

THE KANSAS UNION FARMER

Organization

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Education

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Co-operation



NUMBER 16

SALINA, KANSAS, THURSDAY, NOVEMBER 4, 1937

## **32nd ANNUAL CONVENTION** OF THE FARMERS UNION

Managers Meeting Tuesday Afternoon Followed by Banquet. John Vesecky Succeeds Himself as President

tion of the Kansas Farmers Union is full in this issue and recommend its now history. Although the attend- careful reading to our members. ance was somewhat smaller than at the last convention the percentage of the delegates who attended all meetings was better than usual. The vis-itors too were all very prompt in membership for 25 years or longer. itors too were all very prompt in coming to the meetings and stayed until the adjournment even if it took determination to push ahead regarduntil nearly 12 o'clock midnight as it did on Thursday evening. The general opinion was that this was one for the good of Agriculture, who had of the most earnest and attentive withstood all the trial and opposition crowds we have ever had, and that with which they had met and are the program was also one of the best as to quality and variety in recent their stand for human rights and years.

The Managers meeting on Tuesday afternoon and the banquet at night was much enjoyed by both the man-salute these veterans who attended agers and the visitors, especially the talk in the afternoon by Glen Talbott, President of the North Dakota the convention and received the medal of honor, and also the many more whost, President of the North Dakota the convention and received the medal of honor, and also the many more whost the convention and received the medal of honor, and also the many more whost the convention and received the medal of honor, and also the many more whost the convention and received the medal of honor, and also the many more whost the convention and received the medal of honor, and also the many more whost the convention and received the medal of honor, and also the many more whost the convention and received the medal of honor, and also the many more whost the convention and received the medal of honor, and also the many more whost the convention and received the medal of honor, and also the many more whost the convention and received the medal of honor, and also the many more whost the convention and received the medal of honor, and also the many more whost the convention and received the medal of honor, and also the many more whost the convention and received the medal of honor and received the medal of h Farmers Union, and the talks in the evening by E. K. Dean, Manager of their decoration. The following rethe Crawford County Farmers Union ceived the medals at the convention. business and by James O'Hara, vice president of the Managerial Ass'n. and manager of the Parsons Farmers Union Cooperative Ass'n. The contest as to who was the oldest, and the youngest manager and who had served as manager the longest etc. and the prizes, accompanied by the witty sayings were appreciated by both the recipients and by the banquetors.

Wednesday morning the meeting was entertained by the Osborne County Farmers Union Orchestra, with an abundance of fine music. After the singing of "America" by the audience and invocation by Rev. Claude Miller of the First Christian Church of Hutchinson. Mr. Claude E. Chal-fant, President of the Hutchinson Chamber of Commerce, welcomed the delegates and visitors to the city. Brother C. C. Gerstenberger substituted for Ruben Peterson in response to the address of welcome. After the appointment of the Credential committee and a report of the order of business committee Brother T. R. Wells of Chase county with the assistance of Neil Dulaney, conducted a beautiful memorial service for the Union members who had passed away during the year. Ted Belden of the Jobbing Ass'n. and G. E. Creitz, manager of the Royalty company, sang a very appropriate duet.

The following committees were appointed: The Order of Business and Credential committees being appointed in the forenoon and the rest in the afternoon. Credentials and Elections Com-

mittee Carl E. Clark-McPherson County. Otto Hack-Douglas county. C. E. Dewitt-Allen county. Order of Business and Rules Com-

mittee C. C. Gerstenberger — Douglass county.

Francis Kelley-Anderson county. Walter Brennan-Wabaunsee coun-

Memorial Service T. R. Wells-Chase county. Resolution and Legislative Committee W. B. Romeiser-Rush county. C. L. Ikenberry-Gove county. Frank G. Erbert-Ellis county. H. E. Kline-Ellsworth county. Gust Larson-Riley county. Blaine O'Connor—Stafford county.
A. M. Hanson—McPherson county. Joe Erwin-Sumner county. Ivan J. Scott-Cowley county. Clyde Coffman-Osage county. Irtus Ward-Stafford county. Cooperative Business Committee Ernest K. Dean-Crawford county. C. Schewe-Wabaunsee county. A. C. Schewe—Wabaunsee cou M. L. Beckman—Clay county.

Chester Chapman-Ellsworth coun-G. H. Barbour-Washington coun-

Constitution and By-laws Committee T. R. Wells-Chase county. John Huber-Sheridan county. James W. Anderson - Douglas

county.
Neil Dulaney—Cowley county. C. W. Kimerer-Mitchell county. Organization Committee George Bicknell-Osborne county. V. J. Bosh-Marion county. H. A. Watters-Marshall county. Pete Heidecker-Miami county.

H. A. Veail—Sumner county.
A. J. Wempe—Marshall county. Ray Henry-Stafford county. Of major importance on the afternoon program were the reports of the Farmers Union Jobbing Ass'n. and the Farmers Union Livestock Commission by their managers and directors. The Jobbing Association had a fine report on this year's business and especially on the reestab-lished Grain department which has been in operation again this year. They have had the best year in their business existence Manager Witham reported. While the Livestock Commission, due to an acute shortage of livestock, cannot show profits this boosters and yours truly have can-

Commission could not attend the con-

read a fine address on livestock mar-

The Thirty Second Annual Conven- | vention we are printing his report in

The high light of the afternoon still now as strong and fearless in were when they joined the Union 25 or more years ago. We are proud to salute these veterans who attended of our citiznes homeless as did the the convention and received the med- floods of the Ohio and Mississippi to attend the convention and receive

P. J. Meyers, Claflin. Alois Birzer, Claflin. John Erbert, Ellis. Nick J. Pfannenstiel, Munjor. A. C. Hoskinson, Zenith. Anton Peterson, Greenleaf. Louis Schuckman, La Crosse. H. A. Watters, Blue Rapids. A. R. Robinson, Centralia. L. W. Werth, La Crosse.

Leo Barnhill, Hunter. John Frost, Blue Rapids. C. B. Thowe, Alma. John Scheel, Emporia. John Huber, Selden, H. E. Witham, Beloit. A. J. Wempe, Frankfort. C. C. Kimerer, Hunter. N. A. Bossing, Covert Lewis Wagner, Hunter.

C. L. Hance, Stockton. F. J. Kriley, Stockton. G. Gustafson, Galva. A. D. Rice, Delphos. A. W. Hawkinson, Galva H. Ulrich, Baldwin. V. J. Bosh, Marion.

George Blackwood, Miltonvale. Chas. E. Kaiser, Miltonvale. Felix Coupal, Miltonvale. J. C. Gregory, Osborne. J. A. Frazier, Portis. Henry Neuschafer, Lorraine. Louis Katzenmeier, Ellsworth. Albert Roseberg, McPherson.

Albert L. Larson, Marquette.

Lane Staalduine, Portis. The evening program consisted of music by the Hutchinson High School orchestra and addresses by Dr. M. Shadid of Elk City, Oklahoma on cooperative hospitals and medicine and by ex-Governor Clyde M. Reed. editor of the Parsons Sun, on Farm onditions and their economic causes. Or. Kingsley Roberts of the bureau f cooperative medicine of New York City, made a short talk on group medical care and cooperative hospitalization. All the talks were much appreciated by those present and will be carried, in summary, in an early issue of the Kansas Union Farmer.

## Vice President Frost's Report

To the Hutchinson Convention Of The Kansas Farmers Union, Oct.

It is and has been the custom for the Vice President to sit in at the meetings of the State Board of Directors, and I have met with them five times in the last year, having a voice, but no vote in their delibera-

Three times I have officially attended conferences as a representative of the Kansas Farmers Union. At the Kansas City meeting of the Managerial association last spring I ex..plained and advocated a group membership plan. Also I appeared at a hearing of the Interstate Commerce commission at Kansas City last summer affecting truck regulations. I attended the Mid-West Farmers Union conference at Omaha September -7th to formulate a farm

program. Five times I have spoken before ounty Farmers Unions. A large number of articles have been written unofficially for our

Kansas Union Farmer. Twenty one days have been spent in membership drives, in the following counties: Rush, Rooks, McPher-

son, Crawford, and Washington coun-The plan in the membership drives has been to present the Farmers Union program at an evening meeting to which all farm families of the neighborhood have been most cordially invited. Then all the next tors were members of that commitday two or more local Farmers Union tee and are coming right out to the then on gaining the 5 cents better year, their service to their customers vassed for members and dues for the was no less valuable than that of the Farmers Union. Then in the eve-Jobbing Association. Manager Hobbs ning I would go to another local and repeat the program. In Rush and keting which will appear in our col- Washington counties five meetings,

(continued on page 2)

## A Year of Red Convention Cross Service



The Red Cross has given help to the victims of more than 100 disasters each twelvemonth for the past several years, but never before has a cataclysm of nature made so many

Rivers, last January. In this disaster the Red Cross gave relief to more than a million persons and, after the water receded, helped thousands upon thousands of families to rebuild and repair their damaged homes and to replace necessary household furnishings lost or ruined in the flood.

The American people quickly contributed a \$25,000,000 flood relief fund to the Red Cross for the benefit of flood affected families. But, great as was the fund, it was entirely exhausted in meeting the urgent needs of the disaster stricken families. Not one single penny of this flood relief fund was or could be used to support the year around Red Cross programs of public health nursing, assistance to veterans and service men, first aid and water life saving, highway first aid, civilian relief, producing books in Braille for the blind, Junior Red Cross, etc. To maintain the organization in a strong and vigorous condition, ready to act in future emergencies, the Red Cross stead of another. is dependent upon the enrollment of several million citizens in the coming

Roll Call. In addition to the help given in disasters, Red Cross services to the public the last year included: More than 1,000,000 visits made to

persons ill in their homes by Red Cross public health nurses. These same nurses also tanght Home Hygiene and Care of the Sick to 35,000 women and girls. Instruction in First Aid was given to 256,000 persons.

Life Saving was taught to 80,000 persons and several hundred thousands boys and girls learned to swim in Beginners and Swimmers classes given at beaches and pools by Red Cross trained instructors

More than 1,900 Highway Emergency First Aid stations are now in operation on major routes of automotive travel throughout the country and plans have been formulated for an additional 3.200.

Stimulated by the Red Cross Home and Farm Accident Prevention program, 7,000,000 homes and farms vere self-checked for accident hazards. Red Cross Chapters gave material assistance to needy families in 725 communities. This work is carried on chiefly in counties which have no family welfare agencies.

The Junior Red Cross enrolled 8, 000,000 school boys and girls to take part in its programs of community service.

Service to disabled veterans, their service continued.

Thousands of volunteers made garments for families in need and produced books in Braille for the blind. Every local Red Cross program of each of the 12,000 Chapters and Branches, located in practically every county in the Nation, receives its funds from Roll Call, as does the national work of the organization. You can have a share in all Red

TESTIMONY OF W. H. PIERSON

November 11th to 25th.

President Of Pottawatomie County Farmers Union Before The Senate Sub Committee, October 23, 1937.

Mr. Chairman, Senators Frazier and Pope: My name is Walter H. Pierson,

I was born and raised on a farm and have been farming all my life. When I recall that it was our Senate Agricultural Committee in (1933 at the special session of Congress who recommended unanimously, I believe, does not involve effective service by the Simpson-Norris Cost of Production Amendment, and the Senate as a wt. in higher price amounts to \$8.25 year. Yet we dare to do it! While a whole voted 47 to 41 for this amendment and, as you three Sena- \$11 on a car of cattle. Yet attention so rapidly next year and thus enable farmers and asking us to express ourselves on farm legislation, it looks very encouraging to we farm-

We held a county meeting on October 8, and I was chosen to be presumns either in this issue or next.

As Manager Schwab of the St.

Joseph Farmers Union Livestock

As Manager Schwab of the St.

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As Manager Schwab of the St.

Washington countries live meetings, tober 8, and 1 was chosen to be presented to be presented by the school of the St.

Crawford country seven meetings tober 8, and 1 was chosen to be presented by the school of the St.

Crawford country seven meetings that anything less than cost of production will not be (continued on page 4)

# Address by G. W. Hobbs

# Commission Co.

Once more we are assemblied in convention to exchange ideas and views and to discuss our mutual problem together. It has been my privilege to have attended seventern annual convention of the Kansas Farmers Union, prior to this one, and I feel free to state that each has been more interesting to me than the one previous.

This is the first time I have ever prepared an address for a convention but there were so many interesting subjects to be covered that I did not want to miss any of them, and so, prepared it accordingly. Some of the facts and figures in this address were furnished by R. C. Ashby of the University of Illinois.

One of the disadvantages of living today, at least on the business side, s that life moves so fast it is difficult to keep up. As a result farm business is too often operated on the basis of conditions existing yester-day, instead of in line with modifications that are in operation today or which indicate operation tomorrow.

A major problem with Livestock producers is to keep accurately informed about important changes that are taking place in the marketing field as well as regarding powerful nfluences that are constantly seekng to modify marketing methods. If they are so informed few stock-men will knowingly support selling practices that definitely weaken thei bargaining power.

Since nearly every situation affords a choice between courses of action, the number of alternatives in livestock marketing that might be enumerated is very large. It is the purpose of this discussion to mencontinue these fine service programs tion a few which seems to be of basthroughout the coming year and to ic importance and to consider some

> Of the many alternatives which might properly be mentioned, only eight are included in this discussion. I. Individual viewpoint or indus-

try viewpoint. II. Lower marketing costs or more effective selling. III. Sell livestock or pass title.

IV. Open competitive markets or local noncompetitive markets. V. Use the nearest market or go to the best market. VI. Organized selling or disorgan-

ized selling. VII. Organized selling or packer VIII. Meat exports or Meat im

ports. No. I. The attitude or point of view of the individual naturally determines the nature of his actions. The narrow and selfish individual considers only himself. Often his first consideration in selling is just to get more than his neighbor gets; even though the result is that both take less than they should receive.

What happens when the individual viewpoint dominates the marketing practice of a community or of a region is exemplified by the following excerpt from a statement, by a prominent professor of animal husbandry, in an important state. He said: "the marketing situation—as it pertains to meat animals is in a rather deplorable situation. Men approach their markets here—with the idea Service to disabled veterans, their that driving a smart bargain was dependents, and men now in active for their own benefit and the devil take the rest so far as other producers are concerned. The result is th t they are underselling each other cheating themselves from the point of view of the bargaining position and in many ways inviting disaster when it comes to the sale of meat

animals." That is a sorry comment on the at their own marketing problems. Its Cross work by enrolling as a mem-ber during the Roll Call, held from state. Only as producers look at proapplicability is not limited to one blems from the standpoint of the industry, as well as from their individual viewpoint, will improvement come in the livestock marketing field.

No. II. Lower marketing costs or more efective selling is an old ac-quaintance, at least the first part for it has been harped on continuously. Yet the second part is more important than the first, though it has received much less attention. Public attention has centered on mar-County President of Pottawatomie keting cost when such attention would better have been concentrated or better have been concentrated on more effective selling; on expense when it should have centered on in-

A saving of \$2 per car in selling expense is worth while provided it sales agencies. But only 5 cents per has centered on saving the \$2 rather

Moreover, really effective sales agencies, where fully supported by proportion of grain shipped by our producers, can often gain more than cents in price. Here is a case in since, the hog market appeared un-

## Full Speed Ahead in 1938

idea, but first we must chart our vices. affiliated with Kansas Farmer Union and the different departments of the State Organization have done just Manager Livestock that. In each case the plans which have been made are practical. They have been made are practical. They are plans which can be followed through to achievement if we all remember that we are not passengers on a pleasure voyage, but members of the "crew" with work to do!

Another Farmers Union Convention has now become history. Enthusiastic and friendly from its opening moments, it quickly became evident that this 32nd Annual Convention of the Kansas Division of the Farmers Educational and Cooperative Union of America was to be one of the most successful ever held. Your presence here and your close, considerate attention at all sessions has been keenly appreciated.

While we are still refreshed by our short vacation from routine duties; while the inspiring addresses remain vivid in our minds and hearts; while we are still buoyant from our contact with "kindred spirits"; let's go home and get to work. Use the ideas that have been presented here at the Convention to help you individ-ually and in your local activities, and then ask yourself how you can best serve to aid the State Organization and the various Farmers Union Business Associations in making their plans for 1938 become actualities. Only you can answer that question-only you can fill the place that is particularly your own.

Farmers Union Mutual Insurance Co. Delegates to the convention and all Farmers Union members: We wish to express our apprecia-

tion for your loyal support. We assure you that in the future, as in the past, will spare no efforts to render safe and economical Insurance Service. While a great many of the farmer

organized mutual Insurance Companes of Kansas have pressed into commercial business and others are moving to that trend, we are satisfied to insure the farmer's property and meet 1 needs in the line of insurance. We do not want to get into city business except in as much as it is necessary to protect the inter-

may have city property. Our chief interests are, and will remain in insuring rural risks. Although at present we do not insure automobiles in the Farmers Union Mutual Insurance Comapny, we have facilities through which we can take care of your automobile insurance. We are, however, considering auto insurance, and may, in the future, establish such a depart-

Farmers Union Jobbing Association

ment of our own.

MERCHANDISE: We are using two different colimns for the two departments of The Farmers Union Jobbing Association. However, the two departments are but the two halves that make the whole. Any plans made for future activities are shared by both departments and carried out by both

departments. To attempt to set a definite goal for a buying agency of farm supplies having a membership of more than 300 cooperative associations, owned by something like 35,000 producers, is like trying to figure out the

needs of an entire city. But we can and do say this, let's increase our business-and you well konw that it is Our Business, so that during this coming year we handle at least:

1000 cars of coal 10,000 barrels of flour 35,000 tons of feed 3,000,000 pounds of Binder Twine 5,000 gallons of paint 3,000,000 gallons of gas 100,000 gallons of oil 100,000 pounds of grease \$125,000 worth of miscellaneous

While this conservative aim is but a scratch on the surface of the posstitude of livestock producers toward | ibilities of a farm supply buying organization patronized by ALL of the Kansas Farmers Union local business associations, yet it would represent a large amount of savings which would be returned to the locals in the form of cash patronage dividends.

Help us attain this goal by patronizing your local cooperative and asking for KFU Products and other merchandise supplied by the farm supply buying association organized back GRAIN MARKETING:

After making almost breath-taking history in our grain department this year, and breaking all past records for one day's business, one weeks business, and one month's busines by handling in Kansas City alone: 517 cars on one day! 1231 cars in one week!

3097 cars in one month! It would seem like tempting fate to set our goals higher for next year. Yet we dare to do it! While so rapidly next year and thus enable us to break the above record for receints in a short period of time, we do hope that next year we may have the opportunity to handle a greater

We expect to merit this increase point. On one market, a few months of business by increasing our ability to serve you. Every employee of our tions to insist that anything less than cost of production will not be agencies sold hogs at \$9.40. At least ways to add to the value of his or (continued on page 4) (continued on page 2)

(From Five Star Final Convention | tends to extend its activities—the recently inaugurated Membership Department being one of the new ser-

course—determine where we are going and how. On the following pages you will find that the various Kansas has had the encouragement, guidance, In these plans for increased ser-Farmers Union Business Associations and loyal support of its directorate: J. C. Gregory, Osborne, Kansas Homer Terpening, Waukeeney, Kan-

D. O. Wanamaker, Blue Rapids

Kansas C. B. Thowe, Alma, Kansas A. Crall, Erie, Kansas Erwin, Cicero, Kansas

These men join the entire personnel of The Farmers Union Jobbing Association in expressing appreciation for your business in the past and for your continued patronage. Farmers Union Co-op Creamery As-sociation has a 7 Point Program

A 100 percent increase in volume. Why? More producers need the service of our plants in the marketing of their cream and we need this added volume as a means of more economical operation. This gain can

turn to normal, in our operating territories. 2. A 50 per cent increase in the distribution of merchandise, such as feeds, steel products, binder twine,

paints, etc. Why? The merchandising departments of our association have demonstrated their utility to our patrons and their ability to increase the economy of our operations. 3. Installation of a refrigerated in-

dividual family locker system. Why? Refrigerated lockers for the maintenace of fresh food supplies are no longer an experiment and this is a service to patrons that may well be classed as an economic necessity. 4. Installation of additional equipment making possible the manufact-uring and distribution of ice at the Wakeeney plant.

Why? With partial equipment already in operation at Wakeeney, and as ice is now being shiped in to that point, we should, with a moderate investment, be able to manufacture and merchandise ice to the advantage of the entire community and to ourselves.

5. Increase the membership in our 'Egg Marketing Pool." Why? This service has already returned quite a savings to producers marketing through it and others should be benefited by it. The encouragement toward the of better quality eggs alone justifies

expansion of this activity. 6. The organization of a Farmers Union local at Wakeeney with the employees of the creamery as a nucleus. Why? Such a local should be able to actively stimulate the interest in the Kansas Farmers Union and consolidate the efforts of locals over the county which are now more or

less inactive. 7. Extend better compensation to our employees. Why? Because they deserve it. Their consistent loyalty and work

at reduced scales of compensation through the last three years of drought and scant production has been splendid, and they are entitled to better wages as soon as conditions permit.

Farmers Union Royalty Company This statewide enterprise of the Kansas Farmers Union meets a very de-

finite and very real need. It is well know that in the oil and gas industry there is nothing so certain as the uncertainty as to where oil or gas will be found. This remains a fact regardless of how ardently a landowner may hope to be able to retire some day and live on the income from oil or gas.

The truth is that, standing alone the chances of the individual landowner ever receiving any such in-come are the very minimum—indeed, extremely remote. And if one is fortunate in this respect, he is one of the very, very small minority. The vast majority receive nothing. The Kansas Farmers Union Royalty Company reverses this condition

and makes the income, of its members from this source a certainty.
To accomplish this the individual landowner places a part of his mineral rights (usually half) in common pool, along with a large enough number of other landowners to give them all an interest in a large "spread!" This increases the chance of such income to the very maximum, in fact, makes it certain.

The first well on land thus pooled was brought in last week, and is only the beginning of the realization of the purposes for which the Royalty Company was organized.

In addition to the great advantages briefly outlined in the foregoing paragraphs, the collective bargaining power of this pool is making itself felt more and more. In a number of instances the Royalty Company has been able to drive much better bargains that the individual landowners could possibly have done. Then, too, the Royalty Company has protected its members again and

again against lease-hounds, royalty scalpers, inexperient and what-have-you. inexperienced promoters, Space prevents anything in the way of history or other activity of the Royalty Compnay, but full in-

Kansas Farmers Union ing is what I hope the Kansas Farmers Union can accomplish in 1938.

First, I hope that we can get that

understanding, that tolerance of the wishes, needs and views of others

(continued on page 4)

formation may be obtained by writ-

## **Annual Report** Exec. Board

#### By Ross Palenske Chairman

To the Officers and Members of the Kansas Farmers Union we submit the following report:

Your Board of Directors offer the following report of our Kansas Farmers Union since the last Con-vention held at McPherson, Kansas, in 1936 and in so doing wish to review briefly some of the reports of the Conventions Committees of the 1936 Convention, by which we have

een governed. The Constitution and By-Laws committee report as adopted required a referendum: The questions of changing the Constitution were submitted to the locals, but the vote was dissapointingly small.

be made, as producing conditions re-Whatever a vote by referendum determines is the business of the membership, but the total vote is a challenge to all.

In fact our referendum was a failure. At the close of the referendum period less than 5 per cent of our people had voted. The time was ex-tended and at the close of the extension less than 10 per cent of our people had voted. The Legislative committee outlined a general farm program, which the State office fol-lowed and on which Pres. John Vesecky worked.

We cooperated with other farm organizations of Kansas and all were severely defeated, when the 1937 legislature passed the Sales Tax law. The gas tax exemption was saved, but, we may as well insert here, those forces opposed to Agricultural progress are already starting another war on gas tax exemptions for agricultural use and spreading much propoganda trying to discredit the farmers as a class, to the effect we are defrauding the State on taxable

gas. Our experience in the Kansas Legislature in 1937 should teach our membership it is not always what we do but what we have done to us in our weak and pitiful state of existence that sends us still farther down the monetary ladder. The Sales Tax and Gas Tax exemption were the two main issues in the last legislature and we see with regret today how we are affected. We must now prepare for another battle in the coming session of the legislature at Topeka, or we will pay a three cents tax per gallon or more on gas used

in our tractor. The Junior work was again proposed this year, with the hope we might carry our plans of years to completion.

Help was donated by North Dakota and Colorado, but, the shortage of funds prevented us from completing

Your Director, Mr. B. E. Winches-er of District No. 5 tendered his resignation during the past summer, but with the possibility of but one Board neeting being called before the State Convention here in Hutchinson, the Board decided not to accept and not to appoint any one to fill the vacan-

We ask this Convention to give erious consideration to the follo-

Cooperative Hospitalization and medication for Farmers Union (2) Farmers Union Insurance and

Cooperative Burial assistance for (3) A closer coordination of all Farmers Union business institutions with a closer working arrangement

between state wide business institutions and the state organization. (4) Strengthening our lobby at Topeka during legislative seasons. (5) Continuation of the fight for farm legislation-state and national. (6) That the President of these

United States shall not be permitted to plunge these United States into war, except in case of invasion, without first submitting the question to a ballot vote of the people and when and if the laws of conscription and draft are used to inject men into the United States army and navy same law shall inject wealth into the

Inited States treasury. Continuance of drouth, short crops, with high overhead costs have been contributing factors to the declining membership year by year, and had t not been for the cooperative spirit of some of our Farmers Union business institutions, we would have been unable to carry on the work of our State office. With the increased cost of living expenses, together with the Sales Tax, there has been no in-crase in salaries paid the State office. Further cutting of expenses are impossible, without our discon-

tinuing some activity now in use.

A more systematic and concerted effort on the part of our local secretaries will have to be made in the collection of dues, if we are to coninue further with the individual dues paying plan in the future.

Various plans are now in use along ... Nobody knows what the future has the lines of group membership, but in store for any of us; but the follow- we have not as yet attained the efficiency of some of our sister states, where the state wide activities and the state headquarters have been

> When all is said and all is done. (continued on page 2)

## THE KANSAS UNION FARMER

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Ins. Ce. Bldg., Rex Lear, State Manager, Salina, Kansas.

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

FARMERS UNION MANAGERIAL ASSOCIATION Secretary T. C. Belden FARMERS UNION LADIES AUXILIARY .Clay Center Mrs. M. L. Beckman, President Conway Springs Mrs. B. F. Rice, Vice President. .. Clay Center

Mrs. Everett Alquist. Secretary-Treasurer ...

SALINA, KANSAS, THURSDAY, NOVEMBER 4, 1937



This being the first issue of the Kansas Union Farmer since the convention I take this opportunity to express my appreciation to the membership of the Kansas Farmers Union for the honor which they have bestowed upon me by reelecting me to serve them another year as their President. I do not need to tell you that I will do my best to build the Farmers Union in Kansas and to support all the cooperative activities affiliated with it. Promises do not amount to much unless they are backed by enough determination, enthusiasm and understanding to put them into effect. No kets but also on most of that sold one can do as much for the Farmers Union as can the members out in the country themselves. I hope and trust that we have all become convinced that our salvation as a class depends on how well we are organized in our own class organization for legislative action and how strongly we build and how well we support our cooperatives for economic action.

Legislative action can at most only break down the barriers and legal entanglements which organized interests have built around their assumed rights to inordinately increase their own profits by taking from the farmers and other unorganized groups their rightful share of the National income. It is only by organizing, financing, and loyally supporting our own Farmers Union cooperatives to occupy the ground now occupied by the monopolies which arrogate to themselves the right to market our products quantity of many kinds of livestock and sell us our supplies, both on their own terms, that we can hope to permanently better the condition of Agriculture.

I expect to call a series of conferences of Farmers Union officials, members, and those connected with our cooperative some time this winter and in cooperation with them work out a program for the coming year that vantage, buying competition is dewill build both the Union and the cooperatives and help both the Union and the cooperatives to render that service to our farmers which they have a right to expect and demand; that it be renderd by their organizations.

I HEREBY APPOINT EVERY MEMBER OF THE UNION AND EV-ERY SHAREHOLDER OF A FARMERS UNION BUSINESS ORGANIZA-TION A DEPUTY ORGANIZER. LET US ALL WORK TOGETHER AND GET EVERY OLD MEMBER TO PAY UP HIS DUES AND GET AT the actual situation, as follows: "Eco-LEAST ONE NEW MEMBER. NOT TOMORROW OR NEXT WEEK, nomic competition began with mar-BUT TODAY.

#### Convention Abdress By G. W. Hobbs only these agencies.

(continued from page 1)

one commission firm-a cooperative sales agency-asked \$9.60 and refused to sell for less. For an hour they sold no hogs and it looked as if they were "set up." Still they insisted that conditions around the circuit did not justify hogs at \$9.40 and stuck to their position. Then shipping orders came in and they got the \$9.60 for their hogs-exactly 20 cents per cwt., or \$33 to \$36 per single deck carload, more than the weak sales agencies had obtained. Here was an outstanding illustration of the diff-

erence between effective and ineffective selling. The agencies selling at \$9.40 either know what hogs were really worth or lacked courage to demand the price. Too frequently, where weak sellers open a market too low, even the most effective sales agencies find it impossible to repair all

tion. The least that stockmen can do is to try, honestly and earnestly, to learn which agencies are effectiveon every market—and to patronize

No. III. Sell livestock or pass title may seem silly, but a moment's thought will show that it is not. Consider just what the word "sell" should stand for in the disposal of livestock. To me it means obtaining all that market conditions justify; not just accepting the best available bid. From that standpoint how much of the vast quantity of livestock changing hands daily in this country is really "sold"; how much of it

merely passes title? Again an actual market happening tells the story best. At one of the markets a cattle salesman was out in his alley. A farmer stopped, inquired what he was asking for a certain pen of cattle. The information was given. The farmer then asked him to step down and look at some other cattle-already sold, so there ould be no objetion to his looking at them. The salesman went, was told the price at which the cattle had changed hands. A little later the salesman sold his pen of cattle, to the same buyer who had purchased the others but at \$1.25 per cwt. higher price. Later the buyer admitted

the title, but he did not "sell" the Even the real salesman may not

get all that he belives the livestock should bring, but he is aways trying-always a constructive force on the market. The supposed-to-be-salesman is so consistently a weakening influence in the market.

I wish every livestock producer would think carefully about this matter of "selling livestock" in comparison with just "passing title"; apply this test to every market in his community, to every market to which he ships, and to every sales agency he knows on every market. If every producer, every time he has livestock to sell, would just make sure that such livestock is moved through a channel where it is "reafly sold," our marketing situation would be much improved.

No. IV. Open competitive markets consider too seriously. Because few can now remember when we did not have the open competitive livestock market it is perhaps natural to assume that we always will have them. But such assumption is no longer

With half the country's hogs going around the open markets, and with to a point where a few companies apparently dominate, it may well be vill be maintained, effectively, ony to the extent that stockmen rally | market. their support.

It is hoped that our open markets vill not come to the stage of impotency which the market in a sister here, great packing plants flank the stockyards; but all the plants buy much livestock direct. A well informed local operator was asked what proportion of the local hog slaughter was bought direct. He replied that 80 per cent, or more, were purchased outside the market, 'Well," if they are buying 80 per cent outside why not close the stockyards—why bother to operate them at all?" Note his reply: "Oh no, you don't understand -the packer don't want to close the yards-that's the last thing they would want to have happen. As long as the public market appears to operate it is regarded by producers as setting the price and the packers are relieved of that responsibility."

It is up to livestock producers to decide definitely, perhaps quickly, whether the open competitive markets are to be retained; whether they are to operate effectively or shall serve principally as smokscreens for the buyers, who then, would largely have their own way in setting prices. Just how important a part the open markets have in setting all

livestock prices is not sufficiently appreciated. In June, 1933, the State University of Iowa, College of Comnerce, in a study of meat packing in Iowa, published this statement: "Prices in all direct buying operations are based upon current market quotations at Chicago or some other comand the various county agents devote special attention to current prices of feeder and fat cattle on the nearest primary markets, as well as for sales made locally, and are thus able to determine the actual value of their livestock." The open competitive markets not only set the price on the livestock sold on these mar-

The extent to which competition is restricted in the local markets is not generally understood. It is clear, of course, that all buyers have ready access to the big central markets and can find there most any kind of livestock they want. Divide that same suply of livestock up among 100 or 300 or 500 markets and an entirely different situation results. Many buyers now find it possible to be represented effectively at only a part of the markets. Moreover, the too small to be sold separately, to advantage. So as local markets replace the central markets more and more buyers are placed at a disad-

creased. A further difficulty is the generally accepted idea that buying competition in some ways always takes care of itself. A pertinent comment by Professor Fetter, in his book "The Masquerade of Monopoly," gives us Competition, far from being a natural thing as is often assumed) auomatically brought about whenever private citizens are left to do as they please, seems rather to have been constantly destroyed by the selfand to have been maintained as an artificial condition only by the efforts of public authorities. In the markets or fairs the great merchant buyers had to buy openly in the presence of the whole group of sellers and were subject to the competing bids of other buying merchants, instead of being able to take each small seller into a corner and deal

with him separately." The real attitude of the most influ ential packers toward effective competition is presumably reflected in one paragraph of the code submitted to the A. A. A. by the Institute of American Meat Packers, and con-

taining the following: 'The Institute and or the Processors' Committee, may as often as is desirable, allocate the supply of livestock for slaughter among the pro-

cessors. The whole situation might be summed up in a paraphrase of one line of an old negro spiritual, viz: "Everybody talkin' bout competition ain't workin' at it." Buying competition ition will be worked at only livestock producers maintain markets where buying competition can be effective, and so far as they insist that

it be effecti ely maintained. the damage that has been done.

Effective sales agencies are always handicapped to the extent that ineffective sales agencies are in operations are in operation between the two pens of cattle. The supposed-to-be-salesman passed that there was practically no difference in the two pens of cattle. There is very good reason for bepay for his livestock unless it is offered where different buyers have lieving that the four companies now that there was practically no difference in the two pens of cattle. There is very good reason for bepay for his livestock unless it is offered where different buyers have lieving that the four companies now that there was practically no difference in the two pens of cattle. There is very good reason for bepay for his livestock unless it is offered where different buyers have lieving that the four companies now that there was practically no difference in the two pens of cattle. There is very good reason for bepay for his livestock unless it is offered where different buyers have lieving that the four companies now that there was practically no difference in the two pens of cattle. There is very good reason for bepay for his livestock unless it is offered where different buyers have lieving that the four companies now that the four companies now the proportions are now in the two pens of cattle.

equal opporunity to bid? Following are actual instances of variance in by different buyers on the same stock on the same day: 1. Lot of choice lambs-1st bid,

\$10.35; sold at \$10.65. 2. Lot of mixed sheep—1st bid, \$5.25 with 20 out; sold, \$5.40, 16 out.
3. Cattle—1st bid, \$7.35; 2nd bid, \$7.50; sold at \$7.85.

Any number of examples could be cited. If the above lots of animals had been sold at a one-buyer market which prices would each have

realized?
No. V. Whether to sell at the nearest market or go to the best market is a question that now faces most livesto k prodcers. There are many angles to the problem. While the nearest market is usually the most convenient one to use, it is seldom the best market for all of the producer's livestock.

Go to a large auction market and see how much of the livestock that went through the sale is trucked out that night to a terminal market. Go to a local stockyard and observe the amount of mixed stock sent to open market. Go to some of the larger markets and notice the volume of certain kinds of stock that is reshipped to the big markets for final sale. Go to the Chicago Union Stockyards and the meat packing industry centralized | watch the big trucks unload packing sows and other hogs from direct buy ing points in Indiana, Ohio, Michithat the open competitive markets gan, Illinois, Iowa, Wisconsin, and other states-for resale on the open Two difficulties confront the av-

erage producer: 1. Economical movement of small lots of livestock to other than the nearby market; and country has experienced. There, as 2. Information as to what is the best market for his particular animals. The cooperative shipping associations formerly solved both these problems fairly well. Later the trucks made it possible for the individual thereby relieving the shipping association of that responsibility. At the peak of the life of the shipping association in 1926 "your own firm" had on its mailing list, and were receiving shipments from 345 live stock shipping associations. Today there are three left. In some sections stockmen and elevator managers are setting up their own truck associations. This problem demands continuous attention. It is not to be denied that the

nearby market may pay the grower more on a few weights or grades of livestock than he can net by send-But that does not solve the problem. ing them to a more distant market. There remains the question of how wide a margin the nearby market requires on the rest of his stock; and whether by selling at the nearby market the producer is strengthening or weakening the whole livestock

marketing structure. For a long time producers considered they did well on local sales if they received as much as they thought they would get by shipping -thus passing all the possible saving from local selling to the buyer. petitive markets." A recent publication of the United States Department of Agriculture, referring to the by shipping—insisting on re-More recently thinking stockmen sell the disposal of range cattle in Nev- ceiving some return for the advanada, said "the State extension office tage the buyer enjoys by being able to ge; his supply locally.

No. VI. Organized selling or disorganized seling is closely related to no. IV., but is considered here from a different aspect-whether the individual livestock producer can expect to sell his own livestock satisfactorily; whether he should be led to believe that he has the skill and the experience, and that he can keep sufficiently well informed on all market conditions to meet-on an even footing-trained buyers, who have constantly at hand all the information that is being continously assem-

bled by the meat packing companies. The best answer yet given to that question was from the packers themselves, as follows: "Our buyers are good bargainers and they (the livestock sellers) have got to match them, and we are going to hire as good bargainers as we can to represent us. It has to be an experienced salesman who can match our buyer.' The same speaker said, also, in the same address: "We want to buy animals as cheap as we can and sell our meat at the best price we can obtain.' No one can quarrel with so frank a statement—business has always operated on that basis. Yet it doesn't support the thesis that every producer can expect to sell his own live-stock, and retain "his shirt"; even

though the most extensive and expensve study ever made of direct marketing was apparently developed on the premise that every producer is qualified to do his own selling. The time has come when livestock producers must decide whether they need, and want to retain, organized markets and their own competent sales agencies on those markets. The decision is being developed day by

day. Which way are you voting? No. VII. Organized selling or pacinterest and efforts of individuals ker control may seem an overstatement. But it is in no sense an exaggeration. As a result of steady centralization in the packing industry four companies now appear to dominate that field. Data released by the United States Department Agriculture show that trend as fol-

> Big Four, proportion of total net worth, 1925 percent-75.5; 1935 per-Big Four, proportion of total net sales, 1925 percent-69.4; 1935 percent 72.9. o

> Big Four, proportion of total net profit, 1925 percent-75.9; 1935 per-

is unmistakable. Government data are not available as to the proportion of slaughter credited to the Big Four in the last few years. Estimates from trade sources, which I believe to be thoroughy dependable, indicate that probab-2 out of every 3 animals slaughtered under federal inspection are handled by one of the four companies; that by species their proportion pro-bably ranges rom more than 50 percent in hogs to 80 percent or more in sheep and lambs. Some sources Finally, how can one be sure of, believe the proportions are now in

control to a large degree the nation's meat packing industry. Under existing conditions those who control the packing industry have great influ-ence in the livestock marketing field -may exercise entirely too much control for the best interests fo livestock producers. Because of the huge volumes of their traffic-in meats, in livestock, and in other commodiies-the Big Four apparently hold the balance of power with the rail-roads; have tremendous influence in determining what shall or shall not be done as regards changes in livestock transportation by rail. Their great volume of livestock purchased daily enables them to have wide influence in the livestock marketsby shifting buying from one market to another, or from the open markets to country points.

Livestock producers apparently have three choices in the present situation:

1. Coordinate the open competitive markets to a point where they can bargain more effectively with the buying side (which is already centralized):

2. Depend upon government regulation to see that the interests of all livestock producers are fully protected and conserved; or
3. Turn the livestock over to the

packers and trust them to pay back all that producers should receive.

Probably the maintenance of effective and coodinated open markets coupled with adequate government supervision and regulation, will best meet the situation. But unless stockmen are sufficiently interested to maintain effective markets, adequate government supervision and regulation may be difficult to obtain. On the other hand, certain situations can be handled efectively, as yet, only by the strong arm of government.

It must be recognized that presentday marketing problems cannot be producer to reach various markets, solved by stockmen acting as individordination between markets, and between sales agencies on those markets, both privately owned and coop-

eratives.

No. VIII. One more point which I would like to discuss this afternoon "Meat Imports."

Official reports of importations of meat at New York last month afford some idea of the world-wide territory from which the United States is now drawing supplies. These reports show importations from the following countries:

Argentina—Dry Salt Bellies. Brazil—Canned Corn Beef. Canada-Chilled Cuts of Pork. Czechoslovakia-Cooked Ham in

Denmark-Sweet Pickled Bellies. Esthonia-Cooked Picnics in Tins. Germany-Smoked Hams. Holland-Cooked Sausage in Tins. Irish Free State-Smoked Bacon.

Italy-Salami. Lithuania Fresh Frozen Hams. Poland-Cooked and Smoked Pork. Uruguay-Canned Corn Beef.

Venezuela-Tinned Beef. The Foreign trade balance on pork during he month of June this year was the most unfavorable for any month in history. This was shown by figures on imports and exports furnished by the Department of Commerce. Imports into the United States exceeded exports by more than 2 1-2 milion pounds. In normal years exports are many times greater than

imports. Pork imports for June this year totaled 7,600,000 pounds, or an alltime record for any month. A year ago the June imports were 4,215,000 pounds. Two years ago, 802,000 pounds, and three years ago 97,000 pounds. As compared with three years ago, the June imports this year are 80 times greater.

July imports of fresh and cured pork this year were 7,000,00 pounds compared with 3,100,000 pounds in The seven-month total of pork imports this year were 42,400,000 pounds, or more than double the corresponding imports last year, and they were equivalent to

243,000 live hogs. For the first half of 1937, total imports of pork into this country were 38,296,000 pounds, compared with 17,-966,000 pounds during the corresponding period last year, 3,078,000 pounds two years ago, and 738,000

pounds three years ago. As imports have increased, exports of pork have shown a correspondingdecrease. Of course, this has been due chiefly to the scarcity of pork in this country caused by droughts and the government reduction program, and to the incresaing producion in foreign countries. Our markets on pork are too high to permit the sale of much of the product to other countries. In fact, prices here are so attractive that foreign hog producing countries are clamoring to unload their supplies on our mar-

Exports of pork for June this year were 5,068,000 pounds compared with 7,739,000 pounds a year ago, 8,078,-000 pounds two years ago, and 14,-829,000 pounds three years ago. Total exports of pork durng the first six months this year were 242,000 pounds, compared with 33,-

147,000 pounds a year ago. Lard exports for June this year were 8,309,000 pounds, or the second smallest June for lard exports on record. A year ago the June lard exports were 11,140,000 pounds. A large share of pork imports com-

ing into this country are hams. Imports of hams at New York now are equivalent to almost half of the current ham production at Chicago, the cent 86.9.

While the figures have varied somewhat from year to year, the trend is unmistakable.

Chief packing center of this country. During the four weeks ended July 31, New York received 2,662,384 pounds of hams, that amount being equal to 46 per cent of the entire Chicago ham output in that period.

Beef imports also showed a big increase over a year ago. During June this year 12,823,000 pounds of beef came into this country from other countries compared with 7,698, 000 pounds a year ago and 6,606,000 pounds two years ago and 2,777,000

pounds three years ago.

The six-month total imports of beef this year were 45,353,000 pounds compared with 53,970,000 pounds a year ago; 44,100,000 pounds two

REACH OUT AND FIND A BUYER A farm woman near Boone, Iowa, sells chickens by telephone. Her customers are glad to pay a few cents premium for quality. A little more per pound or bushel makes a big difference in profits. Use the telephone for business purposes whenever But even if you never used it for business, you'd need a telephone to keep in touch with what is going on. And one emergency, one quick call for doctor or veterinarian, places a value on your telephone that cannot be expressed in dollars and cents. BELL TELEPHONE SYSTEM

high. Undoubtedly there will be a light run of hogs on the market for some time. Every pound of foreign pork imported into this country offsets an equal amount of domestically produced pork. This undoubtedly has had, and will have, an adverse influence on our hog market.

Conclusion The decisions upon which the ma-

ority of livestock producers act from day to day determine what the livestock marketing methods will be in the near future. Whether stockmen cansider the in-

dustry point of view own; whether they emphasize cheap selling, rather than more effective selling; whether they insist on real selling or are content with passing of title; whether they maintain the open competitive markets or are satisfied with the reduced competition of local markets; whether they patronize the nearst market or insist on selling at the best market; whether they organize their selling or allow it to continue disorganized; whether stockmen are maintaining effectiveopen and competitive-markets or eave that to the buying side; and finally, whether they favor the continued decrease in exports of meat or are they satisfied with the increase of meat imports to be sold in competition with our home produced meats -there are some of the basic questions livest ck producers are now answering. It is most important that they have all available information.

Public opinion is the greatest power in this great country. Livestock profucers can bring about whatever marketing methods they deem desirable-if enough of them agree on what is needed. Agreement on what is needed, then working together in bringing it about, is the answer. I Thank You.

#### Vice President Frost's Report ANNUAL REPORT EXEC. BOARD

(continued from page 1) In this canvassing usually about a lozen new members or delinquent old members were secured per day. About one third of them paid their dues, and the others, to hard up to pay then, promised to pay as soon as possible or at least when they threshed and marketed their wheat, and some of them have apparently be handed to the farmers as a class not threshed yet. Rush and Washington counties paid my hotel and return expenses. The state Farmers Union paid all other membership drive expenses.

It is my belief that the greatest single cause of members failing to pay their dues has been the drouth and hard times. The next greatest cause for members letting their dues go unpaid is that they have not been canvassed and actually solicited. It is my opinion that the local sec-

who for various causes were not able particulars and terms.

each be paid 20c per member for dues secured from both delinquent, and new members. And it should be the specific duty enjoined on both these officers to make together a strong canvas for members.

Also the county unions should help the locals in the membership drives by putting on a county membership drive, either with or without the help of a fieldman furnished by the state

The Farmers Union Cooperative Elevator at Bison and at Ossamatomie and probably at some cansider the in-as well as their places, pays the dues of all Farm-ers Union members of their commu-

nity. Other Farmers Union elevators should do likewise. It is estimated that there are now about 325 elevators founded by the Farmers Union, and 75 stores and 75 oil stations and 200 cream stationsa total of about 75 cooperative business associations with Farmers Un-

on blood. The Farmers Union Jobbing Association has contributed very largely and loyally for membership work and is working on a group membership plan. If the state wide Farmers Union Cooperative Business association and the various county Farmers Union Cooperative Business associations and the 675 local Farmers Union Cooperative Business associations would oretty generally contribute to a fund to pay part or all of the Farmers Union dues of their stock holders, it would finance a drive for membership and a drive to build more Farmers Union Cooperative Business associ-

ations that would give vast bargaining power to Kansas farmers. Whether the individual membership plan or the group membership plan or both plans are used, the Local Farmers Unions should be built around and close to our cooperatives, and each should boost for the other. This membership proposition is vital and we must concentrate on its solu-

(continued from page 1) any organization must justify its existence by a worth while constructive program, and results, in the interest of humanity. The betterment of our rural con-

ditions can never be approached until we establish a genuine Farmers Union economic security ourselves, as it is certain such security will never from Washington. ROSS PALENSKI

F. C. GERSTENBERGER, W. E. ROESCH, J. P. FENGEL.

FOR SALE: Bred ewes to lamb coming November. Priced reasonable. Ira A. Thornton, Clay Center, Kan-

OPPORTUNITY: Wanted, a good man to operate a 400 acre farm on partnership basis. Address W. C. retary should receive 10c per member for keeping records, and that the Landson, Laytonville, Arkansas for

### GAMBLING WITH YOUR FUTURE???

No man can afford to gamble with his own future. Make sure now that you will be in the money when you are 65. Have us give you all details about Life Insurance for Retirement Income.

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Des Moines, Iowa

(Write to) Rex Lear, Farmers Union Bldg., Salina, Kansas

#### Junior and Juvenile Department Juniors from 16 to 21 Juveniles from 6 to 16

# Message to The Local

My Organization
ORGANIZATION!! What a wealth of meaning those two words hold for us, if we but take time to mediate upon them. Each member, individually, and truthfully, may say "My Organization."

It is an organization based on the Then, believing steadfastly in this principle, we shall do unto others as we would have them do unto us, and to this end, we shall "reason togeth-

tion? The Farmer's Educational and nearest to God, because they are working with nature in the reproduction of her handiwork. My organization is based on the fundamentals of justice based on the fundamental based on the fundam farmers, and farmers only.
"Educational"—Education is the

ignorance is the darkness of the blackest night. Education builds, ignorance destroys. Education leads, ignorance flounders and fails. My organization teaches not only the remedy but the source of infection that causes agricultural ills.

"Cooperative" — Cooperation is brotherly Love in action. It is the sacrifice of selfish aims and ambitions for the welfare of all. It means grasping hands across the tumult of depression and oppression and working together to rise above it.

"Union"—United we stand, divided we fall." How better can we express the necessity of that word union in this farm organization. means we are pledged to work in harmony and unity of purpose to arrive at the goal set forth in our pro-

gram.
"Of America"—We are neither Local, nor even State-wide in our scope of endeavor,—we are National. We are an organization of farmers in every section of this vast United States working together, studying together, under one banner and with a single objective, to secure Equity and Justice for agriculture.

"The Farmers Educational and Cooperative Union of America"— havenot you members come to realize that this name should be a source of pride to every one of you. If you are proud of your vocation as a farmer, then be equally proud of your own class organization.

We have Merchants' Associations, Bar Associations, Bankers' Associations. Medical Associations, and so on down the list of other professions, in every community. Membership in these associations is open to members of each of these particular professions, only. Then why not a farmers' association? Each of those other organizations is interested in the welfare of its particular class memhers. Who will be interested in the welfare of the farmer if he does not take interest in himself?

My organization is a self-help organization. Through its Educational and Cooperative programs, the farmdependent to the same extent that all other industries are independent; but to realize where dependence on these other industries begins, and cooperate with them for the mutual benefit of

It demands refinancing farm indebtedness through the Frazier-Lemke Bill at a rate farmers would be

FOR DAYTIME WEAR

able to pay. It demands taxation or abile to pay. It demands taxation on ability to pay. It oposes gambling in far.. commodities. It contends that Congress shall again assume its Con-stitutional right and duty to "coin money and regulate the value there-

"The emblem of my organization is a combination of the three tools of primary importance to successful farming; the plow, the hoe and the

rake.

The motto of my organization, "Let us Reason Together," at once presents our democratic ideals. "Let us principles declared and defended by our forefathers—the great principle that all men are created equal."

Sents our democratic ideals. The descent the sents our democratic ideals. The descent ideals is sents our democratic ideals is sents our democratic ideals. The descent ideals is sents our democratic ideals is sents our democratic ideals. The descent ideals is sents our democratic ideals is sents our democratic ideals. The descent ideals is sents our democratic ideals is sents our democratic ideals. The descent ideals is sents our democratic ideals is sents our democratic ideals. The descent ideals is sents our democratic ideals in the democratic ideals is sents our democratic ideals in the democratic ideals is sents our democratic ideals in the democratic ideals in th whisperings and underhand methods shall be tolerated in my organization. In this, as in all organizations, our greatest danger lies from the enemy within, the wolf in sheep's clothing Shall we take a few minutes to who poses as an ardent, enthusiastic analyse the name of my organiza- member but waits his chance to sell the organization down the river for thirty pieces of silver. My organiza-Cooperative Union of America. "The"
—the definite article, not the indefinite "a" or "an"—but "The" one and list purposes is definitely set forth in only. "Farmers"—note the plural possessive denoting ownership. My organization is a class organization. Its members must be farmers; men who till the soil and form the basic indus- in such perfidy, which would undertry of our country; men who produce | mine the whole structure. So the Conthe three necessities of life; food, situation provides for suspension, exclothing and shelter: men who live nearest to God, because they are members or candidates for memberpulsion and rejection of any such

brightness of the noon day sun, while coming the most powerful force for justice for agriculture if it be kept clean and adheres strictly to its prin-

> It is impossible to repeat too often or to impress too deeply upon the minds of your members this truth. My organization demands equity and justice for agriculture, nothing more and nothing less. We mean to secure this on its own merits, not through corrupt political wire-pulling and party patronage, not through exhange of influence among our mempership or political consideration; but by clean, never-ending determination and convincing argument until "the powers that be" in government have been brought to a realization that the Farmers Union program is the only just and equitable program for agriculture.

So keep in your mind always this fact that the Farmers Union has a program of Education, Cooperation, Organization and just Legislation, the most important necessities to the social and economic well-being or any

## The Goal of Physical Fitness no more than 1,000 calories daily are

(Continued)

Resistance to Infections-A Mark of

Vitality The common cold is one of the most familiar evidences of lowered resistance to infections. Frequent colds are probably more often responsible than any other one factor for low vitality ratings. A question of great practical importance there fore, is what can be done to reduce cold: and thus interrupt this vicious

circle. There has been much discussion regarding the relationship of certain elements of the diet, and particularly vitamin A. to infections of the respiratory tract, including the common cold. This issue arose from th- fact that in the absence of vitamin A from the diet of experimental animals there is a change in the epithelial lining of the respiratory tract, a condition which lowers the resistance to bacterial invasion. On this basis it seemed reasonable to

assume that an abundance or excess of Vitamin A would act as a protection against infections and that the findings could be applied to human beings. The controversy is still far from settled, but a few clinical studies, designed to show the effects of large amounts of vitamin A on colds, serve to shed some light on the

These studies were similar in that for a specified period of time adults will be surprised to find that a wowere given concentrated doses of vitamin A in addition to their usual mixed diets. Careful records were kept of the number, severity, and duration of the colds occuring in the groups. The results showed no consistent lessening of the number and severity of colds but did indicate shortening of their duration. In one of these studies the vitamin A content of the diet was increased with vitamin-A-rich foods. The food source was as effective in lessening the duration of colds as were the fish-liver oils and the concentrates of the same

vitamin A value. The several excellent food sources washing any kind of floor surface or of vitamin A make it possible to supply an additional 5,000 units of vita-min A (reported as effective in the should be changed and the soap remin A (reported as effective in the study) in well-balanced and palata- plenished the minute the suds take may be done is illustrated by the fact that three ounces of butter and one pint of milk; alone, supply more than 5,000 units. Dairy products as a special special part of the suds and swab only a small special special part of the suds and swab only a small special part of the swap only a swap only a small special part of the swap only a swap on the swap on the swap only a swap only a swap only a swap onl ble meals. The ease with which this on that flat grayish look. 5,000 units. Dairy products as a group constitute the most important source of vitamin A in the American food grant food

can food supply.

Proper Weight and Good Nutrition Extreme overweight or underweight wringer will help to save energy and are distinct health hazards and the time. seriousness of the hazard increases directly with the amount of varia- floors that have been varnished or Designed in Sizes: 2, 3, 4, and 5 tion from the average weight at waxed. Hot water is preferable for while underweight is more dangeror during youth. Cases of wide variation from average weight should Designed in Sizes: 12, 14, 16, 18 always be referred to a physician. But even moderate variations from and ends. After thoroughly washing average weight may be responsible

Meat Loaf Is Family Favorite But Vary It To Avoid Monotony

Adding a Dash of Catsup or Pickle Will Improve Flavor

M OST every housewife has her own favorite meat loaf recipe and of course meat loaves may be almost as varied as the days of the month. It is varied as the days of the month. It is wise, however, to keep on file a number of different recipes for this popular American dish so there will be no chance of monotony because of its frequent appearance on the dinner table. It is not only possible to vary the size and shape of your meat loaf in order to gain the necessary change, but one may also vary the meats, using beef, veal, lamb and pork. Use a variety of condiments such as catsup, chili sauce, prepared mustard and Worcestershire sauce. By combining the meats with additional ingredients such as pickles, hard cooked eggs, or spaghetti, you will be able to serve meat loaves that will be full of taste appeal and enthusiastically welcomed

meat loaves that will be full of taste appeal and enthusiastically welcomed by every member of your family.

Here is a dish which will win the instant approval of everyone who tastes it. It is called Individual Stuffed Meat Loaves and it is an appropriate food to serve even at a guest dinner. If any of the meat loaves are left over, which is very doubtful, you will find that they also make delicious sandwiches if sliced and covered with chili sauce or mustard.

If any of the meat loaves are left over, which is very doubtful, you will find that they also make delicious sandwiches if sliced and covered with chili sauce or mustard.

The addition of catsup and Worcestershire sauce in the recipe which is shown below greatly enhances the flavor of this dish. Add this recipe to your present list of meat loaf favorites and see if it doesn't immediately become a tongue tempter that every member of your family will clamor for again and again.

Individual Stuffed Meat Loaves

1 pound fresh pork (ground) ground toe1 pound fresh pork (ground toe) ground toe1 pound

are many cases in nutritional history where the simple expedient of add-

greater endurance and more vigor.

There is no magic in the methods

by which pounds are gained or lost.

Gain or loss of fat is merely a mat-

ter of physiologic bookkeeping. If

the goal is gain in weight, the pro-

blem is the simple one of adding more calories to the diet—preferably in the form of foods which are rich in

protective qualities. Extra milk, cream

and butter are those which most near-

ly fulfill this requirement. Similarly,

a sane reducing diet differs from an

ordinary adequate diet only in the

Any diet must have certain foods to maintain health. Foods that build

weight person as for the person of average weight. Actual experiments with reducing diets prove that they may be adequate, attractive, and sat-

isfying and still be low in calories

thus reducing weight effectively; al-

so that certain foods, especially dairy

described in university experiments.

and milk, and yet accomplish the loss

in weight gradually, a factor essen-

tial to the health of the persons

(Continued Next Week)

EARNING MONEY AT HOME

When women make a choice be-

tween working at home and working

or money, they should not be fooled

into money-making careers by the al-most universal belief that modern in-

Mrs. Ralph Borsodi in Scribners

Magazine for February describes

15 years of what it costs to produce

for sale, but for her own use, Rec-

ords covering the cost of raw mate-

man will do a serious job of house-

loses com unemployment.

Millions of women who have aban-

home to earn money in business, and

those who remain homemakers and

man earns, when she cans beans, as

gets a higher quality, fresher pro-

Soups and bread are also produced

at home at a fraction of the cost for

which they can be purchased in the

store. To bake a loaf of bread, you

earn money at the rate of 50 cents

SWAB FLOORS WITH "DRY" SUDS

Go easy on water when you mop

the floor but don't spare soap. For

covering, clean abundant suds are the

dry. A self-wringing mop or a mop

Keep the water tepid when mopping

linoleum-covered floors or wooden

Empty sugar and flour sacks come

in handy for many household odds

and boiling to remove all traces of

un-coated wood or tiled floors.

an hour.—Magazine Digest.

living on the diets.

produce at home.

fewer calories which it supplies.



Individual Stuffed Meat Loaves

#### Breads, Plain ing to or subtracting slightly from the diet has resulted in a more buoy-ant state of health and has brought and Fancy

By Gertrude Overby

Do you carry from your childhood he memory of bread-baking day, the kitchen warm as toast and more intimate and friendly than any room will ever be in grown-up life, the smell from the oven pervading the tranquil air and giving to it an odor of exquisite security, the occasional tantalizing glimpse of goldening loaves when the door masking the dark oven's mystery was briefly op-ened, and the final bliss when your teeth sank into the warm, buttery crust given to you as a special mark of your mother's esteem? Anyone who remembers moments like that can never regard bread as anything but romantic.

And romantic it is. One of the first marks of civilization is the development of just such arts as breadbaking with all that it implies in the way of raising the grain, grinding it, products, often regarded as "fatten-ing" have an important place in a in its cooking. All this implies a depowers, of man's inherent ability to put two and two together and get They contain butter, cheese, ice cream, almost any result he wants.

In primitive times, before anyone knew anything about calories, vitamins, food values and such like facts, they ate bread because they had found out by long experience that it filled up the gaps better than most other things; they had fewer vegetables, and while meat was an important part of the diet, it was hard

to procure and spoiled easily. In every country bread in some too low. form or other has been a staple food most universal belief that modern in-dustry has rendered it unprofitable to Even the most primitive tribes had some form of bread, and as civilization progressed the forms became more numerous. Aside from the ingrehow, as the wife of an economist, she dients, I think it can be divided inhas been making records for the last to two main classes, leavened and unleavened.

things on the Borsodi homestead, not By old Mosaic law in the Old Testament, there was a certain period rial, supplies, fuel, "overhead," and labor prove that if the average wohold production, she can easily earn them in a charming manner—they the equivalent of from \$5 to \$20 per give the "matzoth" which they eat at | hanging clothes." week, year in and year out, with no this holiday to their friends and neighbors. Matzoth are a form of cracker, crisp and unsalted and delicious doned the production of things at enough to eat at any time of the Swedish bread I used to revel in let outside agencies perform the tasks. whenever I could get it.

A good example of a most famicompared with the factory cost of liar unleavened bread is good old the same amount \$6 an hour, and Southern hoe-cake—I believe it is the simplest of all recipes, and no doubt you all know it: 1 cup white corn meal, 1-2 teaspoon salt, and boiling water. Mix in a soft dough, fry in one cake in a well-greased fryingpan until brown on both sides. Now you know all, and for once the proverbial nutshell would be enough to put the whole information in.

However, it does seem rather a gyp to hand you recipes you've probably grown up with, so I'm going to devote the rest of my space to giving you ones you're less likely to know. Speaking of leavened, or yeast bread, there was once a time when it was considered none too good for people—that is had some dyspeptic effect on the system. And concerning thi, there is an amusing anecdote that took place some time during Elizabethan times: As everyone knows, yeast is one of the factors in producing certain forms of alcowater, go over the surface a second hol; some bright som got the idea time and the floor will be almost of catching the alcohol evolved from fermented bread whilst it was baking in the oven. The method was misrepresented to the public as a nefarious scheme for extracting alcohol from bread and so depriving the consumer of what was rightfully his own spirit. "Bread sold here with the gin in it," was the announcement placarded at the bakers' shops that FOR CLEANING ODDS AND ENDS opposed most vigorously this insidious attempt to "rob a poor man."

(Continued Next Week)

If you would keep flowers fresh for a low vitality rating. For exam-ple, any person who tires easily may used as cleaning cloths or tied over

SO THE NEXT DAY HE BOUGHT | for assembling a good vegetable din-AN ELECTRIC WASHER | ner, but some tried and tested hints may be helpful. Try to choose flavors that blend well, usually not more than one strong flavored vegetable. The selection of a variety of textures will make a more interesting combination. Often, if a salad is to accompany the vegetable plate, this will provide the crispness in texture that is needed. Another thought to bear in mind is that of shape and color. For instance, all mashed veg-etables would look uninteresting and if they were all the same color they would certainly have less appeal. It Prairie Farmer's men folks' wash-

day was just another washday for Seymour Hatch, because he had been doing the washing for 6 months be-fore the magazine had promoted the none other affords so many possi-bilities in a variety of ways that it may be prepared. A fitting hub around which a vegetable wheel may idea. This may seem strange, espectially when it is considered that Hatch operates an 80-acre dairy farm in Walworth County, Wis., and milks 32 cows night and morning. But Hatch has plenty of time to help his wife, now that he lets electricity do the Hatch likes to talk about his new

electric milking machine, but he is he has modernized his washing equipment. "When we were married 4 years ago," says Hatch, "I bought my wife a new electric washer and a style you wish, but only until they are tender. When they are cooked in water, use as little water as possible. All green vegetables should be equally enthusiastic about the way washing problem was solved. But I ible. All green vegetables should be used to come in at noon and find my cooked in uncovered vessels to invife still washing and so tired that the rest of the day was spoiled. So I decided to try it myself, believeing that it really wasn't much of a job."

But Hatch discovered that there was still some blue in washday. The machine hadn't been oiled for a couple of years and the wringer wouldn't swing.

OF INTEREST TO WOMEN

By his second washday Hatch had oiled and tightened the electric wash-ing machine and had strung up a clothesline in his own back yard. He used soap flakes instead of the old yellow cakes and saved time and temper. He cut a piece off the old garden hose and used it to fill the washer and tubs and saved some more time.

The Prairie Farmer thought it would be a good idea to have the

men do the washing for a cha-

nge. It was a good idea, so good, in fact, that there will be more

electric washing machines in cir-

culation as the result. The Prai-

rie Farmer offered prizes for the men who gave the best account of their experiences. Some of

these experiences are recounted

in the following article.

But the blues weren't eliminated entirely "In a few months," says Hatch, "by careful management and planning we were able to buy an el-ectric water heater and softener. My last contribution toward taking the blue out of washday was to install an old loud speaker over the washing machine so that I could be entertained while watching electricity do

However, washing was no snap for Frederick J. Kern, of Grundy County, Ill. He lamed his back carrying in water from the pump, skinned his knuckles on the washboard, and was otherwise sorry that he had taken the Prairie Farmer's dare to do the washing. "I think the women deserve more credit than they get for keeping the clothes clean," Kern says. "They ought to go on a strike until they get modern equipment."

Grover L. Bower, of Jackson County, Ill., was another who did the washing; and there must have been plenty of it, with five children to wash for, besides himself and wife, As a result of his experience, Bower contributes these don'ts:

"1. Don't wash on a board; but if you have to, don't have the bench "2. Don't fail to rinse the clothes thoroughly.

"3. Don't have your clothesline off on some muddy hillside, with one end fastened to a tree and the other to some building.'

"Here," he adds, "is my idea of a perfect washday. First, a good wash house with running water, both hot and cold. A good electric washing machine, with two drain tubs and during which pious Jews were not machine. A good, tight clothesline on allowed to eat of leavened bread, a level spot, with a clothes basket the Passover of ancient Hebrew his- on wheels and a good clothespin bag tory. Today that time is observed by on a hook to slide along the line, so one would not have to stoop while

Charles Bennett, of Hancock County, Ill., who says there was nothing modern about his equipment except the clothespin, adds that "It's a safe year. They remind me rather of a bet that there will be a new equipment before another Men's Washday." Dwain H. Fullerton, of Mercer County, Ill., a 17-year-old who did the washing for his own dirty clothes and empty the pockets. He believes

that hot water pumped to the wash house would be a big help, too. When Glenn Kent agreed to do the washing, he didn't reckon with the kind of equipment his wife had been using all winter. Mrs. Kent had been washing on a board, and every Monday she would say, "Can you help a little today?" But Glenn always found something at the barn that just had to be done. But on Men Folks' Washday, Kent

finally gave in and told his wife to clear out of the kitchen. "Believe me," he exp he explains, "by noon I was That one back-breaking experience was enough for Glenn and, without telling his wife, he drove to town

and bought a new power washer.

"Now," he says, "washday will be

much easier at our (Livingston County, Ill.) home."
The Prairie Farmer hasn't announced whether or not it will sponsor an Ironing Day for Men, but if it does, it's a pretty safe bet there will be a rising market for electric irons. -Consumers Guide.

#### VEGETABLE DINNERS

Vegetable plates probably came into favor for those who were seeking another corner to cut on calorie consumption, but they have now gained favor for all, even to the point where once a week is just a tease for more of those well balanced

Vegetables are knowing longer seawhen you receive them from the flor- sons because of improved transporist, put them in the ice box for an tation and refrigeration methods, and are mutually interested.

bour or two or until you need them for this reason there is always a We recommend that the tax rate

is well to try to have at least one or two fresh vegetables, instead of us-ing all canned products. No vegetable is so universally well liked as the potato, and certainly

be planned is the potato in one of its numerous forms. Cut them in cubes, balls, or lattice them to change their appearance and then serve with them any number of a variety of sauces, such a cream sauce, egg sauce, cheese sauce or parsley butter.
All vegetables are best when they

sure true flavor and bright color. A poor sauce will spoil a good food and this is especialy true where cream sauces are prepared that are not thoroughly cooked. Any stand-ard recipe for white sauce may be used for creamed vegetables, but the secret of good flavor lies in the complete cooking of the starch contained in the flour that is used for the thickening qualities of the sauce. To insure good flavor, cook the sauce over the direct heat for at least five ninutes after it starts to boil, stirring constantly. Taste and you may easily determine if the raw starchy

taste has disappeared. The following suggestions for the preparation of potatoes in connection with vegetable platters may also be used to an advantage in planning your regular family meals. The old theory of calories conscious people that potatoes were definitely fattening food and had no place in menus, unless one was trying to gain weight, has been proved false. Potatoes do furnish valuable and essential food elements to the daily bal-ance diet of every individual. Fol-lowin, are some tasty sauce recipes appropriate to serve on or with po-

RESOLUTIONS AND LEGISLA-TIVE COMMITTEE REPORT

We, your committe on Resolutions, wish to present the following.

The Farmers Educational and Cooperative Union of America wish to thank the city of Hutchinson for the service and fine hospitality that has made this convention a success and for the pleasure we have enjoyed. We wish also to thank our President, John Vesecky; the vice President John Frost; the Secretary, Miss Cowger; the Board of Directors and other officers for their untiring efforts and continued labors to make

our union a success. We also wish to thank all those who have taken part on our convention program. Be it resolved, that we reaffirm

our loyalty to the Kansas Farmers Union statewide business organizaions and commend them to the membership and extend to them our appreciation for their cooperation in carrying on our educational program: Be it Resolved that we, the Kansas Division of the Farmers Educational

and Cooperative Union of America. assembled in its thirty-second annual convention, recommend to the national convention to be assembled, the report of the Committee on Legislation from the midwest farm conference held at the Castle Hotel in Omaha, Nebraska on September 7, 1937, as a basis of formulating a farm program emphasizing the providing of a guarantee to the farmer of the cost of production for his pro-

Be it further resolved that we assert ourselves in demanding that Intermediate Credit Bank, St. Louis, Congress shall exercise its constitutional power to issue money and regulate the value thereof, and that we ask the National convention to join they could obtain elsewhere. Present with us in this demand. Be it further resolved, that we

demand of Congress that steps be taken to prevent trade agreements which cause to be imported farm products in competition with the American farmer. Whereas, the Colorado Farmers

Union is developing a program designed to provide security to average families through the device of cooperative insurance and whereas, such program has attracted the interest and approval of various organized groups, including many who see in it, among other benefits, an aid or means to group medicine and hospita'ization on a cooperative basis; now, therefore be it resolved; that the officers and directors of the Kansas Farmers Union be authorized and instructed to send one or more of their members to Colorado to examine into and report upon this program, with a particular view to its adaptability for use in Kansas. And, further resolved that, if the officers and directors find such a program to be adaptable they arrange for its introduction into Kansas as early as

is found possible. Your Committee on state legislation wish to present the following recommendations;

We favor cooperating with other farm organizations and with labor organizations in securing legislation and on other matters in which we

ple, any person who tires easily may very well investigate the possibility that his own lack of a few pounds is responsible for his condition. There

We favor a constitutional amendment to the state constitution pro-ding for a graduated land tax and a homestead exemption not to exceed \$2,500.00.

We recommend that the Farmers Union, through its membership and the state paper, give most hearty cooperation with the State Department of Inspections and Registration in enforcing the provisions of the gas tax law. But, we are opposed to any change in the law whereby exemption from the gas tax for agricultural purposes would be taken away. We believe that if the department uses due diligence in enforcing the present act, Many of the discre-pencies reported in the law and un-justly charged to the farmer, can be eliminated.

Whereas, we believe that the practice of group medicine, cooperatively controlled, is essential to rural wellbeing in particular; and whereas, a central agency or clearing house, strongly supported, seems necessary in order to secure more favorable public and professional attitudes toward group medicine; and the Bureau of Cooperative medicine seems to be such agency, Now, therefore be it resolved that the officers of the Kansas Farmers Union convey to the bureau a statement of our friendly interest in its work and pledge the active support of the Union to every approved proposal which the Bureau may advance in behalf of group medicine, which has first been approved to the Union officials for their action.

We ask our State President John Vesecky to take up with the Department of Registration the matter of securing a reasonable and equitable bond for our cooperative oil stations, and to protest the present unreasonable and inequitable requirement which provides that the Directors of the cooperative companies must un-derwrite the bonding company.

Whereas, the interest rate on Federal Land Bank and Commissioner Loans is now set at 3 1-2 and 4 per cent respectively, we recommend the rate never be higher, and if possible, that it be lowered.

W. B. Romeiser Christian L. Ikenberry H. E. Kline Clyde Coffman Frank G. Erbert Ivan J. Scott Irtus L. Ward Joe Erwin Gust Larson M. Hanson Blaine O'Connor

REPORT OF MANAGER C. F. SCHWAB OF THE FARMERS UNION COMMISSION ST. JOSEPH, MO.

During the first nine months of the current year, the Farmers Union Live Stock Commission of South St. Joseph, Missouri, has handled 2,258 carloads of live stock, including ruck receipts reduced to a carload basis, consisting of 34,102 cattle and calves, 46,925 hogs, and 38,519 sheep. This is a decrease compared with the same period last year of 959 carloads or 9.475 cattle and calve hogs, and an increase of 164 sheep.

These decreases, while large, are in line with the decrease of live stock receipts on our market, as we have been able to maintain our percentage of the receipts, especially in our sheep department where we show an increase of 164 sheep, compared to a decrease of total market receipts of 62.754 head.

Savings for the first nine months of the year 1937 figure \$1,749.36, a decrease of \$9,611.47 compared with the same period last year. During the nineteen years of operation, to December 31, 1936, our selling agency has never failed to pay a patronage refund and has paid back over one million dollars in patronage refunds, representing approximately one-half of all commis-

ions collected. During the thirteen years the Kansas Farmers Union has been a member of our selling agency, the members have received patronage refund checks amounting to \$74,084.50. Your state organization has received \$23,-543.13, representing their share of non-members business based on a percentage of membership business furnished by the different farm organizations comprising the selling

agency. 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 ive stock loans through the Federal Missouri, on a discount basis to our members who could qualify for loans at a cheaper rate of interest than interest rate is 5 per cent.

At close of business October 23,

1937, our loan associations has made loans in the total amount of \$3,711,-324.35. Loans and discounts standing at close of business October 23, 1937, amounts to \$156,364.67, of which amount \$77,834.62 is loaned to members of the Kansas Farmers

Respectfully submitted, C. F. Sshwab, Manager. October 25, 1937.

REPORT OF THE COMMITTEE ON COOP BUSINESS ORGANIZATION We, your committee on Cooperative Business Organizations recom-

mend the following Resolutions.

1. We recommend that an advisory Board of Directors be organized consisting of a member from each of the state wide Farmers Union Business Organizations, and one member from the Kansas Farmers Union Board. Each to be approved by the Directors of their respective Boards. For the purpose of coordinating the policies of our state wide business organizations to the end that the Farmers Union of Kansas will be strengthened.

2. We further recommend that the resolution passed several years ago prohibiting a member of the state board from serving on any of our statewide business organization board be repealed.

Respectively submitted,

E. K. Dean, A. C. Schewe G. H. Barbour



years. Size 3 requires 134 yard of any given age. Studies of life insur-35 inch fabric, with 131/2 yards of ance data show that overweight is a ribbon or 11/2 inch bias folds. Price more serious factor in later life,

A Distinctive Afternoon and 20. Size 14 requires 31/2 yards of 35 or 39 inch material. Collar and cuffs in contrast require 1/2

Price 15c. Kansas Union Farmer Box 48 Salina, Kansas.

## Are You Listed Here?

Some of the outstanding sales made by Farmers Union Live Stock Com-

mission on the Kansas City market.		
CATTLE		
T. I. Mudd, Russell County, Kan.s-15 steers	872	\$17.5
T. I. Mudd, Russell County, Kans.—15 heifers	773	15.0
T. I. Mudd, Russell County, Kans.—9 yearlings	781	12.0
Gus Stuewe, Wabaunsee County, Kans.—21 steers	1168	10.7
A. A. Schultz, Wabaunsee County, Kans.—25 steers	1016	10.0
Hugh U Jones Ivon County Kans -7 steers	927	9.5
H. C. Nelson, Mitchell County, Kans.—5 calves	440	8.0
Andrew Forbes, Osage County, Kans.—30 steers	995	8.0
M I. Beckmen Clay County Kans -7 steers	725	7.5
Lindshorg Bros., McPherson County, Kans.—5 caives	512	7.2
John Gross, Pottawatomie County, Kans.—9 calves	426	7.0
T A Gordon Pottawatomie County, Kans.—7 calves	422	7.0
Geo. Markley, Douglas County, Kans.—10 yearings	696	6.5
T. A. Gordon, Pottowatomie County, Kans.—8 calves	452	6.5
Bruno Doerr, Washington County, Kans.—9 steers	622	6.5
J K Hammond, Greenwood County, Kans.—5 yearings	598	6.2
Frank Walker, Morris County, Kans.—8 steers	697	6.0
Joe Kimbell, Riley County, Kans.—8 calves	385	6.0
C. C. Trombley Carroll County, Mo.—8 calves	451	6.0
Leslie Anderson, Riley County, Kans.—7 calves	395	5.5
H Guy Dorman, Trego County, Kans.—8 steers	547	5.5
J. R. Dorenkamp, Holly, Colorado, 11 calves	391	5.5
M. L. Brown. Clay County, Kans.—16 heirers	756	5.3
J. N. Brown, Douglas County, Kans.—12 calves	487	5.2
H M Smith, Rush County, Kans.—12 calves	443	5.2
M. L. Brown, Clay County, Kans.—39 heifers	581	5.2
J B Dorenkamp, Holly, Colorado—19 calves	376	5.0
R. M. Brown, Lafayette Co., Mo.—6 yearlings	430	5.0
O R Woodruff, Ottawa County, Kans.—6 steers	606	5.0
Wm. Haufler & Son, Osage County, Kans.—7 steers	464	5.0
Truman M. Johnson, Cloud County, Kans.—10 calves	360	4.7
H Guy Dorman, Trego County, Kans.—6 heifers	523	4.5
J. B. Dorenkamp, Holly, Golo,—13 cows and heifers	719	4.2
Truman M. Johnson, Cloud County, Kans.—8 cows	885	3.1
J. B. Dorenkamp, Holly, Colo.—13 cows	732	3.2
HOGS		
Pigs and Light Lights	- 00	
Wm. Schultz, Miami County, Kans.—10	138	\$ 9.
M. J. Kenhart, Johnson County, 1/10.—0	. TOO	9.0
Frank Konfer, Clay County, Kans.—5	. 143	9.
T G ith Home County No. 10	123	9.0

Lee Smith, Henry County, Mo.-10

The plantin, I come, I	191		9
John Reidy, Cloud County, Kans.—8	107		
A G Schneider Rooks County, Kans.—16	121		9
Herbert Feldhausen, Marshall County, Kans.—14	157		8
Herbert Feldhausen, Marshan County, Rans. 12	147		8
Chas. A. Thomas, Clay County, Kans.—19	MARS PROCESS IS		
Logan Farmers Union—Phillips County, Kans.—8	135		8
160 lb. Averages and Up			
100 ID. Averages and Op	011		•
Wm. Heintz, Morris County, Kans.—8	211	\$	9
J. E. Whitehead, Anderson County, Kans.—19	225		9
J. E. Whitehead, Anderson County, Rans.—15	100		86
M I Kenhart Johnson Collnty, Wo.—11	+ 1 1		9
L. H. Auersman, Lafayette County, Mo.—17	209	Con in	.9
L. H. Auersman, Larayette County, Mc.	178		9
J. F. Shoemaker, Henry County, Mo.—29	마른 아이를 하는데 살아 있어.		
F. A. Alpert, Miami County, Kans.—17	183		9
F. A. Alpert, Maini County, Rans.	278		9
Harry C. Martens, Lafayette County, Mo5			. 0
Fred Parks, Clinton County, Mo.—11	279		
Fred Parks, Chitton County, 120.	171		C
Harve Pauley, Putnam County, Mo.—9	12:30 (2:32)		
Geo. A. Vols, Miami County, Kans.—11	238		
Geo. A. vons, Mann County, Mann	211		C
H W Chirtis Linn Colling, Mul0	Designation of the second		
Eugene Fisher, Coffey County, Kans.—6	178	76.3	:
Eugene Fisher, Colley County,	227		C
Casey Bros., Cedar County, Mo.—5	Control of the second		,
G. S. Brockway, Franklin County, Kans.—6	208		
Eva McDaniel Callihan, Linn County, Mo.—28	222		(
Eva McDaniel Callinan, Linn County, Mo.—26	ATTERNATION OF THE SECOND		
Fred Fiegenhaum, Lafavette County, Mo.—8	267		
Frank Kopfer, Clay County, Kans.—24	184		9
Frank Kopier, Clay County, Kans.—24			
R. C. Donald, Anderson County, Kans.—17 L. M. Shaefer, Nemaha County, Kans.—10 L. W. W. Harr, Marrie County, Kans.—22	184		
T M Cl. for Nameha County Kans 10	215		
L. M. Snaeler, Nemana County, Kans.—10			•
Frank Walker, Morris County, Kans.—22	189		
Frank Walker, Morris County, Kans.—22 Russell Baker, Osage County, Kans.—19	237		
Russell Baker, Osage County, Kans.—15	154		
Wilson Dunning, Henry County, Mo6	154		
John Emmart, Miami County, Kans.—8	274		•
John Emmart, Miami County, Rans.	181		
John Kelley, Anderson County, Kans.—18			
C 1 II Evanlelin County Kans 6	195		
Henry Wuerfele, Coffey County, Kans.—11 Wuerfele Bros., Coffey County, Kans.—8 J. W. Riley, Lafayette County, Mo.—5	224		
Henry Wueffele, Coffey County, Kans.—11			3
W. Sale Bass Coffee County Kans -8	225		
Wuerfele Bros., Coffey County, Rans.	259		
J. W. Riley. Lafayette County, Mo 5			
	223		
Fred Steinlage, Nemaha County, Kans.—5	241	1. 6	
Fred Steinlage, Nemana County, Kans.—5			
M. T. Lynch, Woodson County, Kans.—5	215	3.	
M. I. Bylin, Woodson, Vone 15	215		
J. C. Eckart, Miami County, Kans.—15	THE RESERVE		
Pennett Dannabrock St. Clair County, Mo6	216		
Ed Sass, Leavenworth County, Kans.—8	193		
Ed Sass, Leavenworth County, Kans.—8	5.71.21.21.20	13.33	100
Claud Breon St Clair County, Mo.—7	209		
Claud Break, S. H. W. Langer County Kong 7	165		
Claud Breon, St. Clair County, Mo.—7  Edwin Ringel, Wabaunsee County, Kans.—7			
Tried Diverge Namana Lounty, Naus.—Ou	235		
Wm. Heintz, Morris County, Kans.—5	441	V.	
Wm. Heintz, Morris County, Rans.	188		
Frank Chamberlin, Osage County, Kans.—11			
W. F. Talley, St. Clair County, Mo.—7  Geo. Carlile, Washington County, Kans.—9	220		
W. F. Tailey, St. Clair County, 120.	214		
Geo. Carlile. Washington County, Kans.—9	414		
Abe Replogel, St. Clair County, Mo.—6  Logan Farmers Union, Phillips County, Kans.—35	169		
Abe Replogel, St. Clair County, Mo.—0	170		
Legen Farmers Union Phillips County, Kans.—35	173		
		5.16	-
Shade Seitz, Cedar County, Mo.—9 W. M. Uhrmacher, Grundy County, Mo.—7	170		
Shade Seitz Cedar County, Mo.—9	110		
Transfer County Mo 7	187		
W. M. Unrmacher, Grundy County, Mo.	181		
A () 'l'impar ( 988 ( 0))    V.    U10	200		
W. L. McIntire, Bates County, Mo.—14	226		
W. L. McIntire, Bates County, 120. 22	198		
G. W. Bates, Hary, Nebr.—42			
	206		
Joe Vague, Osborne Councy, Italia	227		
C. M. Bolin, Jewell County, Kans.—8	000		团
C. M. Bolin, Jewell County, Kans.—8  E. F. Baker, Allen County, Kans.—16  E. F. Baker, Allen County, Kans.—16	293		
E. T. Baker, Michael Country Mo 11	207		233
T I Marler Greenwood County, Kans (	285		
Walter Weische, Washington County, Kans.—16	219		
Walter Weische, Washington County, Rans. 10			
C U Cimmons St Clair County, Wo 9			器
Dwight Copeland, Shawnee County, Kans.—6	164	42	
Dwight Copeland, Shawnee County, Mans.	195		
TT A Million Champa County Kans.—!	TOO		
Gl. F Bood Flisworth County Kans -11	166	100	a
Chas. E. Reed, Elisworth County, Italia.	235		
Chas. E. Reed, Ellsworth County, Kans.—11 Herman Britschge, Riley County, Kans.—11	400		
E. P. Morrison, Lafayette County, Mo.—7	160	532	
E. F. MUTTISON, Latayette Country,	303	100	
O O D Cwindy County WO			嬲
S. A. Reep, Woodson County, Kans.—5	251		
D. A. Leep, Housen Commy,		100	

SHEEP		
Geo. M. Peet, Coffey County, Kans.—8	76	\$ 9
C. L. Woodard, Henry County, Mo8	00	9
Harve J. Mast, Henry County, Mo.—16		9
Ray Axtell, Grundy County, Mo.—22	72	9
Glenn Dennis, Harrison County, Mo.—17	72	9
Glenn Dennis, Harrison County, Mo. 1	81	9
W. A. Leytham, Grundy County, Mo.—5	66	9
Herbert Leytham, Grundy County, Mo.—11	82	9
W. H. Wehmeyer, Cass County, Mo.—23 Walter Miller, Cass County, Mo.—5	102	8
Walter Miller, Cass County, Mo3	77	8
L. L. Murphy, Miami County, Kans.—11	79	7
Lawrence Hedges, Anderson County, Kans.—8	AND CHARLEST PRODUCED	7
Harve Pauley, Putnam County, Mo.—13	77	
D. M. Crooks, Henry County, Mo.—9	150 P. 172 P. E. P. L.	Ġ
T. W. Reed, Caldwell County, Mo10	A SHADOWER PROPERTY.	6
John Wehmeyer, Cass County, Mo.—20	00	
C A Olson Crawford County, Kans.—/	00	
Walter Miller, Cass County, Mo.—6	135	

## Neighborhood Notes

There was a motion made and seconded to send a delegate to the convention at Hutchinson. Mr. Willis Phillips was chosen as delegate and Mr. Fr. nk Conner as alternate.

1. That the state gas exemption law be retained.
2. That the county organization favors and urges co-operation with

Refreshments of aples and cookies were served. The next meeting will be Novem-

Yours truly, Mrs. L. L. Duffet, Reporter.

WASHINGTON LOCAL
IN REGULAR MEETING
The Farmers Union of Washington
Local No. 1680 met at the Washington School House, Friday evening,
October 22nd.
The meeting was called to order
by our President, Mr. Herbert Thomas. After the minutes of the meeting
were read and approved, Mr. Frank
Conner gave us an interesting talk
on his trip to Emporia and of the
Farmers Ins., following his talk a
short program was given which was
enjoyed by all present.

There was a motion made and se-REPUBLIC COUNTY HOLDS

QUARTERLY MEETING

In conclusion, I wish to say that
I've explained the provisions of the

the following resolutions: a 90 per cent sign-up on this petition 1. That the state gas exemption among not only farmers, but busilaw be retained.

2. That the county organization

WALTER H. PIERSON,

#### Full Speed Ahead applied were the farmers' avenue to 1938

county and state bind weed control

P. S. Enclosed find credential for

our state delegates and a personal

check for my dues. If my 1937 dues

worse men on that august tribunal

TESTIMONY OF W. H. PIERSON

(continued from page 1) a remedy. Therefore, I am indorsing the Thomas-Messingale Bill, which, I

believe, if honestly administered

would be a protection to both pro-

ducer and consumer. Also to help us with our debt problem I am indors-

ing the real Frazier-Lempke refi-

nancing bill. I might add that we

think we are as important to this na-

ping interest, who obtained an inter-

est rate as low or lower than the

Frazier-Lempke refinancing bill calls

Agriculture's own figures, we,

this little surplus should not set the

price for our total production. We

I believe we need some regulating on our marketing. In case some would

say it cannot be done. I want to say

that it worked very well when a few

went to market at a set price. At

ket so fast that there had to be

some regulation of the marketing,

and as far as I know it was success-

It seems to me that there is some-

thing seriously wrong when the

farm mortgage debt has increased

from \$3,320,470,000 in 1910 to \$9,-

241,390,000 in 1930. In the State of

covers two and a half pages, or fif-

Mortgage Corporation foreclosures.

In case this Committee or the Sen-

in charge of the Agricultural De-

partment Appropriations Bill for

1936. 74 Congress first session on

The State of Kansas cost of production figures are presented with comparisons of the Department of

Agriculture's figures. If our Con-

gress will give those farmers that

still own their homes real assistance

that they can feel secure and give those farmers that have already lost

their homes and also those that want to buy a home of their own choosing,

so that they can look into the future with security, I believe the farmers

would conserve their own soil withou governmental supervision. We feel as though we are better able to

manage our own farms than anyone

else, whoever he may be.

9.00 years ago the little pigs and sows

0.00 tion as any foreign nation or ship-

"just as good."

national income.

J. C. Glasgow.

than Black.

(continued from page 1)

have not been paid apply it on them and if they have apply on 1938. I have been a member at large as there is no local near me. If \$2.75 is more that will enable us to move forward to the great objectives of our organthan needed for such a member I zation as one indomitable, unconquer feel either I or our county organiza-tion should be credited with the balable whole—each submerging his own petty desires and ideas on things unimportant, in the common good

Then, I hope that because of that team work which we can, and I feel we must develop, our membership will double in number during 1938. OUR SACRED SUPREME COURT Under our present economic system increased production will never The last, but not the least—I hope and pledge my best efforts to make these wishes come true; that the

solve the farmers' problems, and agriculture today has no worse enemies than our so-called agricultural spirit of mutuality, of interdepen-dence, of oneness that used to link colleges and farm leaders that place' the emphasis on champion productive enterprises with the state and local Unions will be strengthened until the State Union will be strengthened until the State Union will be beyond tion. Roosevelt seems to be our only president who has ever given sensible until the State Union will again be living up to its pledged purposes in the organic law of the Union. We will all be building and supporting the strengthened your highest hopes.

The present officers, directors, and managers of the company are: Alva B. Stryker, President, Blue Raferment's company and supporting the strengthened your highest hopes. consideration to this fact. If the good people that are so much distressed about the appointment of Justice Black would read the book entitled "Nine Old Men", by Drew Pearson farmers' cooperatives, and then all and Robert Allen, giving the history of the present incumbents of the the cooperatives will give their loy-al support to the Union—helping, throught it, to build a true under-standing of Cooperation. Supreme Court, they would probably come to the conclusion that there are

To accomplish this will take lots of work, lots of sacrifices, not by just a few members, or by just the officers, but by us all. We must all do our best to build up the Kansas Farmers Union—and by doing our best, we cannot help but succeeed! Farmers Union Auditing Association

Away back several years ago, several elevator and store managers met in Salina to discuss the practicability of organizing an Auditing Association to help them solve their accounting and tax problems. The out come of that meeting was the creation of the Kansas Farmers Union Auditing Association, with head-quarters in the Farmers Union In-surance Building in Salina, Kansas.

name of any certain bill, but we have already had too much of something "just as good." developed, during the period, from a one man organization to the em-ployment of five at the present time. According to the Department of farmers, compose 25 per cent of the population of the United States and Our income tax department has saved our memberse much worry and are receiving about 10 per cent of the expense both in a practical and advisory capacity. Due to the multiplication of taxes during the past years, national income; our income in 1935 being 10.4 per cent. Therefore, we demand our full 25 per cent of the and the complicated nature of the whole tax situation at this time, this As to this terrible overproduction, Department has become almost indis-I believe some real consuming power pensable to our members.

would take care of the so-called over-Our bonding department has been production, even on cotton, which has of inestimable help to our members in securing fidelity bonds for their been our biggest surplus crop. In employees through a reliable bondcase we do produce a temporary sur-9.25 plus, it looks to me like good coming company at the minimum rates 9.25 mon sense to store this surplus, but charged.

Our standarized bookkeeping systems for elevators, stores, oil statare asking for cost of production ions, etc., have been installed in all afriad of setting our goals too high. only for that consumed at home and of the places which we audit and It is not too much to say that we 9.10 take the surplus and store it in an have been found very satisfactory want a definite educational program and simple to handle. All of the auditors employed by

the Auditing Association have been reared on the farm and are in sympathy with your efforts to secure an equitable share of the price paid by the consumer for your products. The board of directors consist of the first there wasn't any regulating on following farmers who are elected by the marketing of these pigs and sows, and they were coming to mar-

H. E. Witham, President, Kansas Anton Peterson, Director, Green-John Huber, Vice President, Selden

Pete Heidecker, Director, Paola John McDaniel, Director, Brew-The directors and the manager take this opportunity to thank the Kansas, it increased from \$160,770,- members for their patronage and as-000 in 1910 to \$487,122,000 in 1930, sure them that every effort is be-

an increase in the State of Kansas ing made to give up-to-date service in twenty years of \$325,352,000 taken and advice. from the 1933 yearbook of agricul-Farmers Union Livestock Commis-The delinquent tax list for 1936 for sien Company
The Farmers Union Live Stock Cothe county I live in, Pottawatomie,

mmission Company, cooperative, You Pottawatomie County April term of the District Court, 1937, there were twenty nine mortage of factorial stock which calls of the county and other farmers and producers own it through your purchase of its capital stock which calls of the county of the cou twenty-nine mortgage foreclosures in share. You also control it, as stockprocess, of which eighteen were Fedholders elect from their own ranks eral Land Bank and Federal Farm the members of the board of direct-

This cooperative firm was organizate Committee as a whole has never ed and started business on the Kanhad our cost of production figures presented to them as prepared by Mr. E. E. Kennedy and inserted in the sa: City yards in October, 1918. It was incorporated under the laws of the State of Kansas in July, 1919. hearings by Congressman Cannon of A branch was established on the Wic-Missouri, it can be found in the hearhita market in 1923, and on the Paring before the Sub-Committee of sons market in 1935. House Committee on appropriations

The ultimate aims of the members of the Kansas Farmers Union who organized this firm, were to establish a live stock selling agency which would enable its members and others to enjoy the advantages offered at central markets; to strengthen the farmers' position through the con-centration of live stock in the hands of their own employees; to give the best of service at actual operating cost, the balance of the earnings to be paid back to stockholder patrons after a reasonable amount has been set aside as a reserve, and to prove that cooperative principles properly or tulips will turn the trick.

Your live stock selling agency has proved the soundness of the above aims. It has served tens of thousands of producers, through pooled ship-ments, who would otherwise have been at the mercy of the local independent shipper. It has proved that a volume of live stock concentrated in its alleys attracts more buyers and results in greater competition and better prices. It has proved that money can be saver through careful management and reasonable volume for it has returned to its stockholder-patrons around \$275,000 in its 19 years of operation. We all know cooperative principles are sound but will not succeed unless every farmer and producer is willing not only to reap the benefits but to contribute his sare of time and patronage. Apply the principles

pids, Kansas; H. G. Hille, Vice President, Wakeeney, Kansas; John H. Fiegenbaum, Secretary - Treasurer, Higginsville, Missouri; L. C. Gretten, Kincaid, Kansas; H. W. Keith, Lathrop, Missouri; E. E. Martey, Adrian, Missouri; J. W. Falk, Alta Vista, Kansas, Directors; G. W. Hobbs, General Manager, Kansas City, Miss-ouri; L. J. Alkire, Manager, Wichita, Kansas; and W. L. Acuff, Manager, Parsons, Kansas. With your continued patronage, we will continue to serve you as a true cooperative.

#### Junior Department

Another Convention has drawn to close, leaving us at the door of a new year. In what spirit of mind are we entering this door? Do we feel there is little we can do and that we are too busy with other things; or are we approaching with a determination that through thick and thin, we are going to do our part to give the Farmers Union prestige in the counties and towns of Kan-

As we glance into the future, we are at this time thinking particularly of educational possibilities. There isn't a member who does not realize that the tonic the Farmers Union most needs is an honest-to-goodness educational program. We have developed an educational consciousness which is in our hands to handle as we will; we can either turn it loose and let it drift to finally die, or we can take it up and direct it in worthy channels.

Yes, Farmers Union members feel and see the need of education in their organization, so now, what is it we want? Getting down to a limited length of time, what is our aim of accomplishment by convention time next year? Put on your thinking caps, and I don't think we need be in every Local in the State. A program that will include every one from the smallest child to Grandad. Perhaps of greatest importance in

our educational program is the training of our boys and girls. We are learning through hard experience that we must bring them into the F. U. ranks, that they may learn from early childhood the responsibility and advantage of working together. In order to accomplish this, let us go home and immediately begin the task of bringing the young folks of our Locals together in study groups; make it our aim for this year to get every one of our boys and girls in Junior, Junior Reserve, or Juvenile classes, and also to have many older brothers and sisters, mothers and fathers in study groups. We want a Junior Leader in every Local and county, to direct and supervise the educational work. Nat-urally we often find it difficult to get someone who will take the responsibility of leadership, so if our work is going to progress, we must plan for some type of leadership training. This may take the form of a summer camp, county institutes, or a state institute. What do you

May our aim be to awaken young people on our farms to the fact that they live in a changing world; a world of many contradictions, and that if we do not prepare for the tide, we will be caught within its grasp. Youth is ever looking for opportunities; shall we help them to see the opportunities, not in Communism or Facism, but in the cooperative way of life?

We have barely touched upon the things we should accomplish but trust this may serve as a starter. I am your servant; it is my job to assist you in your program of edu-cation. Out side of that position, I am a worthless ornament in the organization, and not a very handsome one at that. Come one and all, together we can put power in Farmers Educational and Cooperative Union of America.—ESTHER EKBLAD.

## For Better Live Stock Sales

ship to

"Your Own Firm"

### The Farmers Union

Kansas City - Wichita - Parsons

WHEN ORDERING COAL

## 

TO WRITE OR WIRE US

Kansas-Cherokee District Deep shaft lump and nut, Deep shovel lump, standard nut, fancy nut, Furnace sizes and

OKLAHOMA-All sizes of Poteau, Broken Aro, Henryetta, McAlester and Old Hickory.

COLORADO-Keystone (Routt County)-6 in. Chunks, 3 in. lump, 6 x 3 Grate, Nut and Slack.

Bear River-6 in. Chunks, 3 in. lump, 6 x 3 Grate, Nut and Slack.

ARKANSAS-Paris Semi-Anthracite from the New Union and Jewell Mines.

Anthracite—from the Collier-Dunlap, Sunshine and Fern-

ILLINOIS—All sizes of Delta from Saline Co. and All sizes of Old Ben from Franklin County.

Also--STANDARD BRIQUETTES.

Farmers Union Jobbing Ass'n. Kansas City, Mo.

WHO narrowed the spread in butterfat prices? WHO forced other eream buyers to pay better

Your only opportunity to help in these matters has been through your Farmers Union cooperatives. THE FARMERS UNION COOP. CREAMERY ASSN.

Wakeeney, Kansas Colony, Kansas

#### LOCAL SUPPLIES

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

Cash must accompany order. This is necessary to save expense in postage and mailing. Application Cards, 20 for.... 5c Constitution \_\_\_\_\_\_ 5c Credential Blanks, 10 for..... 5c Demit Blanks, 15 for......... 10c Local Sec. Receipt Book...... 25c

Farmers Union Watch Fod 50c

F. U. Song Leaflets, dozen 10c Farmers Union Song Book 20c Business Manual .. Delinquency Notices (100) 25c Secretary's Minute Book...50c Book of Poems, (Kinney)...25c Above, lots of 10 or more 20c Above, lots of 100, each 15c culture (John Simpson)

Farmers Union Button .... Write to

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Salina, Kansas

#### Price List of Serums And Other Remedies Supplied by the Farmers Vaccine & Supply Company

CATTLE

fever ,Hemorrhagic. 100 dose lots, per dose  Pinkeye Bacterin. For prevention and treatment,  100 dose lots, per dose  Mastitis Bacterin (gargot), 10 doses  Calf Scours Bacterin, 10 doses  Branding Fluid—1 lb. can, (for approximately 100 head),  used with cold iron  Branding Iron, 3 inch bronze letter  Special brands \$3.00 each.  De-Horning paste—preventing growth of horns on calves  and goats. For 50 head  Wound Paint—Used after dehorning or casteration and on  screw worms. Per gallon  Syringes, (Heavy Duty). Last a lifetime, 40 cc or 20 cc size  The Medica 225 amplied with each syringe, free. Extra		Abortion Vaccine—For lasting or long time protection.  Money back guarantee, per dose  Blackleg Bacterin, Life protection in 100 dose lots per dose  Blackleg Bacterin, Life protection and treatment of shipping	ellin.
Pinkeye Bacterin. For prevention and treatment,  100 dose lots, per dose  Mastitis Bacterin (gargot), 10 doses  Calf Scours Bacterin, 10 doses  Branding Fluid—1 lb. can, (for approximately 100 head),  used with cold iron  Branding Iron. 3 inch bronze letter  Special brands \$3.00 each.  De-Horning paste—preventing growth of horns on calves  and goats. For 50 head  Wound Paint—Used after dehorning or casteration and on  screw worms. Per gallon  Syringes, (Heavy Duty). Last a lifetime, 40 cc or 20 cc size  Syringes, (Heavy Duty). Last a lifetime, 40 cc or 20 cc size  Needles 287 supplied with each syringe, free. Extra		fever Hemorrhagic, 100 dose lots, per dose	
Calf Scours Bacterin, 10 doses Branding Fluid—1 lb. can, (for approximately 100 head), used with cold iron Branding Iron. 3 inch bronze letter Special brands \$3.00 each.  De-Horning paste—preventing growth of horns on calves and goats. For 50 head Wound Paint—Used after dehorning or casteration and on screw worms. Per gallon Syringes, (Heavy pup). Last a lifetime, 40 cc or 20 cc size The Medica 287 supplied with each syringe, free. Extra	1000	Pinkeye Bacterin. For prevention and treatment,	71/
Branding Fluid—1 lb. can, (for approximately 100 head)  used with cold iron  Branding Iron, 8 inch bronze letter  Special brands \$3.00 each.  De-Horning paste—preventing growth of horns on calves and goats. For 50 head  Wound Paint—Used after dehorning or casteration and on screw worms. Per gallon  Syringes, (Heavy Duty). Last a lifetime, 40 cc or 20 cc size of the strain supplied with each syringe, free. Extra		Cale Course Rectarin 10 doses	
Branding Iron. 8 inch bronze letter  Special brands \$3.00 each.  De-Horning paste—preventing growth of horns on calves and goats. For 50 head  Wound Paint—Used after dehorning or casteration and on screw worms. Per gallon Syringes, (Heavy Duty). Last a lifetime, 40 cc or 20 cc size  Syringes, (Heavy Duty). Last a lifetime, 40 cc or 20 cc size  Syringes, (Heavy Duty). Last a lifetime, 40 cc or 20 cc size  Syringes, (Heavy Duty).		Branding Fluid—1 lb. can, (for approximately 100 head),	1.0
wound Paint—Used after dehorning or casteration and on screw worms. Per gallon		Branding Iron. 5 inch bronze levter	4.1
screw worms. Per gallon  Syringes, (Heavy Duty). Last a lifetime, 40 cc or 20 cc size and the street of the syringes and the syringes free. Extra			1.0
Syringes, (Heavy Duty). Last a lifetime, 40 cc of 25 cc o		Wound Paint—Used after denorming or casteration and	8.0
accures, • avs		Cominges (Heavy Duty), Last a lifetime, 40 CC of 20 CC	

Hog Serum—Cholers	—per 100 ccs
Virus 100 ccs	
Swine Mixed Bacter	in—"Flu", swine plague, hemorrhagic -typhoid, etc., per dose
Hog Worm Capsules per box of 50 w	Guaranteed to rid hogs of worms,
Creosol Dip Disinfe	etant; per gallon HORSES
fever. 10 doses	cterin—distemper, influenza, shipping
withers, etc. 1	acterin—for abscessed infections, fistulo 0 doses
Colic Capsule for hor gestion. 3 in	rses—indicated in colic and gastric indi-
Purgative Capsules : Balling Gun. Brass.	for horses. Rapid. Dependable. 3 in both heavy nickled. For giving capsules to le. Only
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"Big Pay" mineral.	For all livestock and poultry.

	POULTRY	
	nineral. For all livestock and poultry.	<b>\$4.2</b>
Poultry Ant	iseptic Tablets. 100 tablets makes ons drinking water, box	1.0
Respiratabs.	Used in lung type poultry diseases.	1.5
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