



# THE KANSAS UNION FARMER

Organization

Education

Co-operation



VOLUME XXIX

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## PROBLEMS AND HISTORY OF COOPERATIVES DISCUSSED AT MANAGERS ANNUAL MEETING

Good Attendance Had At Meeting Held In Conjunction With Farmers Union Annual Convention

C. B. THOWE AND T. C. BELDEN SPEAK

President Thowe Gave Report On What Has Happened Since Last Meeting. Belden In An Instructive Talk

The meeting was called to order by the president, C. B. Thowe, who made a short address and report of the organization since the annual meeting last May.

Annual Report of C. B. Thowe, President of the Farmers Union Managerial Association.

"At this time, I believe a brief review of the Farmers Union Managerial Association is in order.

"The necessity for this organization appeared about ten years ago. Cooperative elevators and stores, at that time, were operating independently of each other, like the so-called independent Farmers competing with each other. Yes, often getting into price wars that often led to failure.

"So, this Managers association was organized to bring about a better understanding among cooperatives, teaching them to know each other and to team work together.

"The Managerial Association is working cooperatively with the Farmers Union of Kansas.

"It takes an active part in the Farmers Union legislative program. It has conducted many district meetings during the past ten years. Since our last meeting at Iola, we have held nine such meetings. We have worked with and, we might say, under the direction of the Extension department of the Kansas State Agricultural College at Manhattan, merchandising methods, service booking, profit and loss accounting, grain grading, oil and gas tests, seed and weed laws, so that the manager and board members that attend these meetings can keep abreast of the ever changing conditions.

"Another problem that is always discussed, it is an old problem, it is a new problem, and it is ever with us—education of the membership for effective cooperation and for this we need a strong Farmers Union organization. It has been my hope that some effective way might be found to finance our Farmers Union from an from our Farmers Union Cooperative organizations. To do this we will have to forget our rugged individualism and go back to our board of directors and members to vote the policy that the management shall follow.

"Build yourselves a cooperative situation that cooperates with other cooperatives.

"Pay the membership dues from the earnings or dividends to our state organization. Build a reserve for crop failure years. I believe it is in the heart of the manager that the profit is done. The Managers Association voted to support a uniform plan of this nature. This is not the manager's job, in fact, it comes from him it is repulsive to the average member, because he believes it is a selfish idea of the manager. There is to be successful a cooperative situation that cooperates with other cooperatives.

"Some of our cooperatives are already paying their members' dues as a necessary expense item and the plan should be taken along this line and presented to the members of our other Farmers Union cooperatives by our state officers and it is you who will be assembled here in convention for the next few days to tell them to do that very thing.

"The Managers Association does not have a business session here today. We do not pass any resolutions or elect any officers at this meeting. We present an educational program that you may go into the coming convention knowing that you will progress and power lines in the use you make of your cooperatives to strengthen your state organization. I thank you."

A goodly number of managers of the Farmers Union business associations over the state and quite a few directors of those associations were present at the meeting.

Mr. T. C. Belden, secretary of the organization told of some developments, and also as manager of the Farmers Union Jobbing Association, gave several suggestions which would assist much in getting a better service for the Associations out in the country. He pointed out that care should be used in giving truck drivers orders for materials, and that these should specify just what was wanted. If the order was not clear, it necessitated additional expense, and lessened the rebate they would receive at the end of the year. Mr. Belden told of several new lines that have been added to the Jobbing Association supply which will permit them to give better service to the members out in the country.

Mr. John Vesceky, president of the Kansas Farmers Union was next introduced. A few of Mr. Vesceky's remarks were:

"Your part of the work, as managers of the Farmers Union business

associations, is putting the farmers on an equality with other industries. You can get any laws passed that you want to, but unless you are organized to take advantage of those laws, you cannot get anywhere. You are fighting for equality for common folks. You have to hold the line and keep what we have gained, and then advance and gain more.

"We have hardly scratched the surface of cooperative work. We have hardly started on our program of marketing the farmers products. The figures I have received, which I believe are correct say that the Farmers Union has 150 active working elevators in the state of Kansas; 100 oil stations of different kinds, including bulk stations; 50 stores and quite a few produce stations. Take all of that together and it is still a very small per cent of the total business done in this state.

"The products of our farms must pay for all the expenses of production and living, enough to buy what we need and pay up our debts and improve our condition. Our first interest is selling the products of our farmers. We should be so organized that every bit of our production is handled by cooperative organizations. We talk about going to some foreign countries to see how they cooperate. Let me tell you, these foreign countries came to the United States to get ideas on marketing farm products cooperatively, not only in the local stations, but in the terminal markets.

"There is going to be a great revival in the building of consumers cooperatives in the cities. The thing for us to do is build up a strong organization of producers cooperatives and handle the products we raise, and

(Continued on Page Four)

## REPORT OF LIVESTOCK COMMISSION COMPANY

As C. F. Schwab, manager of the Farmers Union Livestock Commission Co., of St. Joseph, Mo., was not able to attend our convention he mailed his report to H. G. Keeney, president of the Nebraska Farmers Union, who in turn forwarded it to us for publication as it came last year of 454 carloads representing an increase of 6,390 cattle and calves, 14,837 hogs, and 1,345 sheep. Our selling agency is the largest on the South St. Joseph, Missouri, market in point of total receipts and leads all other firms in the receipts of cattle and hogs.

During the first nine months of the current year the Farmers Union Livestock Commission of South St. Joseph, Missouri, has handled 3,217 carloads of live stock, including truck receipts reduced to a carload basis, consisting of 43,577 cattle and calves, 87,349 hogs, and 38,355 sheep. This is an increase over the same period last year of 10,553 per cent. Last year an increase of 11.77 per cent. During the eighteen years of operation our selling agency has never failed to pay an annual patronage refund and has paid back over one million dollars in patronage refunds, representing the amount of losses charged off by our loan association is \$5,996.91 representing less than one-fifth of one per cent of total loans made. For the past four years our interest rate has been 5 per cent, which rate is in effect at this time.

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Farmers Union Live Stock Com. Co., October 28, 1936.

Our live stock loan association, known as the Farmers Union Credit Association, operated in conjunction with our selling agency, was organized on November 6, 1924, to make live stock loans through Federal Intermediate Credit Bank, St. Louis, Missouri, on a discount basis. At close of business, October 27, 1936, the amount of loans outstanding in the total amount of \$3,292,571.52. Loans and discounts outstanding at close of business October 27, 1936, amount to \$170,573.94 of which amount \$73,730.00 is loaned to members of the Kansas Farmers Union.

2. We request that a county organizer shall be appointed in any organized county so desiring it, for the purpose of re-organization, with traveling expenses to be paid by the state organization.

3. We recommend that a membership card shall be required for admittance to all business sessions, delegates to be distinguished by specific colored cards and to be seated in a body.

4. When equal or better service is rendered by the managers and employees of our business institutions, than by the managers or employees of our competitors, there will be less complaint of the lack of patronage from the members.

5. We welcome the assistance of any group who will work with us in carrying out the Farmers Union program, but we are through being worked.

6. We recommend that the doors of the Kansas Farmers Union be opened wide to the Junior movement for our boys and girls, but we must not shift our responsibilities onto them.

7. We suggest that all members should be more thoroughly acquainted and familiarized with the preamble of the Farmers Union constitution, both state and national.

8. We request that each one should be authorized to control and regulate loud the speaker during any session where used.

9. In as much as the winners of the Junior contests did not receive any reward for their labors, and that the Junior work should be rewarded and encouraged, we recommend that at least two winners in the Junior contests be sent to the national convention by the Kansas Farmers Union. We shall expect these young folks to return to the 1937 state convention and tell of their trip and experiences.

## COME TO THE NATIONAL CONVENTION

The Convention voted to try and get up a bus load to go from Kansas to the National Farmers Union Convention at Des Moines, Iowa on November 17 and 18. Your state office took up the proposition with the bus company and made arrangements for a bus to start from Salina, Monday morning, November 16. It will arrive at Des Moines in the evening of the same day, giving us two nights and two days in Des Moines, starting for home at the close of the Wednesday evening session. Or we might start from Salina the evening of November 16 and arrive in Des Moines the morning of November 17, and leave there in the morning on November 18 and get back to Salina in the evening of the same day. The cost of the trip would be \$8 round trip bus fare, meals on the way and at Des Moines and two nights lodging, the total expense including the fare need not exceed \$15 per person and can be made some less. Those desiring to make the trip please write us at once enclosing a check or a money order for the bus fare. In case you decide later that you cannot make the trip and we still have enough to fill the bus load we will refund your money. We can secure either a 21 or a 30 passenger bus on about the same terms. Every member of the Farmers Union who possibly can should make the trip to the National Convention. Passengers can be picked up at Manhattan at the same price.

Increased production of beet sugar in every important producing country in Europe, except Great Britain, was forecast recently in a report to the Department of Commerce.

Undertaking its most extensive experiment in governmental supervision of agriculture, France has established a national wheat office with a monopoly over the import and export of wheat, powers and bread, direct control over the credits advanced to wheat growers, and strict supervision of every operation in the marketing and stocking of grain.

Miss Pauline Cowger, who has been elected Secretary of the Kansas Farmers Union at McPherson, October 30, 1936.

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## "One of the Best, If Not the Best" Is Description of Farmers Union Annual Convention At McPherson

A Spirit of Harmony and the Adoption of a Forward Looking and Constructive Program are High Lights of This Thirty-First Annual Convention

MANY FINE SPEECHES ARE GIVEN

Convention Complimented For Its Concentration on Cooperative Work and It's Total Disregard of All Political Aspirants On The Program

The thirty-first annual convention of the Kansas Farmers Union is history. To say that it was one of the best, if not the best conventions held in recent years is just repeating what many of the members present said during and after the sessions closed.

The following extract from a letter received from J. C. Norgaard, manager of the Farmers Union creamery at Nebraska is a good example of the expressions made during the convention. Jimmie says: "Needless to say I enjoyed visiting your state convention very much and I can truthfully say it is the best state convention the Kansas Farmers Union has held that I have attended. You have done some very constructive work in eliminating all political speakers and job seekers from over-running your convention.

The convention proper was opened at 9:30 October 28 with music by the McPherson school orchestra. At 10 o'clock President John Vesceky called the convention formally to order. After the singing of America and invocation by Rev. T. M. Shellenberger, Mr. R. F. O'Brien, President of the McPherson chamber of commerce, extended the welcome of the city of McPherson to the delegates and visitors.

Mr. A. J. Wempe of Frankfort, who was scheduled on the program to reply to the address of welcome was unable to attend the convention, and Mr. R. Wells of Eldorado was selected to take his place. Mr. Wells, in his usual masterful way, replied to this address. We give Bro. Wells' reply, in part:

"We appreciate the hearty welcome to your city. We are not strangers here. We were here six years ago. I was here and sounded out your convention hall prior to that meeting and found it was an excellent place to meet and talk. I can heartily agree with the statement that we, as a people, are all on the great brotherhood of mankind.

"I am proud to represent the delegates and officers of the Kansas Farmers Union and say for them that they appreciate the welcome extended. I do not know whether Reuben Peterson is in the room or not at this time, but I want to say I have known him a good many years. He not only makes you welcome to the town but he goes down to the police station and sees that you are well taken care of, providing you are a good cooperators.

We come to you as a people whose fundamental principles are the building of all humanity. The creed of the Farmers Union is applying reason in business just as we apply it in Christianity. This great cooperative movement holds out the most wholesome hope in the world today. I want to assure you we are that kind of people. That is our organization's principle, to make this world a better place in which to live. As we look to the countries across the water we see the peaceful countries, and we see the big cooperative countries. If you live up to the principles and purposes of the Farmers Union, they will take the troubles out of the world.

"So, my friends, we accept this morning the hospitality and kind welcome we have received to the city of McPherson. We know what we have to a city that will give us a warm welcome and good treatment.

I assure you the purpose of the meeting here is to strengthen this great cooperative movement which I think of as being the salvation of the people of the state and the United States and the peoples of the world. Again I thank you for the hospitality and friendship, on behalf of the Farmers Union people."

Next on the program was the appointment of the Credentials, Order of Business, resolutions, Legislative Committee of the Order, Constitution and By-Laws, and Cooperative marketing committees.

The feature of the forenoon session was the short talks by members who had belonged to the Kansas Farmers Union for 25 years or more. It was surprising to find how many of those present had been members of our organization for more than 25 years. We shall not here, try to give the names of those who responded with short talks, but expect during the coming year, to give special recognition to the members who have joined the Union 25 years or more ago. Special mention might be made in this connection of Odin local number 233 in Barton county, which had three members present, each of whom had been a dues paying member for not less than 29 years.

The afternoon session was opened with music by the Krazy Ridge Cow-

boys of near Lindsborg, which was much appreciated by the audience.

At 1:30 p.m., the meeting was called to order by President Vesceky and a partial report of the credentials committee was made and accepted. The report of the auditor, Thomas Dunn, was read and approved as was also the report of the executive committee read by Ross Palenski.

As President H. G. Kenney of Nebraska had a meeting which he promised to attend in Nebraska on October 29, it was necessary for him to appear on the afternoon program, so as to enable him to reach York, Nebraska, in time to take part in the program there. President Kenney made one of his characteristic sound Farmers Union cooperative talks. In a later issue we will give a summary of this speech and we commend it to the attention of our members.

The feature of the afternoon program was the Junior work and the program furnished by the Juniors of Kansas. Miss Mary Jo Weiler, state Junior leader of North Dakota gave the principle address, during the Junior session. The musical numbers consisted of two piano numbers by Miss Martha McCormack of Wellington, and she is an accomplished musician. Then there was the Junior Glee Club of Kellogg local in Cowley county. Their numbers were appreciated and enjoyed by all of those present, as well as was Miss McCormack's numbers. This Junior glee club of Kellogg local showed by their excellent rendition of their numbers that they had been well trained. Their instruction and direction deserves much credit, as do also the 12 young folks who composed this Glee Club.

The two essays entered on "Peace and Patriotism" were read by Miss Weiler, and judged by Mrs. Gladys Edwards, Mrs. B. E. Winchester and Mr. T. B. Dunn. Miss E. E. Eklund was judged first, with Miss Eklund's essay as a close second. The consensus of opinion was that they were both so good, it was very hard to decide between the two as to which should be first, and which should be second.

The three contestants in the Four-Minute speech contests also made an enviable record and deserve much credit for their work in the preparation of their speeches. Their subject, also, was "Peace and Patriotism." With a little more practice in public speaking these young folks taking part in this contest should be able to represent the Farmers Union with credit, on almost any occasion. The Four-Minute speech ranking was as follows: 1st, Alexis Johnson, 2nd, Vincent Omer, 3rd, Zora Zimmerman, 3rd. The judges

were the same as for the essay contest.

The evening program began at 7 p.m. with a concert by the McPherson High school band. This band is one of the best, if not the best high school band in Kansas, and our farmers certainly enjoyed and appreciated the program rendered by this organization.

Since Mrs. Gladys Edwards had yielded her place on the afternoon program to Mr. Kenney, she was the first speaker on the evening program. To say that the convention appreciated her excellent address will be putting it very mildly. Many of our members expressed the opinion that this was one of the outstanding talks made during the convention. We only wish all our mothers and Juniors and even our fathers and brothers could have been present to hear this talk. She stressed mostly the necessity of Junior education and of education contrasting the achievements of peace as compared to war.

After Mrs. Edwards' speech, the Farmers Union Quartette of the McPherson county gave two excellent numbers. Following this we had a return engagement of the Osborne County Serenaders, who had given a short program during the morning session of the convention. Both these Farmers Union musical organizations were much enjoyed by all those present.







## Junior and Juvenile Department

Juniors from 16 to 21

Juveniles from 6 to 16

### THIS WEEK'S LETTER

By Aunt Patience

Dear Juniors:

I am sure you are all most anxious to know about the Junior program at the state convention, and who did this or that, and all about it. Well, you would have had to be there yourself to answer all those questions but I will try a few.

But first, I want to say that I was very, very proud of it all, and every one was so gracious and said such complimentary things about the work and I wished every Junior in Kansas could have been in McPherson. Some times I have felt very discouraged and disheartened, but now I am assured even if I do not hear from you, you have some mighty good leaders out in your communities, and you are all doing such good work.

Next year the state convention is to be in Hutchinson, and already we have had suggestions from one leader which I am sure will be carried out, and you will all be so interested and want to take part. We will try to have the Junior program when it is a little more convenient for you to be excoed from school and then I shall expect many more of you at the convention. We did not have a register for the Juniors this year, other than the regular registration, but next year we will try to have some type of identification so you can know each other as you come to the meeting. There were about 35 Juniors at the meeting this year.

There was a whole table where the displays were shown, and John Hawkins sent down her quilt, that she had at Manhattan last summer. Then there were separate quilt blocks that had been made from different groups. Quite a series of posters on live stock were from a local in Ottawa county. Some interesting free hand sketches, one on "Preparedness" and another on "The Development of the Race" showed fine talent, and I heard many comments from the adult delegates that they didn't realize the Juniors were doing such interesting things. Several collections of curios were on the table, and in one group where I noticed Hal Dobson's name was the most unique little Indian pottery jug. It was quite a prize. Quite a series of posters on live stock were from a local in Ottawa county. Some interesting free hand sketches, one on "Preparedness" and another on "The Development of the Race" showed fine talent, and I heard many comments from the adult delegates that they didn't realize the Juniors were doing such interesting things. Several collections of curios were on the table, and in one group where I noticed Hal Dobson's name was the most unique little Indian pottery jug. It was quite a prize.

One box contained the most beautiful and unusual shells. I wonder if they were all picked up from around here, or if some of them were from other places. How many of you have ever seen salt as it comes from the mines? Well, some Junior has been down in a salt mine for they had some rocks of salt.

Mrs. Dobson told of the aims and purposes of the I. O. O. F. I believe many people now have a better understanding than they did before. Perhaps next week we will print the text of her talk so you can all enjoy it.

Mary Jo Weiler, who is the State Junior leader in North Dakota spoke in the afternoon and we have copy of her talk which we will also print at some later time. Miss Weiler began in the organization as a Junior, and has been promoted until she is now the leader in that state. I hope you will all have the opportunity of meeting her and learning how Junior work is being carried on in other states. Mrs. Gladys Edwards, who is in charge of the Educational service of a group of the northern states and who was the North Dakota Junior leader until a year ago, gave a most inspiring talk. She was to speak on the elimination of the First district, as the best speaker of the Junior Creed, and we were all proud of her delivery at the convention.

Miss Martha McCormick gave two piano numbers. Preluded by I. O. O. F. inoff, and The March of the Nobles by Keats, Martha said she was transgressing on the composer, and for the occasion would call this number "The March of the Juniors." If all the Juniors in Summer country are as accomplished as Martha, we shall look forward to meeting many of them in Hutchinson.

The Junior Glee Club of Kellogg local in Cowley county gave several numbers, and I know you can hear no better music any place than was given by them. This club was made up of 14 young people, and they are interested in this work, you feel sure, for they have had to give much time and effort in practicing those numbers. Remember to call on them for a pleasant musical program in this exchange of programs the convention.

Two essays were read on "Peace and Patriotism" and the judges had

a hard time selecting which should be considered first and which second. Their final decision was that Miss Esther Eklund of Leonardville should be named first, and Miss Elvora Moos of Menlo should be second. Mrs. Edwards, in commenting on these essays said, "I have seldom heard finer papers than those two essays." These two essays will go to Washington to be placed in the files of the National Council for Prevention of War, and they will also be entered in the essay contest of the National Farmers Union competing with other essays from the Farmers Union states.

There were three entries in the Four-Minute Speech work, Miss Zora Zimmerman of Wellington, Mr. Alexis Johnson of Leonardville, and Mr. Vincent Oman of Leonardville. Here, again, the Judges had to get down to a fine point of deciding who should be considered first, and in analyzing their points, there was only one-half point difference between two of the contestants, so you know they were good. The standing was Alexis Johnson as first; Vincent Oman, as second; and Zora Zimmerman as third. Several delegates remarked, after hearing these talks, "those Juniors brought out several ideas I never had thought of before."

One man said, "to try to add anything to the Junior program we have just had would be useless."

I've tried to tell you just a few of the high-lights of the afternoon. And, while I have only been in this department for what seems a short time, I have every confidence that we are going forward and will be a gigantic force in this great Farmers Union organization in the years to come. As we build and grow, we will build with a solid foundation of sincerity, desire and understanding and soon we will have an organization and membership as never before seen in the state of Kansas. With this thought in mind, let us work to the end.

Sincerely,  
Aunt Patience.

### MESSAGE TO THE LOCAL

Armistice Day

Eighteen years ago this month the Armistice was signed, ending the strife between the nations engaged in the World War. What is an Armistice? An agreement drawn up to make settlements satisfactory to the stronger nations? That is about all it was, because the settlement made were not satisfactory to Germany. Most of her colonies were taken away from her and her richest natural resources were also taken. But the ironical tradition that armistices settle disagreements rankles in our minds. Why, if armistices were so all powerful, can they not be signed between armed conflicts in the form of satisfactory trade agreements? Does the murdering of ten million human beings have to be precipitated before we can reason clearly enough to sign an armistice? Do homes have to be broken, starvation and disease and pestilence have to stalk upon a nation before it can force its statesmen to sign an agreement to end the butchery of war? What is this mad war, this crazy fear, that seems to grip the masses, producing an inertia that makes them seem powerlessly to assert themselves to defend their rights as free citizens? Are we, as a people, so steeped in the traditional way of living that wars are or have to be just because they always have been?

Today the headlines carry insidious propaganda of other nations' conflicts—cleverly turning the people's thoughts this way and that, as the crafty press wills, so the majority think. But need this be true? Can we not realize the danger of another war—imminently near to us? Can we not visualize what another such a war would do to our civilization? Gases that blind, gases that eat the flesh off of our bones, gases that dissolve the lung tissues and let humans drown in their own blood, gases that cause tuberculosis. No gas masks have been invented which will protect against the deadly onslaughts of Lewisite, most deadly of all. Entire cities could be wiped out overnight. Modern guns and planes would make a war a living inferno.

What can we do about it? You may ask. We can protest an armament program that spends over two billion dollars in a single year for implements and agents of destruction. Less than half of this amount was appropriated for educational purposes. Is it not possible to educate a nation to live in peace? Would not this money have been much better expended for peace education than for war preparedness?

Can a nation advance progressively unless its educational system keeps abreast of all other objectives? We know that it cannot. Let's begin with our children when they are very tiny, teach them that toy guns are things to be adored. Teach them that parades and military maneuvers have

a deadly significance and tell them of the horrors that stalk in the wake of such demonstration—death grinning at the harvest soon to be, if such demonstrations become too popular. Teach them that motion pictures showing military drill are simply war propaganda to catch them unawares. Teach them that hero worship of past warriors is absurd—we could not worship one in our neighborhood who led a group who had robbed, stolen, or plundered and killed our dear ones—and war between nations is just that on a much larger scale. Let's think consistently in all things. Let's resolve that we will not fight or support another war for private profit and greed, but we will stand for peace between nations so that families may live and love in peace in the future and constructive progress may go on unhampered by suicidal periods of strife. To the Unknown Soldier, and to the millions who died unvalued and unused, we pledge ourselves to keep faith so that they shall not have died in vain.

### COURTESY OVER THE TELEPHONE IS AN ART WORTH CULTIVATING

Next to "sicking" bloodhounds on babies, declares a writer in a recent issue of the Delineator, there is nothing quite so rude as the way some ordinarily courteous people use the telephone.

To be charming over the telephone is not a difficult task, says this writer, but it is an art. It is valuable alike in social contacts and in business. Business firms have found that a brusque or bored or indifferent attitude on the part of a switchboard attendant injures the firm immeasurably.

Just "A Different Technique" "Why misuse your friends and Mr. Bell's valuable invention?" inquires the Delineator article. "Your telephone summons your doctor when you are ill, saves you steps, keeps you in touch with friends. It is a useful service in countless ways, but don't make it an instrument of torture. You can be as charming over the telephone as you are in person. Time with the moon and fifteen-dollar-an-ounce perfume to help. A different technique, perhaps, but a smooth art all the same."

The Delineator's challenge to good manners over the telephone reminds you that your telephone voice is the essence of you. It suggests that the voice should not sound bored or tired, but pleasant, as if you were welcoming a guest into your home. It frowns on chattering a mile a minute, and on chortling. It suggests that one speak clearly, quietly, distinctly, directly into the mouthpiece, with the lips about half an inch away.

The writer urges that when the telephone rings, the call be answered promptly, that instead of saying "Hello" or "Hullo" or "Yes," one should say, "Hello, this is—" for, after all, your identity is no secret. In case the call is for some absent member of the family, it is better to say "John isn't here just now. May I take the message?" rather than "John isn't here. Who's calling?"

In making calls, the writer cautions to have mercy on the person you are calling. There may be guests at the other end of the wire, or the person may be in a hurry to catch a train or have other duties to look after. Arty lines make short calls necessary.

Guessing Games Aren't Popular Not all people like to play guessing games. When a person calls someone and says "Guess who's here," he or she should be sure that the person at the other end of the line will enjoy the game. Among other points the writer criticizes are the habit of some people of smoking in public booths, the failure of some people to say a pleasant "Good-bye," the premature click of receivers, and the "wait-a-minute" habit. This latter social error occurs when a maid or secretary places a call for you and you are not on hand to talk when it is ready. It is, says the writer, like pushing a doorbell and then running around the house.

### LOVE AND HOME

It is not the size of your house that counts.

Or whether it's granite or fir, Or whether 'twas planned by an architect

Or built by a carpenter. A house is a house, and only a house. Be it placed with roof or a dome; If it is a place where true lovers live,

'Tis then we call it home. There are one-room shacks that are palaces. There are granite piles that are silt.

For only love can glorify The house, whatever its size. So if you dwell in a little cot, In city or country fair, The best of all things good is yours, If only love is there.

Some envy those who choose to live In a splendor they cannot match. But love is rich in a humble place. Though the roof above be thatch. So here's to the folks who live secure, Away from envy and strife, Who know that, apart from earthly goods, Love is the soul of life.

Mrs. James B. Nelson.

### ROCK-A-BYE-BABY

(Brought up to date)

Rock-a-bye-baby on the tree top, When you grow up you'll work on a farm.

When you get married your wife will work, too.

So that the rich will have nothing to do.

So that.....Rvoru sm

Hush-a-bye-baby on the tree top, When you grow old, your income will stop.

When you have spent the little you've saved, Hush-a-bye-baby, off to the grave.

## ::: Of Interest To Women :::

### TWENTY SPICES REQUIRED IN WELL-STOCKED KITCHEN

The first grocery order which the new home maker gives is usually a pretty good index of her ability as a housewife and as a cook. If among her staples she includes a complete set of spices the bridegroom, and maybe even the in-laws, will be convinced that meals in the new home are going to be real events.

Spices are not luxuries but essentials of cookery, and the well equipped kitchen will include black and white ground pepper for meats and sauces; whole peppers for soups and stews, whose cloves for the baked ham and stewed fruits; powdered cloves, cinnamon, nutmeg, mace, allspice and ginger for cakes, cookies and desserts.

The spice shelf should also contain stick cinnamon for puddings, and mixed spices and turmeric for pickles and relishes. Stuffing for the chicken will call for sage and thyme.

Do a mustard in a medicine chest as well as a kitchen necessity, and prepared mustard will make even the wash-day soup meat taste like more.

For salad dressings there must be paprika and cayenne, and finally there is the indispensable curry powder for giving variety to meat, fish and eggs. It is a long list, even without the seed spices to use on rolls and breads, but it presages a well-fed household.

### TEA-TIME TREATS

Tea-time suggestions that are "somewhat different" are practically the answer to the hostess' prayer. You naturally want to serve buttered or cinnamon toast and plain and fancy sandwiches—they're practically a tea-time tradition, but when it comes to the sweet, the clever housewife likes to introduced a touch of originality.

Why not surprise your afternoon guests with little individual cakes? They're not difficult to make, and add a festive aid to the simplest refreshments.

You can win yourself a reputation for smart entertaining at small cost with some of these tempting suggestions:

#### Jack Horner Cakes

1/2 cup shortening  
1 cup brown sugar, light  
2 eggs  
1 1/2 teaspoons vanilla  
1/4 teaspoon mace

Cup nuts and candied cherries.

Cream shortening and sugar until very light. Beat egg yolks and add to creamed mixture, mixing well. Add vanilla, beating in well. Fold in stiffly beaten egg whites. In well greased tin, sprinkle chopped nut meats; cover with a small amount of batter; place candied cherry in center and cover with more batter. Sprinkle top with finely chopped nut meats. Bake in a moderate oven (350 degrees F.) for 15 minutes.

#### Chocolate Tarts

3 squares bitter chocolate  
1 cup evaporated milk  
1 cup sugar  
1/2 cup flour  
1/4 cup butter  
1 cup boiling water  
2 eggs  
1 teaspoon vanilla  
Chopped nuts

Individual tart shells. Melt chocolate in milk in top of double boiler. Mix sugar, flour and salt. Add boiling water and stir into chocolate mixture, stirring frequently. Beat eggs. Add hot chocolate mixture slowly to egg mixture, stirring constantly. Turn to double boiler and cook until thick about 3 minutes. Remove from heat, add vanilla, cool and pour into baked tart shells. Sprinkle with chopped nuts.

#### New England Fruit Cookies

1 cup butter (for shortening)  
1 1/2 cups brown sugar  
3 eggs  
1 teaspoon glycerine  
1 teaspoon soda  
2 tablespoons boiling water

3/4 cup lemon juice  
1/4 teaspoon salt  
1 teaspoon cinnamon  
4 teaspoon cloves  
1-8 teaspoon mace

1 cup walnut meats, broken  
1/2 cup currants  
1/2 cup seeded and shredded raisins

Rub currants and raisins with 1/4 teaspoon of the glycerine and allow to stand at least a half hour. Sift flour, baking powder and salt together. Cut in shortening. Combine egg yolks and milk and beat slightly. Add to flour mixture to make a soft dough. Roll out one-half the dough 1/4 inch thick; cut into quarters. Fit each quarter into muffin pan and fill with fruit. Pinch edges of dough together. Repeat with remaining dough. Bake in a hot oven (425 degrees F.) for 15 minutes, then reduce heat to 375 degrees F. and continue baking for another 15 minutes.

#### SALMON SALAD

2 Cups Red Salmon  
1-4 cups chopped celery  
1 cup finely shredded cabbage  
2-3 cup sweet pickle, chopped  
2 tablespoons gelatin softened in 1-4 cup cold water

2 cups hot water  
1-2 teaspoon salt  
1 tablespoon lemon juice  
1 tablespoon vinegar

Soften the gelatin in cold water for five minutes. Add the hot water. Cool until beginning to set. Add the shredded salmon from which the bones and skin have been removed. Add the vegetables, pickles, salt, lemon juice, and vinegar. Toss lightly with fork until well mixed. Pour into individual molds and chill until firm. Serve with mayonnaise and a dash of paprika on crisp lettuce leaves.

Nature requires from 400 to 1,000 years to replace an inch of topsoil.

### FLAVOR AN IMPORTANT AID TO GOOD DIGESTION

Food scientists tell us that there are three important factors in what we eat. These are, first, the main constituents such as carbohydrates, proteins, etc., second, the vitamins, and third the tastiness or flavor. For the best nourishment all three factors should be present. The present generation of cooks is generally well schooled in the matters of food values and vitamins and chooses its menus with much greater knowledge than did our grandmothers.

In the matter of tastiness, however, grandma had a master touch that is frequently missing in our modern meals. Grandma may not have been conscious that her well-flavored dishes were stimulating the secretion of the gastric juices and helping digestion, but she knew that they tasted good and gave folks who ate them pleasure.

This is still a good piece of knowledge to apply to our daily cooking; for while food values and vitamins nourish, it is the spices, herbs and other seasonings that help us enjoy the act of nutrition.

### TOASTED SUPPER SANDWICHES

Perhaps no supper menu is more highly favored than the one of toasted sandwiches, salad and a hot beverage. No doubt the sandwiches I make most frequently might well be called the lazy woman's first choice, they are so easy to make. I toast thin slices of white, whole wheat and rye bread and spread these first with butter and then with various savory mixtures. They are open-faced toasted sandwiches, and here are the spreads most popular with members of my household:

Cheese Spread: Mix together 1 package cream cheese, 1-2 cup celery, finely cut, and 6 small pimiento-stuffed olives, chopped. Moisten with milk if you wish.

Sardine Spread: Mix together 1 small can sardines in oil, 1 dill pickle, chopped, 1 tablespoon butter, and 2 teaspoons prepared mustard. Moisten with mayonnaise if desired.

Olive Spread: Mix together 1-4 cup chopped ripe olives, 2 hard-cooked eggs, chopped, and 1-2 teaspoon salt. Moisten with mayonnaise.

Shrimp and Cucumber Spread: Drain 1 can shrimps, remove intestinal veins and break shrimps in small pieces. Moisten with 1-2 cup mayonnaise to which 1-2 cup finely chopped cucumber has been added. For variety, tuna fish or crab meat may be substituted for the shrimps, or a chopped sweet pickle used instead of the cucumber.

### BRAN GEMS

1 egg  
1 teaspoon sugar  
1 cup flour  
2 teaspoons baking powder  
1 teaspoon melted butter  
1 cup sweet milk  
2 cups bran

1-2 teaspoon salt. Beat the batter steadily for a few minutes until it bubbles. Bake in gem pans in a hot oven. These are delicious served with honey.

For a delicious dessert add to the batter a cup of chopped raisins or dates and serve with a hot liquid sauce flavored with either vanilla or lemon juice.

### RED PEPPER JAM

12 large red, sweet peppers  
1 tablespoon salt  
1 pint vinegar  
3 cups sugar

Remove the seeds from the peppers and put through a chopper, using the medium knife. Sprinkle with salt and let stand 3 or 4 hours. Drain, put in kettle, and add the vinegar and sugar. Boil gently until of consistency of jam. Pour into sterilized glasses and when cold cover with paraffin.

### COMBINATION MEAT LOAF

1-2 pounds uncooked lean meat—veal or beef  
11-2 pound fresh pork or sausage meat

1 cup dry bread crumbs  
1 teaspoon salt  
1-4 teaspoon pepper  
Strips of bacon

1-2 teaspoon powdered sage  
Grated rind 1-2 lemon  
1 tablespoon minced parsley, optional

1-2 cup chopped celery  
1 egg  
1 large can evaporated milk

Pass both meats through food chopper, add bread crumbs, seasonings and flavorings, beaten egg and 1-2 cup of the milk. Blend thoroughly, shape into thick loaf, place on greased baking pan and cover with strips of bacon. Bake in moderate oven—350-375 degrees F.—one hour, then pour over all the remaining milk blended with tomato soup and return to oven for 15 minutes longer. Serve immediately from cooking dish. Serves eight.

### GRANDMOTHER'S PUDDING

1-2 cup shortening  
1-4 cup sugar  
1-2 cup boiling water  
1-2 cup molasses

1-4 cups whole wheat flour  
2 tablespoons baking powder  
1 teaspoon ginger  
1-4 teaspoon cinnamon

1 egg. Cream the shortening and add, gradually, the sugar and molasses. Beat until mixture is light, and add the boiling water.

Mix together the whole wheat flour, the baking powder, the ginger, and cinnamon. Add to first mixture and stir in the well beaten egg.

### MOISTURE AND DRAINAGE IMPORTANT TO HOUSE PLANTS

They Also Like Full Sun, Although Many Will Survive Without It. Bathe Plants with Soft Sponge Where Practicable.



House Plants will Last for Months If Given Good Care

We are all interested in getting the most out of anything we pay for. This is especially applicable to house plants, where knowledge of their likes and dislikes, and watchful attention will prolong their lives and make them more beautiful.

One thing they all have in common is soil, and the condition of it should be known. House plants as a rule last many months, sometimes years, and for this reason a comparatively rich soil is necessary. In all cases it should be borne in mind that plants live for long periods in a mere handful of soil, and that this soil must often be fertilized and in some cases replaced.

Moisture and drainage are other important considerations. It is easy to tell when plants need water, but giving them sufficient moisture is not enough. Oftentimes the continual adding of water will cause sourness. This can be prevented by good drainage.

A position in the house where they will get the most light from the sun is usually best. South and West are to be preferred, although many plants will thrive with almost no sun at all. The aspidistra is one of these; it does not even need daily watering, but will do better with plenty of sun and moisture. There are also many fern plants of such an obliging nature.

Wetness is another important item in the care of house plants. If possible they should be bathed with water and a soft sponge. This is not always possible, but with smooth-leaved plants like the sansevieria, it can be easily accomplished. Dusting is another practice which will assist in their growth; it keeps pores from being clogged so they will be unable to breathe.

A few insects will attack house plants, such as mealy bug, red spider, scale and aphids or plant lice. If you act quickly, giving them a dose of contact spray, little inconvenience or damage will result. Diseases are rare, as plants are watched carefully by the florist, and do not come in close contact with other plants, as happens in the garden. Mildew is the most common disease, brought on by poor drainage, but it can be prevented by a dusting of sulphur will usually do away with it in short order. You can tell when so affected by the soft spots in stems and leaves.

### PICKLED CAULIFLOWER

Cut cauliflower bunches apart. Spread individual clusters on a plate, sprinkle generously with salt and let stand 24 hours. Drain out all the water. Place cauliflower in jars, cover with boiling salt water, using 1 teaspoon salt to 1 quart water, and let stand overnight. Drain in sieve, pack into glass jars and fill with vinegar to which 1-2 cup mustard has been added to the gallon. Seal with close fitting covers. Let stand three weeks before using.

### FASHION FAVORITES

8837. A Grand Frock  
Designed in Sizes 14, 16, 18, and 20; 32, 34, 38, 40 and 42. Size 16 requires 5 1-2 yards of 39 inch material. Price 15 cents.

8653. Dress for Wee Maids.  
Designed in Sizes: 1, 2, 3, 4 and 5 years. Size 3 requires 1 7-8 yard of 32 inch fabric with 1-4 yard contrasting for ang sleeves and 1-5 8 yard for short sleeves. Price 15c.

Send orders to  
Kansas Union Farmer  
Box 48  
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### SCARLET FEVER IS INCREASING

It is characteristic of scarlet fever that there is a decided increase in the number of cases from October to the hot weather months, every year. The situation which faces us this fall is more serious than it has been for several years, due to the unusually high incidence of this dread disease.

The State Board of Health urges parents to give serious consideration to the fact that during the first six months of 1936 there were 62 deaths from scarlet fever, whereas the death toll for the whole year of 1935 was 51. For the week ending October 10, 1936, more than twice as many cases were reported over the state as there were in the week just preceding.

In order that the dangers of this disease may be realized, it must be known that the 3,678 cases in 1934 resulted not only in 51 deaths, but left many non-fatal cases suffering from after-effects which frequently follow scarlet fever—damages to ears, heart or kidneys. Mild cases are frequently more dangerous than the more severe form, as they may be followed by serious complications, and may give to persons exposed, the more virulent form of the disease.

The onset of scarlet fever is marked by fever, sore throat, and a general scarlet rash. The "strawberry" tongue is usually one of the early symptoms. The last stages ordinarily involve a prolonged scaling of the skin, although it is not present in all cases. Children between the ages of 5 and 10 are most susceptible to the disease—and deaths are most frequent in this age group. Germs are scattered by talking, coughing, sneezing and having objects with which others come in contact, thus transferring the germs from the hands to the nose and mouth.



# "One of the Best, If not the Best" is Description of Annual F. U. Convention

(Continued from Page One)

nomination of officers and directors to the national convention, and the 1937 convention city. All the old state officers including the directors were renominated, with no contests for any position. There were several nominations for delegates to the national convention, and only one city was suggested, Hutchinson, for the next state convention meeting place.

Mr. J. C. Gregory, President of the Farmers Union Jobbing Association, and others of their official family, made their reports together with a short financial statement by Auditor T. B. Dunn. The Jobbing Association are adding new lines of merchandise and are ever watchful to be of service to the membership of the Union.

Mr. Rex Lear, state manager for the Farmers Union Life Insurance Company of Des Moines, Iowa, was called upon to report on the progress of that organization in Kansas. Mr. Lear introduced Mr. Crocker, who is supervisor of agents from the home office. Mr. Crocker gave a report of the life insurance work. Among other things, he stressed the fact that this company invests all their income, above expenses in the state from which it originates, so that whatever the Farmers Union Life Insurance policy holders of Kansas contribute towards the reserves of the Life Insurance company, is loaned back to the farmers of Kansas. Mr. Lear also gave a few facts, and made some timely remarks.

Mr. Peter F. Peterson, President of the Farmers Union Creamery and Produce Association made a short report for that organization. Among other things, he stated that with the support from our membership which the Creamery company merits, in another year he believes they will show a nice profit on operations and a substantial increase in their volume of business.

At the close of the forenoon session, members who had joined the Farmers Union during the current year were asked to stand up. Two members rose to their feet, and Mrs. F. B. Roots of Nemaha county announced that three members of their delegation who were not at that time in the convention hall had also joined the Farmers Union during the present year.

By previous announcement, Conductor San Romani, of the McPherson High School Band had invited the high school and grade school pupils to the auditorium at 1 o'clock to listen to a short lecture by his nephew, Archie San Romani who represented the United States in the recent Olympic games at Berlin in the mile race. Many of our members also took in that part of the program.

After the young folks vacated the auditorium, the music department of McPherson college rendered an excellent program.

The feature of the afternoon program was an address by Mr. James C. Norgaard, Manager of the Farmers Union Creameries of Nebraska. The title of his address was "My Impressions of Cooperative Europe." We were only sorry that Jimmie Norgaard did not have time to talk for an hour or longer, as all of those present were very much interested and paid close attention to everything which he had to say. In this week's issue of the paper we are publishing a part of his remarks on Russia, which will be continued in next week's paper. We commend this article to our readers for their careful study.

After Mr. Norgaard's talk, the Resolution Committee made their report. Although the resolutions provoked lively debate, it was all good natured, and constructive with the result that the convention adopted a forward looking set of resolutions.

The next report was that of the Legislative Committee. This also was energetically debated and discussed by many of those present. The thing that stood out in the discussions of the reports was the fact that each and every speaker seemed to be earnestly striving to make the report represent the collective decision of the members of the Farmers Union.

At this time A. M. Kinney introduced a resolution that the convention send telegrams of Greeting and Best Wishes to Mr. John Tommer, and Mr. Bob Lieurance. Mr. Tommer, our state conductor, had his hand mangled in a sorghum mill so was compelled to remain at home. Mr. Lieurance has been in a Kansas City hospital for several months. He is well known over the state through his work with the Farmers Union Live Stock Commission Company in Kansas City.

The Constitution and By-Laws committee ran into a barrage of opposition with their revolutionary suggestions for by-laws amendments. As a result, only three of their suggestions were adopted. These will be referred to the membership for their ratification in the very near future. As the discussion on the report of the Constitution and By-Laws committee was not completed until about 6:15, it was necessary to postpone the report of the Good of the Order committee until the next day.

The evening program was opened with music by the Blue Dozen of Bethany College. A very superior musical organization of Bethany College of Lindsborg.

The feature of the evening's program were addresses by President Tom Cheek of the Oklahoma Farmers Union, and President E. H. Everson of the National Farmers Union. Both of these nationally known farm leaders made strong appeals for the building up of our collective power, both in business and in legislative lines. The summary of their talks will be given in later issues of the paper.

National Secretary E. E. Kennedy, who had unexpectedly arrived during the afternoon, was then called upon to make a few remarks and close the evening program. I am sure those attending the convention were glad that Mr. Kennedy did not have more time to give a longer address, but he certainly made good use of the time allotted to him. A portion of his talk will also be given in a later issue of the paper.

Friday morning was election, with the polls open at 8 o'clock. Through some misunderstanding Monroe Union store did not have their musicians ready so Mr. Sargent, the song leader, and his able assistant at the piano, led the convention in group singing.

After the invocation by Rev. R. E. Zook, and final report of the Credentials Committee, the different state wide business organizations brought accounts of their work, to the convention.

First was the Farmers Union Live Stock Commission Company of which Mr. George W. Hobbs is the general manager. Mr. Hobbs stated that while the Farmers Union Live Stock Commission Company may not show much profit at the end of this year, they have been instrumental in helping the farmers of Kansas in getting better prices for their live stock on all the terminals in which they operate, namely; Kansas City, Wichita and Parsons. He stated that the Company was reducing expenses as much as possible consistent with efficient handling of the consignments.

Mr. T. B. Dunn, secretary-manager of the Farmers Union Auditing Association made his report next. Among other things Mr. Dunn reported that the Auditing Association, ever since he became its Secretary-Manager, has never been in the red. Also, that it has built up a substantial surplus to take care of possible losses in revenue, if present depressed conditions should continue. The Auditing Association certainly merits the full support of all business organizations, and no Farmers Union business organization should feel that it has properly closed the year's business without an audit by the Farmers Union Auditing Association.

Mr. M. R. Miller, secretary of the Missouri Farmers Union was introduced and gave the convention a short constructive talk along sound Farmers Union lines. A summary of the talk will be published later.

Mr. J. M. Beckman, state president of the Ladies Auxiliary presented the officers and delegates of the Ladies Auxiliary. Each of the delegates and officers made a short talk on the purposes and aims of this organization. It is the ladies auxiliary of the Farm Bureau which helps keep and build up the Bureau, and we hope our Farmers Union ladies will build up this branch of the Farmers Union activities consistent with its importance, in furthering the interests of the farmer.

Mr. G. W. Busby, president of the Farmers Union Mutual Insurance Company gave a short resume of the work of the Insurance Company and their plans for the future. In all their years of operation, every loss reported to the Company has been paid in full.

Mr. G. E. Critz, state manager of the Farmers Union Royalty Company made a short talk on the progress of the Royalty Company. In as much as time was short, and other business pressing, Mr. Critz' remarks will be published in an early issue of the Kansas Union Farmer.

Mr. James W. Anderson, chairman of the Committee on Good of the Order was called upon to give the report of that committee. He read his report which was the only committee report adopted as a whole.

The Credentials and Elections committee which Mr. Carl E. Clark was chairman brought in a report of the election. All the officers having

been unopposed, were elected unanimously. The vote for delegates to the national convention was as follows:

M. L. Beckman, 64  
Neil Dulaney, 57  
Ray Henry, 67  
C. C. Gerstenberger, 70.

As many of those present held that the resolution passed by the convention to not elect a secretary was unconstitutional, several of the delegates, in voting, wrote in the name of Miss Pauline Cowger for state secretary, and by the adoption of the final report of the credentials committee her election was ratified.

Mr. Gregory of Cro. ly county, Colorado spoke to the convention for a while on the sale of seed by the farmers of Kansas, direct to the farmers of Kansas. The Kansas Farmers Union state board decided to consider this matter of seed purchase at their board session, later in the day.

Mr. T. R. Wells was Master of Ceremony, at the installation of officers and acquitted himself in a very capable manner. Brother Wells established a precedent in this installation of officers because he conducted the entire installation without the use of the ritual. His work as installing officer certainly could not be improved upon by any installing officer any place. At 12:00 noon, the convention was adjourned with the general verdict that it was well a square deal and expense and that the enthusiasm generated at the convention, if carried back to the locals in Kansas will be sufficient to build up our membership to double its present number by next year, and increase our importance and prestige in the state many times because of the amount of information and the better understanding of our farm problems which the delegates had gained at this convention.

Problems and History of Cooperatives Discussed at Managerial Annual Meeting

(Continued from Page One)

meet the consumers cooperatives in the market places, and bargain with them so we can have a square deal and eliminate, as much as possible, these middle men's profits. We must build the producers into strong organizations. Build our own local cooperatives stronger. Have good financial reserves. Do not distribute all our savings in dividends. Pay out a part of those savings, but keep some as a reserve.

Stick to your own cooperative business associations, build them, that is the first thing needed to be done. The old line fellows are not working for you. They are only in business because you and I do not do what we should in building up our organizations to take care of our own business. We should be one for all, and all for one. You know in Union there is strength. We do not realize how much power we have. The Farmers Union state organization is ready to help you build up your membership, your cooperative business, and everything else that a general farm organization can do. Individually we are nothing, but collectively we are a power. Let us use that power."

Mr. T. B. Dunn, secretary-manager of the Farmers Union Auditing Assn spoke on the Social Security Law going into effect and of how it affected the Business Associations. Some of his statements are:

"I want you to know the statements I make here are not from a political standpoint, but are facts, and what you will have to set aside in your businesses, and pay. You are going to have to meet the tax, from

now on. Your job is not what you have to pay, but how you are going to meet it. And you either have to set aside and pay these sums, or go out of business, there is no arguing about it.

Beginning January 11, 1936, for every firm having 8 employees or over, 1 per cent of the employees' salary must be set aside and at the end of the year you will get, with your notice of income tax a statement telling you how to pay this tax. You pay 1 per cent in 1936, 2 per cent in 1937 and 3 per cent in 1938. That 3 per cent on your pay roll goes on for all time. That is what the employer has to pay.

Then beginning January, 1937 you deduct from every employees' pay-check, whether you have one employee or a dozen, 1 per cent of his salary. This is the old age pension part. For every 1 per cent you deduct from the employees' salary, you pay 1 per cent which makes 2 per cent. Every 3 years it raises 1 per cent and you pay another 1 per cent to match that deduction until it equals 3 per cent. If only one person is employee you have to deduct and you have to add the same amount from your bank account.

"Much interest was shown by the delegates, and when Mr. Dunn had finished his talk he said he would try to answer any questions and a number were asked.

Mr. George Bicknell, who has charge of the Farmers Union Jobbing Association Oil department explained briefly the ambitions of that department.

"When we started out, we didn't have much to begin with, but the requests from different groups over the state. We have tried to build a good foundation in our oil operations and it is our anticipation to go on building up a good business. We have good prospects, and have received nice cooperation up to this time. We feel that the Farmers Union organizations have their own oil company now, we have given them the privilege of purchasing through their own organization.

We do not try to dictate the policy of your organization but we should like to have you buy your products through us. Our products are 100 per cent quality, and we can give you the best of service. We have products of unquestionable worth. The prices are in line at all times. We do not think you can, overlook what we have to offer.

If there is any manager or director here who is anticipating going into this business we will be glad to discuss the different problems you are confronted with. We may be able to give you some suggestions that will save you grief later on. What we know may help you over some knotty problems. Let us know if we can help you. Everything we make in the way of profits will come back to you in cash dividends.

Mr. David Train, manager of the Farmers Union elevator at Lindsborg, Kansas, spoke on Cooperative marketing after the product leaves the local elevator." Mr. Train pointed out that cooperative marketing should be from the local people to the elevator in their home town, on to the terminal, and on to the line. It called for full cooperation on the part of every member. He advocated getting down to Farmers Union principles in the conduct of our business associations, and our dealings with one another. Our constitution calls for equity, to establish one as an individual to have an equal chance with

his fellowman. We must have a vision of the future and work to that end. The Farmers Union is the best organization to get what the farmer wants.

MORSE SALISBURY IS RADIO SPOKESMAN FOR U. S. DEPT. OF AGRICULTURE

As radio spokesman for the United States Department of Agriculture Morse Salisbury is one man in radio who has a message for the farmers of the nation almost every day. The information Salisbury, who for eight years has been chief of radio service for the department of Agriculture, conveys to the National Farm and Home Hour audience runs as wide a range as the activities of the Department and its affiliated agencies.

Reviews of governmental research work to improve different farm practices, progress reports on agricultural adjustment activities, quotations of prices and data on supplies of farm products, forecasts of weather conditions, or perhaps a suggestion on how to preserve strawberries are all in a day's work for this veteran farm radio reporter.

Graduate of Kansas State College, newspaper editor, and journalism teacher at both his alma mater and the University of Wisconsin, Salisbury is considered an authority on educational broadcasting. He is the author of a number of papers on administration of educational broadcasting published in the proceedings of the Institute for Education by Radio, and of sundry contributions on agricultural and other educational broadcasting to farm and general magazines.

Salisbury believes the effects of radio broadcasting upon farmers as members of society probably differ in degree, but not in kind, from the social effects of radio on members of other culture and occupational groups in the United States. His long experience in agricultural broadcasting leads him to the conclusion that farmers have a preference for quality presentations, and that they plan their listening more seriously than do city folk.

The Farm and Home Hour is heard each week day at 11:30 a. m., CST. (12:30 p. m., EST) over the NBC-Blue network.

FACTS ABOUT THE TELEPHONE

Commercial telephone service between Belgium and Soviet Russia was inaugurated recently.

If Alexander Graham Bell, inventor of the telephone, were alive today, he would be in his ninetieth year.

More than one-third of Bell Telephone System employees own stock in the American Telephone and Telegraph Company.

The first successful demonstration of Bell System radio telephony took place in 1915, when speech was transmitted from Montauk Point, Long Island, to Wilmington, Del., a distance of 250 miles.

Plans have been completed for extensive development of the telephone service throughout Manchukuo. One of the projects contemplated is the construction of a telephone exchange at Dairen, while another exchange with a capacity of 1,000 lines, will be built at Changchun.

The average hen in the flocks of the United States produces 80 eggs a year. There are flocks of well-bred birds that produce over 200 eggs per bird per year.

ized more than 90 per cent of the federal funds available to them for vocational education. In recent years they have utilized over 95 per cent of such funds, and all the while overmatched the federal allotments out of their own revenue.

DAIRY RATIONS

If plenty of alfalfa hay is not available this year, some other high protein feed must be used. A good ration would be 1 part corn, 1 part bran, 2 parts cottonseed meal or Linseed meal. Another satisfactory ration would be 1 part corn, 2 parts oats, 2 parts bran, and 3 parts cottonseed meal. The protein content of the grain mixture must be increased if alfalfa is not available.

The Office of Education points out that under the Federal Vocational Act, states were required only to match federal money, dollar for dollar.

The reports also show that funds for vocational education in trade and industry were matched by the states in the proportion of \$2.99 for every dollar of federal funds, and for home economics education the states and local communities expend \$2.68 for every dollar of federal money.

A surprising fact disclosed in the reports is that during the four years preceding 1935, when education was in the throes of a crisis, vocational education funds were matched in the proportion of \$3.06, \$2.90, \$2.97, and \$3.03 of state and local money for every dollar of federal money.

Since the inauguration of federal aid for vocational education in 1917, with the exception of the first two or three years, the states have utilized

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Abortion Vaccine—For lasting or long time protection.

Money back guarantee, per dose ..... 53c

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Pinkeye Bacterin, For prevention and treatment, 100 dose lots, per dose ..... 74c

Mastitis Bacterin (gargol), 10 doses ..... 1.00

Calf Scours Bacterin, 10 doses ..... 1.00

Branding Fluid—1 lb. can, (for approximately 100 head), used with cold iron ..... 1.00

Branding Iron, 3 inch bronze letter ..... 1.00

Special brands \$3.00 each.

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Two Needles, 25x, supplied with each syringe, free. Extra needles, 3 for ..... .50

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Dreosol Dip Disinfectant, per gallon ..... 1.00

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Just so we vote for our best interests if we elect to place our farm property insurance in the good old FARMERS UNION MUTUAL INSURANCE COMPANY.

Because the Farmers Union Mutual Insurance company has always paid its losses in full and made prompt and fair adjustments. Because its premium rates are as low as is consistent with sound insurance practice. Because its service is efficient, economical and friendly. You Mr. Farmer should go and see your local agent and get full coverage in your own company on all your property, now before it is too late.

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Below is a Price List of Local Supplies, printed for the convenience of all Local and County Secretaries in the Kansas Farmers Union.

Cash must accompany order. This is necessary to save expense in postage and mailing.

Application Cards, 20 for 5c  
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Farmers Union Button.....25c  
F. U. Song Leaflets, dozen 10c  
Farmers Union Song Book 20c  
Business Manual ..... 5c  
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Book of Poems, (Kinney).....25c  
Above, lots of 10 or more 20c  
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