problems become close to us. A week of discussion, together and friendly recreation does much to broaden and expand our interests and understanding of things about us.

The Black Hills Beckon

Before another issue of the KUF reaches you, the Farmers Union All-State Camp will be well-established at Camp Judson, Pactola, South Dakota. The camp is located in the heart of the Black Hills which naturally makes attendance at the camp a real treat. Mrs. Gladys T. Edwards, who is well-known to Farmers Union young people, will be All-State Camp Director. And many of the members will be many many folks of wide and varied experiences to share with the students.

Course of study at the camp will feature practical lessons in discussion methods, classes in the History and Philosophy of the Farmers Union, Cooperative Economics, Youth's place in the Nation, and Leadership Problems.

A member of the Kansas Farmers Union will be on the staff at All-State this year, Helen Denney of the Farmers Union Jobbing Association will be in charge of publicity instruction at the camp. Mrs. Denney has proved herself a very popular camper at Kansas camps and we are happy to have her give her to the Farmers Union educational project that reaches young people beyond our own boundaries.

Other Kansans who will go to the Black Hills are Irma Kietzman, Alta Vista, George Clausen, Girard, Niles Gibson, McPherson, and your State Leader.

At the National Capitol

Being rushed toward passage in the U. S. Congress is the Burke-Wadsworth Compulsory Military Service Bill. In the guise of protection to democracy this bill is being driven through Committees on Military Affairs to the floors of the House and Senate. In the minds of many people the provisions of the bill would endanger rather than safeguard the democracy which we still do cherish. For those of us who harbor the same feeling, now is the time to write our Senators and Congressmen telling them that we are not ready for American men to submit their time and energies through the channels of compulsory military training.

DEVELOPMENTS FORCE WHEAT INTO PUBLIC UTILITY STATUS

(Continued From Page One)

dustry and as crises developed, government action has been taken. The number and types of measures adopted with respect to wheat production and trade have shown a sharply increasing trend in recent years. Ominous and perhaps government action with respect to wheat has generally shown only one trend and that is increasing control and regulation. Many countries have already reached an advanced state of wheat monopolies with complete control of the industry.

Production aids usually include fixed prices, or two-price systems, loans or benefit payments, mixing regulations, and improved seed distribution, while among the import restrictions may be mentioned exchange control, tariffs, license or import permit systems, and, as regards certain countries, clearing, barter or preferential agreements, and government deals.

The latter type of Government action has increased markedly in recent years and as a result there is the tendency toward the "channelization" of the world wheat trade. The larger the share of the world wheat trade that becomes "channeled," the smaller the amount of free market. This development of course is not unfavorable for all countries—on the contrary for those exporters receiving preferential treatment via special tariffs, currency regulations, barter or otherwise, the wheat trade and industry is placed on a more or less stabilized basis with increased possible export opportunities. Among the exporting countries which have been enjoying preferential market and trade conditions are those of the Danube Basin, the Near East, North Africa and at present also Russia, and the British Empire countries. In fact, the only important exporting country outside of the favored wheat market groupings today is the United States.

Certain trends and developments stand out as likely to have an important effect on the world wheat trade and industry in the next several years. As regards the United States, perhaps the most significant development is the current trend toward "fixed" markets or "channeled" trade. This tendency seems likely to be further intensified by the present war in Europe, due in large measure to the foreign exchange situation in the various countries.

Under such conditions, three alternatives present themselves:

(1) An international wheat agreement which would allocate the trade among the exporting countries, (2) participation in "fixed" markets or "channeled" trade largely via special government arrangements, barter, and the like and (3) withdrawal from the world

wheat trade as an active or major exporter.

For the United States, and for most of the other exporting countries, alternatives 1 and 2 would probably require only little change in the domestic wheat industry, but alternative 3 would force a marked readjustment. Whether or not a satisfactory and workable wheat agreement can be negotiated after the present European War is problematical. Similarly, participation in "channeled" trade depends upon government policy and action which in certain cases at least is problematical. For some countries such action would be almost a reversal of present trade policy.

It is not likely that the world wheat trade will soon return to a purely economic basis with price and quality again the chief market factors, regardless of who wins the European War.

FARMERS UNION LEADERS FIGHT MILITARY BILL

(Continued From Page Two)
to spread the burdens of defense of this country upon the wealthy, upon those who own or control the majority of this country's wealth, have been considered.

We cannot help but feel that here again is an indication that the motives behind this bill are far from American, and that it will be deeply resented by the vast majority of American people. The farmers in our organization, and the farm youth, believe that unless the wealthy of this country, the privileged and powerful families and their corporations, are made to bear their fair share of national defense, and shall make no personal profit out of the common misfortune, that we shall repeat the disastrous experience of the World War, in which the profits and privileges of the wealthy led us into a needless slaughter of the common people, while those same economic royalists furthered

their power and wealth at the expense of the people.

We believe, therefore, that before any such bill as should be passed, that the people should have a guarantee that "dollars" will be made to stand their fair share of the national defense, and we submit that the only thing comparable to giving up one's family, years of one's life, and perhaps life itself, is confiscation of capital, and not just conscription.

When we see some of America's Sixty Families so convinced and loyal in their defense of America as to give up all their power and privileges and to take the status of the ordinary farmer or worker who is drafted, we may be willing to believe that compulsory military training is desirable, but not until then. There is no doubt that the defense of the country could be furthered by tapping the great sources of wealth and we contend that governmental ownership of at least the munitions factories of this country would vitally aid the real defense of America.

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JUNIOR CAMP AT MANHATTAN SWINGS INTO CONCLUDING DAYS

(Continued From Page One)

much camp work for the Nebraska Farmers Union, and Social Studies under Edward Mertz and Floyd Clark, executives of the WPA adult education service, Topeka. John Vesceky, president of the National Farmers Union, will be in charge of the teaching of this latter class found it impossible to attend.

Is Self-Government

At 11:30 there is a half hour period for self-government activities. The teaching of democratic principles means little without their practice. And the camp itself was to be organized as a big service cooperative, considering the camp fee of five dollars as the cooperative membership share cost.

After the noon luncheon comes a period for handicraft studies, where leather work, beading and rope lacing is done; for camp bulletins, under Helen Denney of the Farmers Union Jobbing Association; for sports, drama and other miscellaneous activities.

Then comes a period for tours, to the Fort Riley Cavalry School, to Kansas State College and its many buildings and extensive equipment, to the Manhattan Municipal swimming pool, or to a special picnic program, on Thursday, or the baseball game of Friday.

The evening programs vary. Sunday night was welcoming time, and general introduction. The noted picture, "The River," composed by the department of agriculture was to be shown on one evening.

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W. G. Bernhardt, general manager of the Farmers Union Live Stock Commission Company, Kansas City, was scheduled for Thursday evening, and H. E. Witham, general manager of the Farmers Union Jobbing Association, Friday evening.

Assisting in the management of the camp are the two deans, Mrs. L. J. Alkire and J. P. Fengel, president of the Kansas Farmers Union, the assistant camp directors, Miss Elsie Clausen, Girard, and Bernard Schaefer, McPherson, Miss Venita Inloes, Quinter, is again the camp pianist.

WONDERFUL

One of the first acts of George III of England after he became king was to confer a title upon a worthy gentleman named Day. The deed being done, he exclaimed, "How wonderful it is to be a king. Consider, I have just turned Day into night!"

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PRESIDENT'S MESSAGE

(Continued from Page One)

duty to accept without complaint a still further reduction in the production of wheat, cotton, meats and other commodities that we might receive more agricultural products in exchange from these southern countries in exchange for the surplus production of our mills and factories.

It is also hinted that this "Cartel" might, necessarily, if it is adopted, raise the prices of practically every thing we farmers buy and in order for the Cartel to succeed, we must produce wheat, cotton, meats, etc., and sell them at lower prices, that the competition of low income countries might be successfully met by the industrialists in the United States. In a nutshell this Cartel thing means that American farmers produce less—sell them cheaper than our average price levels. Pay more for what we buy and must have or go without.

The N. R. A. price structure for industry to be increased.

The A. A. A. to be extended to all of the Americas, with abandonment of work, under Helen Denney of the Farmers Union Jobbing Association; for sports, drama and other miscellaneous activities.

Then comes a period for tours, to the Fort Riley Cavalry School, to Kansas State College and its many buildings and extensive equipment, to the Manhattan Municipal swimming pool, or to a special picnic program, on Thursday, or the baseball game of Friday.

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National Farmers Union Tells Needs of Farmer

Statement of the Joint Legislative Committee on behalf of the National Farmers Union and National Federation of Grain Cooperatives presented to the resolutions committee of the Democratic National Convention.

Agriculture, crippled by the post-war adjustment, beginning with 1920, became completely prostrated by the economic collapse of 1929.

Recognizing the necessity of bringing agriculture within our national legislative economy, the present national administration, in 1933, made definite pledges to farmers that a continuing effort would be made to bring about a parity relationship between the incomes of industry, labor and agriculture. In keeping with this pledge there have been many legislative measures enacted and programs for agriculture put into effect. In this connection we are fully mindful of the fact that the agricultural program adopted in 1933 was halted and interrupted by a hostile Supreme Court that substituted programs have been bitterly opposed and obstructed by farm products; and that despite opposition handicaps the measures initiated and enacted by the present administration have brought great beneficial changes to our agricultural economy.

However, the stubborn fact remains that the sum total of agricultural legislation up to the present time has brought neither parity prices nor parity income to our agriculture. And now we are menaced by a new danger—another World War—which seems destined for a long period of time to close foreign outlets for our surplus agricultural products. We are confronted with a situation which means higher prices for farm machinery of production and farm supplies and lower prices for basic agricultural products.

In view of the situation presently confronting agriculture, we ask your committee and delegates to this Convention to frankly face the facts as they exist, to remember the pledges made to agriculture in 1933, and to so phrase the language of that section of your Platform dealing with agriculture that it will serve as a definite promise to farmers that parity prices and parity income made in 1933 will be fulfilled and also serve as a mandate to Congress to enact the necessary legislation to effectuate such results.

We must honestly face the fact that farming is a business with inescapable production costs. Prices of agricultural products must bear relationship to such costs. Farmers do not possess the devices of highly organized capitalist business whereby prices may be fixed on the basis of cost plus. Farmers must have the aid of the Federal Government to achieve their necessary parity goal. For the protection of both our farmers and of our nation we ask you to adopt the essential elements of the following program:

1. Payments to farmers for preservation of our soil and natural resources;
2. Price assurance through commodity loans, ever normal inventory of needed supplies, surplus products disposal movement to foreign markets, and to our low-income groups and unemployed at home. This program should be supplemented by a permanent self-financing program for such commodities which are adapted to the use of the income certificate plan or price equalization tax. The Federal Government would then be called upon to provide adequate appropriations for only such commodities which are unsuited in distribution to the imposition of the income certificate plan or a price equalization tax.
3. Crop insurance to be extended to cover other crops in addition to wheat as rapidly as possible.
4. Extension and expansion of the Farm Security Administration program for:
 - (a) Rehabilitation loans;
 - (b) Tenant Purchase loans;
 - (c) Extension to low income farmers of the benefits of cooperative marketing and purchasing Associations.
5. Continued research for new outlets for farm products.
6. Incentive payments to develop new production or expanded production of products which may be used by industry.
7. Place equal emphasis and provide realistic financial support to bring farmers into the important field of cooperative marketing of their production with the same zeal as has been shown in the field of soil use and production.
8. Farm Credit: Crop production and long-term farm mortgage loans at Government cost for interest and administration.
9. Debt adjustment of unpayable loans in line with productive capacity and income of an economic farming unit.
10. Variable payments to enable the farmer to meet unfavorable conditions beyond his control.
11. Elimination of punitive payments.
12. Elimination of required capital stock investment used as a "reserve" against bad loans.
13. Loans to cooperatives for acquisition of facilities with longer period of time for amortization payments and lower interest rates, with a required equity contribution of not more than 25 per cent.
14. Keep Farm Credit Administration correlated to other agricultural administration programs.
15. Preference to cooperative associations of producers for warehousing farm products owned by the Federal Government and products of farmers warehoused under Commodity Credit Loan programs.
16. Apply and administer all farm programs, including benefit payments, so as to favor the family size farm unit.
17. Re-assert our historic position as opposed to offensive wars, and demand that the Congress of the United States limit military action of this country to a strictly defensive policy, dedicated only to the preservation of our democracy.
18. Support the theory of a Western Hemisphere Carlel for exportable farm surpluses provided

the participating countries fully and effectively cooperate in the acceptance of their historical share of percentage of foreign markets.

13. Believing that internal defense is equally important with external defense, we urge this Convention to adopt an explicit program which will assure fair farm prices and fair terms of employment for able bodied workers.

Signed by National Farmers Union Legislative Committee.

National Federation of Grain Cooperatives.

M. W. Thatcher, chairman.

Committee Members in Attendance: M. W. Thatcher, Minnesota; L. T. Mayhew, Texas; D. L. O'Connor, Glenn, Alaska; A. W. Fine, North Dakota; Roy Brazed, South Dakota; M. J. Dickinson, Arkansas; James G. Patton, Colorado; K. W. Hones, Wisconsin; H. C. Peterson, Nebraska; A. W. Ricker, Minnesota; Robert Handchin, Washington; John Vesceky, Kansas; and H. B. Rolph, Montana.

ANNOUNCE LOWER AAA RATES

Ten Per Cent Cut Necessary Because of Limited Appropriation

The Agricultural Adjustment Administration has announced the rates at which conservation payments under the 1940 AAA farm program will be computed.

In 1937, on the basis of similar provisions, rates of payment were increased 10 per cent; in 1938, no adjustments were necessary; and in 1939, rates were decreased 10 per cent on certain crops.

The rate of a portion of the appropriation for the 1940 program was authorized by Congress. This appropriation of funds was made necessary by larger than anticipated participation in the 1939 program and to cover advances in connection with the great flood and crop insurance programs for that year. The result was to decrease the amount available for 1940 program payments. This decrease in available funds and participation in the 1940 programs, somewhat larger than estimated, makes the rate revisions necessary.

Payments which are under \$200, after being computed at the revised rates, will be increased in accordance with the small payment provisions of the Agricultural Adjustment Act. Parity payments which are made under a separate appropriation are not affected.

Make Use of Electricity

Nearly nine out of ten farm homes on REA-financed electric lines have radios, more than eight in ten have electric irons, more than half have electric washing machines, and nearly a third have electric refrigerators, according to REA's third annual utilization survey.

The great political parties have picked their standard-bearers and the campaign will be fairly under way. Let us hope that it will be conducted with more light than heat, requests Labor publication.

Brazil has an area some 250,000 square miles larger than that of the United States.



NORMALCY?—The royal yachtman season delayed by war, King Christian (above) of Denmark finally managed to go for a sail at Copenhagen. The king reportedly rose about his daily life little affected by German occupation of Denmark April 9.

Dairy Council Studies Means for Promotion

Milk Products Would Advertise Well for Increased Consumption

Outstanding speakers and headline topics combined to make the National Dairy Council Annual Summer Conference at the Edgewater Beach Hotel, Chicago, July 15-17, an interesting and record crowd of dairy council representatives and dairy industry men. Nationally recognized leaders in the changing and various fields in the dairy industry participated in the program, "Promotion with Purpose."

The three day program was crowded with reports of significant developments in nutrition and dairy research, helpful promotional suggestions to develop increased sales, pertinent discussions and symposiums all keyed to interest products, distributors and processors of dairy products.

The first session was opened by an address of welcome by F. J. Bridges, chairman of the National Dairy Council, Mr. Milton Hill, president of the National Dairy Council outlined plans of the meeting and addressed at the first two day's sessions.

On the morning of the opening day the "Unified Program of Work" of the local Council units and the National Dairy Council was dramatically spotlighted in an illustrated "March of Time" presentation.

Note the Consumer Movement

On the afternoon program of the opening day, Dr. Kenneth Dameron, one of the nation's recognized authorities on the consumer movement addressed the group. His topic was "The Consumer Movement—Friend or Foe?" The research work he has done for the Committee on the Consumer Relations in Advertising, Incorporated and experience as a faculty member at Ohio State University have given him a broad knowledge of the consumer movement. Dr. Dameron stressed the importance of recognizing early evidences of consumer activity working to make it an asset to the dairy industry.

Consumer education is the training of the consumer to become a more efficient buyer and to develop a better sense of values. In the broad sense the total of all the consumer's experiences influences her role as a choice-maker. In the more narrow sense consumer education is the training of the consumer as a buyer. To most people this is consumer education.

The consumer education movement, Dr. Dameron indicated, reflects the practical interest of many consumers in becoming better buyers and getting their money's worth. It is not a well-organized movement, because it is made up of wide and varied interests. Business is confronted with the problem of determining its responsibility in consumer education. Should business take the lead in educating the consumer, or should it wait for processes of formal education?

Push Cooperative Promotion

Of vital business importance to all branches of the dairy industry was an address—"Getting the Sales You Want"—given by Don Francisco, president of Lord and Thomas advertising agency, frequently referred to as "America's Ace in Cooperative Advertising."

"Some day—either through necessity or foresight—the dairy industry will tell a waiting nation the great health story about milk and milk products through an aggressive and effective educational advertising campaign," said Mr. Francisco.

He made this conclusive point in his talk on "Getting the Sales You Want" as he asserted: "New and broader markets must be found if the dairy industry is to even hold its own, to say nothing of improving its position or protecting itself by preparing a larger market in advance of increased production. Increased consumption means a healthy industry, stabilized prices, a safeguard against destructive competition and assured steady profits to all. You are fighting for a place on the American table. Countless industries are struggling to get a larger share of the consumer's food dollar. The strong aggressive ones crowd out the weaker ones. It is true that a great deal of advertising money is spent by individual companies to promote the sale of milk and other dairy products. For obvious reasons the advertising cannot be expected generally to increase milk consumption. Primarily, it is designed for that purpose. Individual companies must protect their interests by building and maintaining preference for their own brand."

"To increase consumption is a job for the industry. Millions of dollars are spent each year by individual coffee companies. Yet to increase consumption, the coffee industry found it necessary to launch an aggressive cooperative advertising campaign. The same thing happened in the case of milk."

Mr. Francisco said coffee had remained at around 13 pounds per capita for the last generation but in 1939 consumption jumped up to 15.2 pounds, a volume increase of more than 275,000,000 pounds. Through industry promotion of tea imports moved up to 95,700,000—an increase of 20 per cent over the 37-38 year.

Mr. Francisco said: "I know of no other product in the world that has so many advertising attributes—that has so much to offer—that can appeal so directly and so deeply to our entire population, as milk and its products. From a dietary standpoint health authorities agree that the American people do not consume enough milk."

"The citrus growers have capitalized both of the basic food appeals—appetite and health," he said "and have made their copy interesting and compelling, but they have not risked the welfare of a great industry by over-

ping fact. They have educated the dealer to become a better salesman of their product. They were the first to develop a staff to make personal calls on the trade display materials. They have kept in touch with research, encouraged it, contributed to it, engaged in it. Research has a wide range, covering nutrition, new uses, by-products, and consumer habits."

"Another activity is publicity," said Mr. Francisco. "Newspapers and magazines rightly reject much of this sort of material which comes to their hands. But they will use articles, recipes and pictures of genuine reader interest. Dairy products, like citrus fruits, have a high standing with them. There is little need to mention what Sunkist has done in this field, since there is no better example than the work of your own National Dairy Council. Industry relations—the work of keeping members informed and of securing additions to their staffs is essential. They will always be hitchhikers, those who ride free while the majority pay the fare."

Outlining a program for the promotion of dairy products, Mr. Francisco stated, "Broadly speaking, any cooperative dairy program should include the following functions:

1. Research (to determine new fields for dairy products, new uses, new outlets, new by-products.)
2. Advertising.
3. Merchandising (sales promotion in restaurants, soda fountains, etc.)
4. Publicity.
5. Educational work in schools; among doctors and dietitians and other educational activities carried out many years by your Dairy Council.
6. Relations within the Industry.
7. Public Relations.

"Fortunate it is, that the dairy industry has an established organization in the National Dairy Council with a background of prestige and experience of more than 20 years in these important branches of promotion. Any consumer movement, any contemplation of all-over program should take in Dairy Council activities for they are essential to any dairy program of value to the industry."

In his closing remarks, Mr. Francisco said, "health authorities say that the drinking of milk helps to build a healthy and youthful and to postpone the signs of old age. In that single statement, you have one of the most powerful arguments ever put into words. It is a simple statement, yet it is a statement that should be repeated over and over again. It is a statement that should be a part of every dairyman's vocabulary. It is a statement that should be a part of every consumer's vocabulary. It is a statement that should be a part of every child's vocabulary. It is a statement that should be a part of every adult's vocabulary. It is a statement that should be a part of every nation's vocabulary. It is a statement that should be a part of every world's vocabulary. It is a statement that should be a part of every human's vocabulary. It is a statement that should be a part of every creature's vocabulary. It is a statement that should be a part of every thing's vocabulary. 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