



THE KANSAS FARMERS UNION FARMER

Organization

Education

Co-operation



VOLUME XXX

SALINA, KANSAS, THURSDAY, AUGUST 18, 1938

NUMBER 40

Ellsworth Farmers Union Has Big Business Set-Up

TOTAL SALES FOR YEAR ARE \$494,261

Business Is All On Cash Basis; Operate Two Elevators, Store, Service Station and Bulk Plant; One Board of Directors Is Over All

One board of directors serves for all the business interests of the Ellsworth County Farmers Cooperative Union. Total sales for the organization for the year ending May 31, 1938, amounted to \$494,261.35. This volume enabled the organization to pay a substantial pro-rata on all business, and interest as usual.

At Ellsworth the Farmers Union has an elevator, grocery store, service station and bulk plant. An elevator is also operated at Kanopolis, east of Ellsworth.

Henry Scheuch is president of the board. Other directors are Herman Kohls, vice president, Bert Harmon, secretary-treasurer, Joe Prochaska and Ernest Palmquist. The board holds an all-day meeting once each month.

"Very seldom are any of the members absent from a meeting," reports Pat Nash, manager of the Ellsworth elevator. "Mr. Scheuch and Mr. Harmon have served on the Board for several years, and both are familiar with almost every angle of every problem that confronts a cooperative. It is to the present board of directors and the former members, Harry Cline, W. W. Huggins and Emil Stroede that the organization owes much of its favorable showing over the past several years."

On Cash Basis
The business of the organization was put on a cash basis a year ago last June. Since that time the accounts receivable have been reduced 50 per cent, and despite the short wheat crop and desperate credit situation prevailing here, the business is in a very strong position financially and able to serve its 250 stockholders and farmer customers 100 per cent efficiently.

The organization has plenty of money to finance itself and has no money borrowed.

"The warehouses and the Farmers Elevator at Ellsworth are being dressed-up in aluminum paint and trimmed in apple-green around the doors and windows," writes Mr. Nash. "This paint job is making a wonderful improvement in the appearance of the property. As soon as the work is completed we intend to take some pictures and no doubt we will give somebody a run for President Vesceky's \$5.00 prize money at the State Convention."

"The wheat crop was very poor here this year. To date the Ellsworth elevator has received between 135,000 and 140,000 bushels of the new crop and the Kanopolis elevator has received about 65,000 bushels. The capacity of the Ellsworth elevator is 50,000 bushels and the Kanopolis elevator is 25,000 bushels."

Grain to Jobbing Ass'n
"Some of our wheat is sold to mills in the surrounding country, but about 90 per cent is sold through the Farmers Union Jobbing Association, by Mr. Riley at Salina."

"The Ellsworth elevator is perhaps as well equipped as any elevator its size in the state. It has two lego elevators and an elevator capacity of 2,400 bushels an hour. A Palmer Dust Control System was installed in July, this year. This elevator handles grains, feeds, seeds, hay and coal."

A great deal of custom grinding is done with a hammer-mill. The Ellsworth Farmers elevator also manufactures poultry mash and cattle feeds, sold under the trade name of "Farmers Union Feeds." During the months of April and May, 80 tons of Farmers Union Chick Feeds were mixed and sold. The volume of sales on this feed is such that the customer is always sure to get freshly mixed feed. A very nice tonnage is worked during the Fall and Winter months with dairy feed and laying mash."

Austin Huggins is the elevator foreman, and has charge of mixing and conditioning the grain for shipment. Ernest Bohi, Jr., and Walter Schultz have charge of the feed mixing and feed sales. Dave Thornton is the driver of the truck. This truck does local and long distance hauling for the elevator.

Sell Much Coal
Louis Allen is manager of the Kanopolis Farmers elevator. This elevator is the only merchandiser of coal in Kanopolis, and this business keeps Mr. Allen and his assistant, Ralph Hurley, busy and profitably employed during the winter months. This elevator also handles a complete line of grains and feeds, and does custom grinding.

Everything about the elevator is clean and well-kept. Every sack of feed is arranged "just-so", all floors are swept and everything points to the neat house-keeping of the manager and his assistant. The flood this Spring washed out the river bridges and cut off considerable of the Kanopolis trade territory, but Mr. Allen has kept the business going strong, and certainly has gotten his share of all the business that came his way.

Frank Adamek manages the grocery store. City delivery service is provided. A new and very attractive refrigerator case for fresh meats was installed a short time ago. The store interior has been painted and redecorated in the last year. Merchandise is attractively displayed. The store is a dividend maker, and a very nice volume of business is done. Two clerks, Jack Kohls and Bernard

800 Attend Annual Big F. U. Picnic

Pres. Vesceky Is Chief Speaker—Boys and Girls Have Foot Races

It was the "good old" summertime and a real Kansas Country picnic with the Farmers Union people in Ellsworth county, August 10. Food was plentiful, attendance was good, the weather was warm—but the trees in the river gorge south-east of town provided abundant shade. The crowd was estimated at approximately 800 persons.

Weiners and buns, salads, cakes and coffee. There was a wait for the majority of people, for the line seemed to move slowly passed the food tables, but as one man expressed it, "I never yet went hungry at a farmers' picnic." And that man knew his farmers' picnics!

The Picnic Committee
Elmer Stroede is secretary-treasurer of the county Union. The picnic committee included Henry Scheuch, Bernard Haase and George Reed. They were assisted by employees of the various Farmers Union business organizations.

After the noon dinner came the speaking part of the afternoon program. A truck outfitted with a loud-speaker was parked before rows of benches. H. E. Witham, president, was chairman. After a few introductory remarks he presented Sam Radeli, former president of the county Union, who entertained with two appropriate readings.

Rex Troutman, editor of the Kansas Farmer, was next introduced; and John Vesceky, secretary of the state Union.

The speaker of the afternoon was John Vesceky, national Farmers Union president. He reviewed his travels throughout this nation, described the condition of farmers in different parts of the country, and told how increasing numbers were turning to the Farmers Union for relief. With a membership of approximately 100,000 in the Farmers Union, Mr. Vesceky said there was lots of room for membership expansion. There are about 6,800,000 farmers in the United States. Only about one out of seven belong to any of the three big farm organizations, Grange, Farmers Union, or Farm Bureau.

Mr. Vesceky Speaks
Mr. Vesceky discussed the relation of urban labor to farm organizations; of the distribution of income; and the development of Farmers Union cooperatives.

After Mr. Vesceky's speech, the two girls who attended the first Farmers Union Junior Camp gave their report in form of a duet, one caecena following another. The girls were Miss Lois Erhardt and Miss Marjorie Hooper, county Junior Leader.

Rex Lear, state manager of the Farmers Union Life Insurance Co., was introduced and he gave greetings.

After the program of speaking came the races. Horseshoe pitching was going on throughout the day, but the winners were not recorded. Winners of the races, in order, are as follows:

Boys, 13 and 14 years old, 50 yard dash: Clarence Kolachney, George Barta and Kenneth Bender. Boys 11 and 12 years old, 50 yard dash: Wilbur Erhardt, Robert Stonebrocker and K. Bender.

Boys, 9 and 10 years old, 40 yard dash: Jack Erhardt, Lawrence Chozit and Dennis Kohls.

Girls, 40 yard dash: Eva Mae Hysell, Erma Snyder and Betty Peterson. Girls, 40 yard dash, 13 to 16 years: Neita Hysell, Mildred Svoboda, and Frances Hokr and Alaine Svoboda.

Boys, 12 to 14 years, sack race: Henry Hysell, Wilbur Erhardt and Kenneth Stroede. Boys sack race, under 12 years: Jack Erhardt, Lawrence Chozit and Dean Pfughoft.

Young ladies' three-legged race: Louretta Schwerdtfeger and Gene Hammill, Lois Erhardt and Marjorie Hooper, and Irene Peterson and Vera Nienke. Girls' three-legged race: Dolores Schultz and Neita Hysell, Erma Kohls and Adaline Svoboda, and Frances Hokr and Alaine Svoboda.

Three Legged Ones
Boys and Girls three legged race: Jack Erhardt and Dean Pfughoft, Erma Schneider and Betty Peterson, and Gladys Brunning and Romona Lee Kueser.

Boys three legged race, 11 and 12 years old: Henry Hysell and Jack Rathburn, Elden Hunter and Wilbur Erhardt, and Clarence Kolachney and William Kueser. Young Ladies' 40 yard dash: Katherine Wanek, Edith Erhardt, and Adeline Svoboda.

The last race, thought by many to be the most exciting, was between two four-year-old boys. Evered Kolch came out ahead of Ronald Allen.

Your neighbor should be in the Farmers Union. Is he?

PLANS TO RESIGN

John Frost to Quit F. U. Presidency to Join Crop Insurance

John Frost, who has served as president of the Kansas Farmers Union for about eight months, plans to tender his resignation from this position, effective September 1. Mr. Frost began work July 19 as fieldman with the AAA Crop Insurance program.

Elected vice president at the 1937 state convention Mr. Frost became head of the state organization upon the resignation of John Vesceky who later was elected president of the National Farmers Union. Having moved from his Blue Rapids farm last winter, Mr. Frost will maintain his headquarters at Salina.

Mr. Frost tells of the planned resignation in "The President's Column".

No Quota Vote On 1939 Corn

Secretary Wallace Estimates High Domestic and Export Needs

Farmers are free to sell or to feed to animals, all the corn they produce this year, according to Secretary Wallace in announcing that the AAA would not hold a farmer referendum on the question of restricting sales.

A referendum on corn marketing quotas is made unnecessary by the official August crop report which estimated the corn yield at 2,566,221,000 bushels. That amount, coupled with a 320,000,000-bushel carry-over from 1937, fell 27,000,000 bushels short of the "excessive supply" level which would require a vote.

If the August forecast is followed by a comparable report on production in November, federal loans on corn will be mandatory. The indicated rate is 57 cents a bushel, or seven cents higher than last year.

Approval of two-thirds of the farmers voting, farmers in the commercial corn belt would have had to store a percentage of their corn or pay a penalty of 15 cents a bushel on all corn sold or fed to livestock in excess of individual quotas.

Deadline August 31

Must File Applications for 1939 Crop Insurance This Month

The final date for filing applications for 1939 crop insurance has been postponed from August 15 to August 31. On August 3 the state office in Manhattan reported over 2,900 applications, received with Cowley, Cloud, Rawlins, and Norton counties leading in that order.

In Kansas loans to electrical cooperatives have totaled \$1,506,651 from the national government. The 1,412 miles of wire to be strung will serve 3,602 customers.

Study Methods of Live Stock Sales

Producers Will Decide Day by Day Whether Open Competitive Markets Are to Be Maintained—or Back to Private Trader—Says Illinois Speaker

Live stock producers are deciding day by day, whether open competitive markets are to be maintained or whether the industry is to revert back from a system of public markets to a basis of private trading. Developments of the next two years may determine in a large measure what our livestock marketing methods are to be for the next ten or twenty years, said R. C. Ashby, University of Illinois, in an address before The Agricultural Club at the Chicago Agricultural Association, July 25.

"Putting the industry's product on effectively open and competitive markets, where all livestock could be sold by experienced salesmen to the buyer who could use it to the best advantage and hence could pay 'the high dollar' for it, and where every buyer had equal opportunity to bid and to buy—this would really be helpful to all," according to Mr. Ashby.

Coordination of the central markets into a more effective marketing system is a definite possibility, and a practical one. That would require closer working relations between all agencies on each market, better team work between markets, and stronger support from the country.

Decentralization Is Dangerous
"Development of livestock marketing operations on a local market basis, attempting to develop sufficient coordination of a multitude of locals to permit some approach to an effective job of marketing, has been talked about. There are so many obstacles to the success of such a plan that there appears to be no possibility of its ever being accomplished."

Decentralization in livestock selling may be allowed to run its course, with price inequalities and uncertainties becoming so aggravated that the federal government would be forced to step in and establish prices at which meat animals would sell. Responsible men in the trade are discussing this as a definite danger. Certainly no friend of stockmen could wish such an outcome upon the industry.

Two Sales Views
"We have today two views regarding the sale of meat animals. The first considers each producer competent to deal with any buyer, any place, any time. That is seemingly the premise underlying the report of the federal study direct marketing of hogs; if there are enough market reporters and reports, enough radio broadcasts, everyone can sell his own stock. The matter of bargaining power is either ignored or assumed."

First Kansas F. U. Junior Camp is Splendid Success

Plan Co-op Conference in N. Dakota

Business Leaders to Devil's Lake for Two Day Meeting—Variety of Discussions

Preparations are being made for a large crowd at the National Farmers Union Cooperative Conference which will be held at Devils Lake, N. Dakota, August 30 and 31. Two full days of discussion of various types of co-operatives by leaders from midwestern states extending from Montana to Oklahoma and from Wisconsin to Colorado are planned.

This Devils Lake conference will be the second this year, cooperative business executives having met in Salina last April.

According to the tentative program the following subjects will be taken up: cooperative grain marketing, cooperative manufacture of farm machinery, petroleum products, turkey marketing, livestock marketing, cooperative insurance, cooperative stores, cold storage locker plants, and cooperative produce marketing.

Witham on Committee

H. E. Witham, manager of the Farmers Union Jobbing Association, Kansas City, is on the program committee. Other members are C. M. Carby, manager of the Nebraska Farmers' Union State Exchange, Omaha, and E. A. Syftstead of the Farmers Union Central Exchange, St. Paul.

The National Farmers Union board will meet the day previous to the conference. John Vesceky, national president, will be a speaker at the business conference.

All Farmers Union members, particularly managers and directors of Farmers Union business activities, are invited to the conference. The sessions will be held in the Memorial building; the Great Northern Hotel will be convention headquarters.

Discussions on cooperatives were conducted during the five days of camp were centered upon economic and social problems which are of vital interest to every young person and to every adult as well. We were very fortunate to have among our instructors our National Junior Director, Mrs. Gladys Talbot Edwards, and our National Farmers Union President, Mr. John Vesceky. Our Juniors and Leaders can value highly this opportunity to be in classes taught by two persons who have played such important parts in the Farmers Union and who have such wide and varied experiences.

Mrs. Edwards taught the class in World Problems which was a study of man's struggle for the five essentials, food, clothing, shelter, education and recreation. Touched upon in this class were many problems that are facing us today; problems which are affecting the lives of today's youth—farm tenancy, labor unrest, fascism, communism.

Discussions on cooperatives were conducted by Mr. Vesceky. In this class the need for cooperative enterprise was emphasized and the study was brought to a climax Saturday morning with the class organizing a Cooperative Produce Association, all imaginary, of course.

Study Leadership Methods
The other class which is also an important one in the Farmers Union, "Leadership Methods," was conducted by your correspondent with the assistance of Peter Wartianen and Rex Troutman. To build a farm organization and cooperatives upon democratic rule it is necessary for us to be able to use the tools of leadership—public speaking, and publicity. We will aim through our Junior classes to help ourselves in becoming more efficient in group leadership.

Afternoons were chock full of activity; first of all, we had a rest period from 1:00 to 1:30 which gave us an opportunity to relax and catch our breath. From 1:30 until 3:00 there was a choice of activities. Mr. J. O. Goedert, Manhattan, who is an N. Y. A. handicraft instructor, came out to the camp each afternoon and conducted a handicraft class. Those interested in handicrafts were given an opportunity to try their skill at a number of projects which included making bead bracelets and leather coin purses.

Other afternoon activities at which campers worked were dramatics, a camp news bulletin, and folk games. Those interested in the folk games learned many simple games that they can teach in their home communities.

The dramatics group under the supervision of Frieda Maelzer, certainly deserves a word of praise for not only presenting a mass recitation at our Friday evening program but for writing it as well—not a small project to complete within five days. The theme of the mass recitation is "Youth Hunting a Job," a very timely subject, indeed.

Under the direction of Rex Troutman, editor of the Kansas Union Farmer, the news staff worked hard and long on the camp news bulletin, "The KFU Junior Campers." Members of the news staff were Irma Kietzman, Alta Vista, Eleanor Williams, Manhattan, Mary Wells, Eldon, Zora Zimmerman, Belle Plaine, Arlene Reist, Seneca, Lois Erhardt, Ellsworth, and Mrs. Roots, Seneca.

This news bulletin will be for all of us something which we will want to keep and refer to now and then to refresh our memories on camp happenings. On the front page of the first issue (two issues were published) is an interesting map locating the communities from which our Juniors and Leaders came.

Enjoy Two Tours

Besides the above mentioned afternoon activities, we went on two tours

ATTENDANCE IS SIXTY-TWO

Both National Union President Vesceky and Junior Leader, Mrs. Edwards, Conduct Classes—Young People Study Economics and Work of Farmers Union

By Miss Esther Ekblad, State Junior Leader

The Eureka Park, Manhattan, Kansas, August 1-6, was the scene of every important chapter in the history of the Kansas Farmers Union. It was the scene of many firsts, a week of pioneering. Everything was new to us who attempted the first Kansas Farmers Union Junior and Leaders Camp. In whatever way we look, the camp was decidedly a success with 51 Juniors and 11 staff members registered.

This being a year when nature is trying her best to stay green and fresh, the Park was lovely, shade from the tall and sturdy trees and a soft carpet of green grass under foot. A familiar sight during the week was groups gathered in the shade of some mighty tree for a committee meeting, to just chat, or to sing.

Our camp days were busy ones. Every camper will testify that every tick of the camp clock meant some activity. Rising at 6:30, surprising as it may seem, we had many early birds who were up long before that time. Then at 7:00 a. m., flag raising, 7:15 breakfast, 8:15 assembly, and from 9:00 until 12:00, classes. The afternoons were spent in leisure-time activities, handicraft, sports, folk games, swimming, and tours. The evenings brought forth interesting programs, speakers, and folk games played on the lawn.

Classes in Morning
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and had three swims. Tuesday afternoon from 3:00 to 4:30 we visited points of interest on the Kansas State College campus. Arrangements for this tour were made by Mr. Fleenor, of the Home Study Service and Mr. Chapman of the KSO Broadcasting Station. We wish to thank them for arranging such an interesting tour and we also wish to thank Mr. Fleenor for making it possible for us to swim at the college gymnasium.

Thursday afternoon we visited Fort Riley and the first Kansas capital. We brought that trip to a climax with a picnic supper that provided an abundance of weiners and buns.

At our evening programs we were very happy to welcome a number of visitors. We hope that our programs were enjoyed; as each evening we attempted to carry out a definite theme. We were also glad to welcome our guest speakers, all of whom brought up such interesting messages about Farmers Union cooperatives.

Discover Much Talent
Tuesday evening we were delighted to discover that among our campers was a wealth of talent. Our "Junior Night" program brought our camp artists to the front—vocal solo by Hermagene Palenske, Alma; trumpet solo, Arlene Reist, Seneca; a skit, "Millie and Tillie in New York" presented by Iva Koepf and Myra Keller, Home; and a show playlet, "The Fate of a Japanese Fibber" by members of the dramatics class. Our speakers were Rex Lear, manager of the Farmers Union Life Insurance Co., and C. V. Reed, vice-president of the F. U. Mutual Insurance Co.

To best understand any movement, purpose, or plan, we must look into the past—our Farmers Union is no exception to that rule. It is very necessary for us to look back and pay tribute to past leaders, to discover just what they have contributed and what guidance we can get from their experiences. Wednesday evening we did that through our Pioneer Ceremony. Our thoughts went back to the founding of the Farmers Union and from there our thoughts traveled through the years until we again reached our first Junior and Leaders Camp. In keeping with our pioneer theme Mr. Vesceky spoke to us on the subject of leadership.

Hold Model Meeting
Farmers Union Juniors are interested in knowing just how a Local meeting should be conducted, so Thursday night we had a model meeting. In the morning we had a "Model Local Meeting" with Wilfred Sack, Seneca, acting as chairman, and Maxine Zimmerman, Belle Plaine, as secretary, the business of the Eureka Park camp was conducted. After the business had been transacted, the program chairman, Bernice Block, Seneca, took charge and the following program which was informative on problems of current interest as well as a show playlet, "The Fate of a Japanese Fibber," by Marjorie Hooper, Ellsworth; message to the Local, read by James Walker, McPherson; piano solo, Venita Inos, Quinter; 4-minute speech "War—Can We Prevent It," by Frances Ross, Lindsborg; and a short stunt by Hermagene Palenske, Alma, and Leonard Osterhaus, Seneca. Our speakers were W. G. Bernhardt, manager of the F. U. Live Stock Commission Co., in Kansas City, and John Frost, our State President. We enjoyed their messages very much. Everyone, after the afternoon trip to Fort Riley and the gaiety of the picnic, was tired so instead of spending an hour playing folk games, we seated ourselves in a circle and told tall stories and sang camp songs until bedtime.

As there are firsts, there are also lasts and so after a few happy days together the last evening of camp arrived. That evening holds pleasant memories for us—the banquet with gayly decorated tables, singing, and toasts centered around the theme, "Juniors At The Front." Then later at the assembly building we enjoyed the play, "The Doctors," a reading by Irma Kietzman, Alta Vista; piano duet by Maxine and Zora Zimmerman, Lindsborg; and the mass recitation, "Youth Hunting a Job," presented by the dramatics class. Those responsible for the recitation were Billy Rhoades, McPherson, Hermagene Palenske, Alma; Eleanor Gladys McPherson; Aubrey Williams, Manhattan; Lucille Parry, Manhattan; James Walker, Groveland, and their director, Frieda Maelzer. Mr. Witham, manager of the F. U. Jobbing Association had been with us earlier in the week and we enjoyed having him

(continued on page 3)

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Rex H. Troutman Editor

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SALINA, KANSAS, THURSDAY, AUGUST 18, 1938

Bigger and Better!

Farmers Union people may well be proud of their cooperative business machinery which is developing through their patronage. Managers of local Farmers Union elevators, for instance, report a bigger proportion of grain in their community handled through the farmers' co-operation. In Kansas City, while all July receipts were short about 1,700 cars from last year, the Farmers Union Jobbing Association topped its last year's record month's total by over a thousand cars, 4,348 as compared with last July's total of 3,097. Total receipts to the Kansas City market in July of 28,283 cars failed to reach the figure for July, 1937, of 30,441 cars.

Money Marches to War.

Probably no two other countries in the world have more fear of one another than do France and Germany. Friction between these two countries has been fanned in hatred for generations. But this feeling does not interfere with business. The French Government recently arranged with its steel industry to supply Germany with 600,000 tons of iron in exchange for coke necessary in making armaments. The Hitler regime may now resume its feverish preparations for war which have been delayed because of the need for iron ore. The French and German steel magnates will rake in their profits. Again, the value of human lives is being forgotten in the greed of finance-minded industrialists.

Farmers Union in Big Business.

Business cooperatives can be divided into two general divisions: marketing and purchasing. Marketing cooperatives are made up of farmers who wish to get the most from the products they raise to sell, such as wheat, which in Kansas goes from the local farmers' elevator to the Farmers Union Jobbing Association; or such as live stock shipped to the Farmers Union Live Stock Commission Company.

The purchasing cooperatives, on the other hand, can be further divided into two classes: supply concerns for bringing productive supplies to the farmer, such as feed for the farmers' stock; petroleum for operating farm machinery; farm machinery and equipment; and the second class of purchasing cooperatives, commonly known as the "consumer" type, bringing articles needed by everyone: clothing, groceries, and the like. In Europe this analysis of purchasing cooperatives is well recognized.

Denmark is known as one of the greatest agricultural countries in the world, located in and near heavily populated lands, where one might not be surprised to find farmers pushed downward into a modern serfdom. But certainly this is not the case. Danish farmers live in comparable comfort, and are among the happiest in the world. It is significant that practically all Danish farm products are sold through farmer-owned agricultural marketing cooperatives. Individual selling by lone, unorganized farmers is virtually unknown.

American agriculture is gradually coming toward this state, with the memberships and the volume of business done by the selling co-ops steadily growing. Who would have imagined only a few years ago that we would have a Farmers Union association in the Kansas City Board of Trade building with one day's receipts of Six Miles of wheat box cars, 570 cars!

The future will possess a sounder farm economy because of this splendid marketing cooperation. Farmers can look for more stable markets, and a better return to the producer through such cooperative business.

Live Stock Marketing.

W. G. Bernhardt, manager of the Farmers Union Live Stock Commission Company, Kansas City, welcomes invitations to appear on programs of Farmers Union Locals or on meetings and discuss the various problems of live stock marketing. Certainly this is a subject well worth the study of Kansas stockmen.

The growth of local sales rings, and decentralized sales markets of various types is pleasing to neither the packers who must expand their buying personnel and add new expensive business machinery; nor to the stockmen who recognize that decentralization of marketing brings a break-down of competitive bidding for their stock.

The cattle business is coming back in Kansas. May cooperative marketing machinery of a type most useful to the farmer come back with it.

Is Waste in Advertising?

Most advertising, to be interesting, must be informative, advises Advertising Age, but the big fact which is disregarded by its critics is that disseminating product information is not its primary aim. Because the public is already familiar with the facts, often advertising has very little of factional information.

The purpose of advertising under these conditions is to remind, to persuade, to lead to present familiar facts in a new guise. Since persuasion, which is mainly an appeal to the emotions rather than to reason, is the primary purpose of advertising, the character of the persuasive argument should be regarded in the same light as the conversation of a salesman who is endeavoring to crystallize the decision of a reluctant buyer, and who uses arguments which are not factual in a scientific way, but which are intended to create confidence of satisfaction in its use.

This reasoning reads well enough, but one can continue to question the spending of certain large sums of money for the purpose of having people use something or other which gains the user virtually nothing except the loss of his dollars.

Stock to Active Patrons

Just to obtain exemption from federal income tax is not the most important reason for cooperatives adopting the policy of crediting the patronage refunds of non-shareholder patrons on shares. The most vital reason for adopting and following this policy is to bring in new shareholders. A cooperative can continue to exist while paying federal income tax. But it cannot long be successful, or have permanence, without bringing in new shareholders.

If new shareholders are not brought in, the number of shareholders will decline, and an increasing proportion of them will be inactive. This is the condition that constitutes dry rot. It is a malady fatal to cooperatives. Without renewal of shareholders, dry rot is inevitable. We see this in many of the early farmers' elevator companies that have made no provisions for renewal.

In dry-rot cooperatives, the number of shareholders becomes smaller and smaller, until the enterprises lose their cooperative character, and the people of the community have no more incentive to patronize them than to patronize any profit-seeking concern. The thing that gives life to any cooperative is a large body of active shareholders. This can be assured, and the interest of non-shareholder patrons cultivated, by making it easy for non-shareholders to become shareholders.

Along with crediting the patronage refunds of non-shareholders on shares to get new shareholders should be a provision for taking up the shares of inactive shareholders—for a coop-

erative should belong to those who patronize it. To facilitate taking up the shares of inactive shareholders the greatest reason for a low rate of interest on shares. The rate should be low enough to discourage ownership for investment and income.—Nebraska Union Farmer.

Japan recognizes the value of arbitration in dealing with Russia, but not with the Chinese. Germany recognizes it in dealing with Italy and Spain, but not with her Jews or with neighboring small nations. Bolivia and Paraguay are settling their difficulties by arbitration only after three years of war. We guide people know how to do things, but generally they try to judge how far they can go without getting into deep water. "Might" still seems to be recognized as "right."

The President's Column

—By JOHN FROST

A New Day

After spending several evenings at the Eureka Junior Camp I find some differences between the Seniors and Juniors. The Seniors at times are gloomy, but the Juniors are always happy. The Seniors are often discouraged, but the Juniors are always enthusiastic. The Seniors grow tired but the Juniors are full of pep. Of course, the Juniors have not stood for the last 18 years in the battle-line of Agriculture and faced the barbed wires of a terrible depression, and have been too young to understand the tragedy of farms foreclosed and families dispossessed of their homes.

But the Juniors are about to step into the ranks. Their enthusiasm and pep means much to Agriculture. Discouraged and beaten, some Seniors are dropping out. It is a new day with new soldiers marching with quickened steps and determined will to rout the entrenched middlemen.

A Lesson From Labor

Geo. F. Baer, President of the Reading R. R. and Coal Co., one of the bitterest opponents of union labor, declared: "The rights and interests of the laboring man will be protected and cared for—not by labor agitators, but by the Christian men to whom God in His infinite wisdom has given the control of the property interests of the country."

The pity of it is that at that time many thousands of poverty stricken laborers were pleading for the various labor unions to protect their interests to such greedy tyrants as George Baer. But such great labor leaders as John Mitchell and Samuel Gompers, men of dauntless courage and indomitable will, led the braver laboring men into union labor in spite of the threats of Baer and his terror inspiring colleagues, and led them from victory to victory.

A New Weapon

It is too bad that today 85 per cent of our farmers are enmeshed in the cunning propaganda of the middlemen trusts, and either ignorant of, or afraid to fight the trusts that rob them. But the Juniors have a new weapon to awaken Agriculture and rally it into battle line. That new weapon is the Junior Educational Program. Some of us Seniors are too old and set and discouraged to learn new ways, but the Juniors and their Educational Program are going to sweep the youth of Agriculture into an understanding of economic questions, and swing them into fighting bravely to win the time of battle. "The truth shall make you free," said the Christ.

Conclusion

When I became President on December 29, 1937, the office of President was changed to that of an honorary office without salary or expense allowance. Following the changes of finances from my farm I have been forced to look for some remunerative job. As stated in the paper last week, I have a part time job in the Crop Insurance Program, and find the work very agreeable. I am glad to be paid for my services. I am glad to be paid for my services. I am glad to be paid for my services.

THE CROSSROADS

W. P. Lambertson

Rogiveness for a primary toe-tramping is challenged within each party but prayed against in the other. Gladly we trade the fiftieth fever of a July primary campaign for the serenity of the old settlers' August fried chicken picnics.

On visiting the old town of Doniphan, I met the Wayne Township board leaving a meeting. They each carried a leather briefcase, not a duffel bag.

The old steamboat landing there used to be forty rods from the present post office. Now the closest point on the river is more than a mile away.

At Denton we met a visiting Missouri Democrat, eighty-eight years old, who still sleeps in the same room in which he was born. He said he was "agin Roosevelt."

On twitting a corporation man law about signing a woman's pledge, we found his skin as little resistant as silk hose to mosquitoes on the river level at Elwood.

Two interesting names of farm places in the First District are ALLI-GONY and HADISWAY; and strange to say, on a tree by the driveway to a politician's home is the sign, NO TRESPASSING.

Real wages are increased every time prices are reduced; they are lowered as prices increase.

Now with the first Farmers Union Junior Camp over, if only we could have one for the "old folks!"

Side Line Business Is Life Saver to Many Farmers Union Associations

The following article was given as a radio talk a few months ago by J. Warren Mather, marketing specialist, Kansas State College, Manhattan.

A problem of cooperative elevators today which receives about as much attention as grain is that of side-line business. Side-lines of farmers' elevators usually consist of the following items: Coal, twine, feeds, including hog, dairy, and poultry feeds, bran, shorts, molasses, hay etc.; miscellaneous merchandise such as flour, salt, fly spray, etc.; oil products; hardware and repairs; and in a few cases groceries and implements. These first mentioned are handled by practically all the elevators in Kansas, while petroleum products are handled by approximately one-half the associations in the state.

Many Hand Oil Products

In the eastern one-third of Kansas only with 20 to 25 per cent of the companies is this a side-line, but in the western two-thirds of the state, about 66 per cent of the companies have had or such items. Quite a number maintain service stations also. Oil products are found less frequently among the eastern Kansas elevators because tractors are not used on such a large scale; the elevators handle a larger corn and other coarse grain volume and a larger feed volume; there is less fluctuation in crop yields and grain volume; and the gross margins on oil and gas sales has been considerably less than those handled by eastern Kansas companies than those in the western two-thirds of the state.

The different kinds of side-lines to handle is a problem that both the management and the membership must decide upon. An important consideration is the service that would be rendered to the members by the association handling a certain item. If there are numerous calls or requests for such items, it is a matter of saving to members can be made as a result of the association adding them to its list of merchandise, then an additional service would be provided. An equally important factor is the margin profit that can be realized on the prospective item.

If the expenses of handling it are heavy and little net earnings can be realized, there is often a question whether it should be taken on unless the company is in a strong financial condition. Other factors include the competition situation; the nearness to large towns; whether the business in such a line or commodity might be of a temporary nature; and the risk involved in carrying a full stock of inventories of a particular type of merchandise.

Side Lines Increase Income

Originally side-lines were handled primarily as a service to members. In recent years their profit or income value has become of great importance. Especially has this been true with those elevators located in drought areas in providing them with a volume of business to substitute for grain volume. Also, in eastern Kansas where grain volume is often inadequate for cooperative elevators which are located too close together, side-lines have come to be relied upon heavily to cover a large portion of the expenses of the association and to utilize the time of employees more fully and efficiently.

During the 1936 crop year, side-line sales constituted one-fourth of the total sales of cooperative elevators in all regions of Kansas, but they were responsible for 40 to 47

per cent of the total gross profit realized by these associations.

While a higher proportion of labor and other expenses were incurred from the side-line volume than from the grain volume, there was enough income derived from the side-lines to cover about two-thirds of the total expenses of the association. A standard for cooperative elevators considered as desirable calls for sufficient income from side-lines to cover 40 per cent or more of the expenses of the elevator association.

Those elevators realizing more than 40 per cent are often considered as large side-line income elevators and those falling below 40 per cent as small side-line income elevators. During the four-year period, 1931-34, only 35 per cent of the cooperative elevators classified as small side-line income and small-volume companies showed a net profit. Small-grain volume companies are those handling less than 100,000 bushels of grain.

Need Have Turnover

Then, when those elevators having a small-grain volume but a large side-line income were grouped, we find 60 per cent of them showing a net profit or saving. Of course, those handling a large grain and a large side-line volume would be expected to show up the best, and in those cases, a net income was realized by 90 per cent of the elevators. Of course, the amount of income from side-lines depends upon gross margins as well as on volume of sales but this problem will be discussed in detail at a later date.

In 1936 the average amount of side-line sales in eastern Kansas was \$33,600 per elevator in southwestern Kansas, \$41,000; and in northwestern Kansas, \$46,700 per elevator. Oil products constituted about one-half of the side-line business of those elevators handling this type of commodity, and the average gross margin on side-lines of such associations was several cents per dollar greater. As a result, those associations handling gas and oil showed considerably higher net income or savings at the end of the year even though their expenses were more per dollar of sales.

An important factor to be discussed with the problem of margins on side-lines is the turnover of inventories. This applies especially to feeds, miscellaneous merchandise, hardware, and repairs. A desirable turnover standard is 12 times a year or turning the stock of goods every month. Grocery stores consider they should have a turnover of at least 10 times a year.

With the short crops and almost complete failure of wheat in much of the western third of Kansas, side-lines have been the main source of income for elevators in that section. In fact, most of the cooperatives that did not obtain or maintain a large volume of farm supply business at a fair margin of profit have had to close their doors.

Employees of farmers' elevators have become good sellers of merchandise as well as buyers of grain. If the cooperative elevator is to remain open until a crop is raised then it is up to the management and other employees to study and analyze the types of side-lines which patrons desire; the margins on the various items; the quality of merchandise; and the turnover of inventories so that side-lines may substitute as nearly as possible for grain in making up a fair total volume, and in turn, a fair total gross income with which to pay expenses.

will be held in the same manner as the June meetings, in the form of an ice cream social.

August 15—McCune.
August 16—Walnut.
August 17—Girard.
August 18—Brazilton.
August 20—Burlingame.
August 30—Farlington.
August 31—Mouthmouth.

Crawford County Meeting

The regular quarterly meeting of the Crawford County Farmers Union will be held in Warsaw, Mo., Tuesday, Aug. 30, 1938 at 1:30 p. m. Let us solve our farm problems in our own way and not trust our welfare to the self-appointed guardians of the farmers.

All members interested in the Farmers Union Junior movement are especially urged to attend this meeting.

J. Henry Meyers, Secretary.

Resolutions

Whereas, God in His infinite wisdom has removed from our midst our neighbor and brother, member George J. Mead, of Washington Local No. 1680 of the Kansas Farmers Union, We, the undersigned, committee of Local No. 1680, extend to the bereaved widow and other relatives our sincere sympathy.

Resolved, that a copy of these resolutions be sent to the official paper of the State for publication, also that a copy be sent to Sister Mead, and that a copy be retained by the Local Secretary to be entered on his book of Records, and that a copy be handed our local paper for publication.

TO USE WATER

Western Kansas May Have Development Program Soon

With the passage of the Pope-Jones Act by Congress and with funds now available it appears that a program designed to use the ground water supplies and natural gas in western Kansas will soon be under way to aid in the development of a better land and water use program in that area, says J. C. Mohler, Secretary, Kansas State Board of Agriculture.

The Pope-Jones bill authorizes the Secretary of Agriculture to formulate and carry out a program of projects for the construction of ponds, reservoirs, wells, pumping installations and other facilities for storage and utilization, to promote the proper utilization of lands in plains regions of the United States, and to sell or lease such facilities, or to furnish financial aid in the development of such projects.

To Make Survey

Immediately upon the passage of that Act, Geo. S. Knapp, chief engineer of the Division of Water Resources formulated a program of development adaptable to western Kansas. It was approved by the State Board of Agriculture and submitted to the U. S. Department of Agriculture. The program provides for a more detailed examination of the water supply by exploratory drilling. Where adequate supplies of water are found, it is proposed to bring about the systematic and orderly development of those areas by the construction of pumping plants for the irrigation of the land in economic farm units.

Following the submission of this outline various conferences have been held with Department of Agriculture officials both in Washington and at Amarillo. The information now is, that with funds available, the program will go forward substantially in accordance with the program submitted by the Division of Water Resources and with the continued cooperation of the Board of Agriculture.

A Minister's Farewell Sermon

A minister in certain town in Alabama took permanent leave of his congregation in the following pathetic manner:

"Brothers and Sisters: I come to say good-bye. I don't think God loves this church because none of you ever die. I don't think you love each other because I never marry any of you. I don't think you love me, because you have not paid my salary. Your donations are mouldy fruit and wormy apples, and by their fruit ye shall know them."

"Brothers I am going away to a better place. I have been asked to be chaplain of a penitentiary. Where I go ye cannot come, but I go to prepare a place for you, and may the Lord have mercy on your souls. Good-bye."—Sovereign Visitor.

We Manufacture---

Farmers Union Standard Accounting Forms

Approved By Farmers Union Auditing Association

Grain Checks, Scale Tickets Stationery

Office Equipment Printing

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Neighborhood Notes

Enjoy Picnic Supper

A picnic supper was enjoyed by members of Headquarters Local, Salina, Saturday evening, August 13, in Thomas Park, just north of town. Attendance was nearly 30.

Call Riley Co. Meeting

The third quarterly meeting of the Riley County Farmers Union No. 45 will be held at Ashland schoolhouse Friday, Sept. 2, beginning at 11 o'clock.

Election of a delegate to the State Convention any other business that may come before this meeting will be transacted.

Basket dinner at noon. Coffee will be served by the Ashland Local. You are invited.

Gust Larson, Secretary.

Continue Social Meetings

Due to the unusually busy time during July, the Crawford county social meetings for that month were not held. But the August schedule is being held.

LOCAL SUPPLIES

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

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

Application Cards, 20 for..... 5c
Constitution..... 5c
Credential Blanks, 10 for..... 5c
Demit Blanks, 15 for..... 10c
Local Sec. Receipt Book..... 25c
Farmers Union Watch Fob..... 25c
Farmers Union Button..... 25c

F. U. Song Leaflets, dozen 10c
Farmers Union Song Book 20c
Business Manual..... 5c
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
Militant Voice of Agriculture (John Simpson)..... 75c

WRITE TO

Kansas Farmers Union

Box 51

Salina, Kansas

WE THINK AMERICA'S MOST BEAUTIFUL WASHER IS A

FAIRBANKS-MORSE!

★ NEW BEAUTY OF DESIGN
★ NEW LABOR-INDUCING CONVENIENCE
★ NEW MONEY-SAVING ECONOMY

Only a Fairbanks-Morse offers you the streaming beauty of new design, and the white with light blue, black and chrome trim, plus—

1. Illuminated Tub—Plugs in the washer, tub interior lights up—see the type of fabric being laundered, steam you forget it, the washer stops at the proper time, and the washer stopped at the proper time.
2. Wash Timer Switch—Set to cut the type of fabric being laundered, steam you forget it, the washer stops at the proper time, and the washer stopped at the proper time.
3. Multi-zone Temperature Control—Washing action. Cleans more effectively, less water per minute. Washes clothes clean in less time.
4. Operates Porcelain Tub set in cabinet and enclosed in built-in cabinet. No water hot longer.
5. Pressure-Wash—See how the new Fairbanks-Morse, all enclosed, Quiet-Action, fine lubrication. Exclusive Chlorine compound. No rust. No noise.
6. Extra Large Super-Soft Mop—Fringing with elegant streamers. 25¢
7. Easy-acting Control Levers. Adjustable legs.

Your local Farmers Union Manager will tell you more about these washers that will enable you to

LAUNDRY and LIKE IT!

Distributed by

Farmers Union Jobbing Association

Kansas City, Mo.

Junior and Juvenile Department

Juniors from 16 to 21

Juveniles from 6 to 16

**Junior Motto: "He loves his country best
who strives to make it best"**

IF

If you can keep your head when all about you
Are losing their and blaming it on you,
If you can trust yourself when all men doubt you,
But make allowance for their doubting too,
If you can wait and not be tired of waiting,
Or being lied about, don't deal in lies,
Or being hated don't give way to hating,
And yet don't look too good, nor talk too wise;

If you can dream—and not make dreams your master;
If you can think—and not make thoughts your aim,
If you can meet with Triumph and Disaster
And treat those two impostures just the same;
If you can bear to hear the truth you've spoken
Twisted by knaves to make a trap for fools,
Or watch the things you gave your life to, broken,
And stoop and build 'em up with worn-out tools;

If you can talk with crowds and keep your virtue,
Or walk with Kings—nor lose the common touch,
If neither foes nor living friends can hurt you,
If all men count with you, but none too much;
If you can fill the unforgetting minute
With sixty seconds' worth of distance run,
Yours is the Earth and everything that's in it,
And—which is more—you'll be a Man, my son!

—Rudyard Kipling.

YOUR LEADER'S MESSAGE

Esther Ekblad

Eyes to the Future

For months we looked forward to our first Junior and Leaders Camp; now we can look back upon it. But in looking back will it be just for the purpose of happy memories, or to gain vision and strength to march on into the future. For those of us who attended the camp it was a wonderful experience in fellowship and friendliness, and also in the desire we received to join hands with our fellows and strive toward building a better world. Many of us expressed the desire to attend another Farmers Union world. Camp; are we aware of what must happen if that is to be possible? The seeds of our Junior Movement must grow; there is cultivating, watering and weeding for us to do.

The answer to the question, "Will we have another Junior Camp?" is another question, "Will you help to build Junior classes in your home locals?" There is a busy winter ahead of us, and may we keep in mind that although we can find innumerable things to do, the Farmers Union needs us and we need the Farmers Union. Let's get busy in our locals and begin planning for the next big event—our state convention which will be held in Salina. Yes, I am sure we are going to await anxiously the convention week when we can have a reunion of camp friends.

Ring in my ears as I think of the work and jolly good times ahead of us as Farmers Union Juniors is the song that was such a favorite at camp—

"Let every good fellow now join in the song,
Viva la Compagnie!
Success to each other and pass it along—
Viva la Compagnie!"

Juniors, we have a message of cooperation to proclaim in our communities; let's put forth our best efforts to get our neighbors to "join in the song."

CAMP REFLECTIONS

There were 51 Juniors and Leaders and 11 staff members registered at camp for the entire week. Eleven counties were represented. Our largest delegation came from McPherson; cars wouldn't hold them, so they came in a truck and had just pecks of fun.

Many of us were surprised to find such a pretty camp location; our first welcome to the camp was given by the tall, sturdy trees and the green grass. No, perhaps it was the attractive red and white sign, "FARMERS UNION CAMP" that shouted the first greeting.

We were given one educational course that was not planned—we had the "principle of scarcity" brought home to us very clearly during the times that the water pump would get sick and have to make visits to the doctor.

It would certainly be wrong of us to forget the bell which played such an important role in camp life. It was our willing servant in calling to meals, classes, flag salute, and even to bed. The meanings of the ding-dongs were many; we salute the camp bell for such willing cooperation.

It was indeed a pleasure to have Frances Link of North Dakota, Mrs. Edwards' secretary, as one of our campers. We hope that she enjoyed being with us as much as we enjoyed having her.

Even within five short days there is time for unfortunate things to happen and doctors must figure in the picture. Peter Wartianen, a staff member, became very ill with tonsillitis and had to be taken to the hospital at 1:00 a. m. Friday morning. Peter was well enough Saturday afternoon to leave the hospital; we missed him the last two days of camp and we hope that memories of our camp will overshadow his unfortunate experience in Kansas.

Boys were in the minority in number but don't think they couldn't hold their own, even when it came to wearing aprons and washing dishes.

Did everyone notice the attractive weed scrapbooks on display? They were made by the Juniors of the Johnstown Local, McPherson county. Here are some folks who will know where when they see them!

It gave us quite a thrill each evening to get our tongues twisted around our Spanish goodnight, "Hasta Manana," which means "until the morn."

Among our visitors were Mr. and Mrs. Henry Negley of Nebraska. Mr. Negley is Junior Leader in Nebraska and at the time you read this, Mr. and Mrs. Negley will be busy conducting Junior camps in their own state.

We were fortunate to have in camp the latter part of the week Keith Peterson, Vera Peterson, and Dean Thurston of McPherson. Keith and Dean were busy most of the time entertaining us with the guitar and accordion.

PLAN CATTLE TOUR

Breeders Will Visit Four Counties In Four Days

A 4-day tour through Kansas' greatest commercial cattle area with the view toward "making the industry better through the exchange of

ideas," will get under way August 24. J. J. Moxley, Kansas State college animal husbandman, will be the featured speaker during the tour which will take cattlemen and other interested persons through Clark, Comanche, Kiowa and Barber counties. Cattlemen from all parts of the state will take part.

Letter From Mrs. Alkire
Farmers Union Jr. Campers of
Eureka Lake Park.
Cooperators:

Congratulations to everyone for making our first camp such a success. Everyone proved they were not afraid of work and responsibility—two things necessary in any achievement.

Now the trail is blazed, let the Juniors take the responsibility and plan to make our camp even better. Calmly review our past program, then discuss it with other Farmers Union people and present your suggestions to your leaders in a clear constructive manner; but do not feel slighted if your suggestions do not bear immediate fruit. Ours is a long time program.

Especially do we wish to express our gratitude to our able leaders and instructors. It seemed to me more an institute than a camp, with learning of more importance than amusement. We enjoyed an unusually well balanced program.

Remember—interest is maintained only by active participation. All leaders should practice what they teach and cooperate rather than dictate. Experienced leadership can prevent many mistakes; but youth must learn, and we learn by doing. Thoughtfully review your mistakes, select anything that may be of value, then discard the rest. Do not become discouraged for, as surely as you "do things," you will blunder.

"Let us then be up and doing." I expect to meet many Junior Leaders and prospective leaders at the Farmers Union Convention in Salina where we can plan to carry on good work. Ask to be excused from school in plenty of time, so if your superintendent is hesitant, you can correspond with the State Office, who can lend you a helping hand.

Yours in Cooperation,
L. Alkire.

Dean of Women 1938

Junior Farmers Union Camp News
This heading appears on the
Crawford Co. mimeographed
sheet. The letter follows.—Editor.

The Farmers Union Camp at Manhattan, August 1 to 6, was educational, congenial, and well balanced. Everyone having a good time, enjoying each study period and evening into the spirit of camp recreation and sports wholeheartedly. Everyone abides by camp rules and doing their k.p. duties gracefully and willingly. (K. p. duties—a group of 5 were chosen for each meal to set tables, wait on tables, wash dishes, sweep floors, etc.)

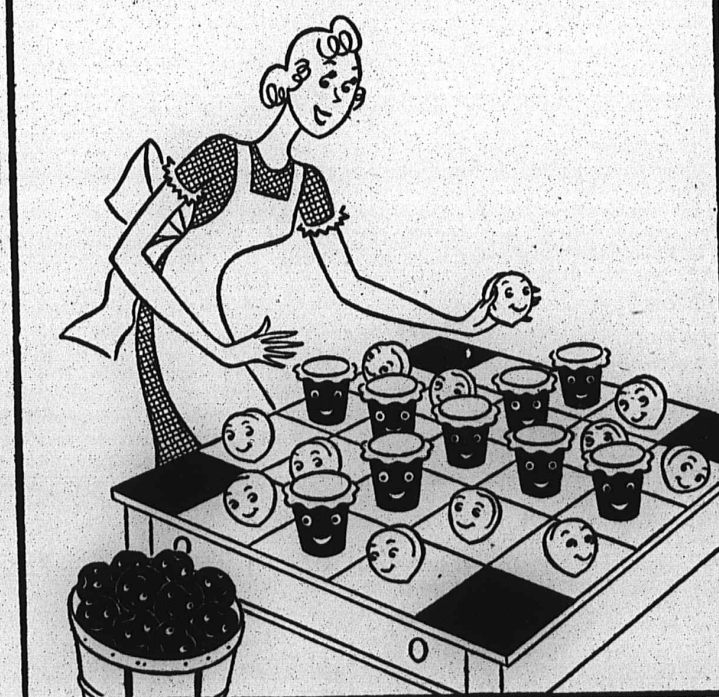
They were truly a wonderful group of young Farmers Union Juniors, who were in earnest, making the most of every facility they may have a better understanding of real farm problems and the application of cooperative remedies and programs.

The Juniors attending Camp have good cause to be proud of their part in the pioneer Junior Farmers Union Camp of Kansas.

There were 16 counties represented, 51 Juniors and 11 staff members, making it the largest first state Junior Camp. To keep this large group of Juniors working, playing, eating, and sleeping in Camp style has required efficient planning and management. We give our credit to our State Leader, Esther Ekblad, who is the youngest State Junior Leader and Paule Cowger, the only woman secretary of State Farmers Union.

We also had our National Farmers

No Cross Words, No Puzzles, For the Modern Jelly Maker!



WHAT'S the five-letter word for a delicious quivering spread filled with all the flavor of orchard-fresh fruit? Jelly, of course—the home-made kind. And no longer is that delicacy the big cross word puzzle of cookery... nowadays even ripe, juicy peaches turn into perfect jelly with the aid of a short-bell recipe.

Bargain hunters who think they'll wait awhile will surely get left this year, for both peaches and plums are at the peak of their deliciousness right now. Select fully ripe fruit of the best possible flavor and color, follow directions exactly, and your spreads will do you credit with their sun-ripened tastiness and perfect texture. More glasses, too, from recipes like these say members of the Jelly Making Club:

Ripe Peach Jelly

3 cups (1½ lbs.) juice
4 cups (2½ lbs.) sugar
1 bottle fruit pectin

To prepare juice, remove pits from about 3½ pounds of ripe peaches. Do not peel. Crush peaches thoroughly. Add ½ cup water, bring to a boil, and simmer 5 minutes. Place fruit in jelly cloth or bag and squeeze out juice. (If there is a slight shortage of juice, add small amount of water to pulp in jelly cloth and squeeze again.)

Measure sugar into dry dish and set aside until needed. Measure juice into a 3- to 4-quart saucepan and place over hottest fire. Add sure-jell mix well, and continue stirring until mixture comes to a hard boil. At once pour in sugar, stirring constantly. Continue stirring, bring to a full rolling boil, and boil hard ½ minute. Remove from fire, skim, pour quickly. Paraffin hot jelly at once. Makes about 7 glasses. (6 fluid ounces each.)

Ripe Peach and Plum Jelly

3 cups (1½ lbs.) juice
4 cups (2½ lbs.) sugar
1 box sure-jell

To prepare juice, cut in pieces (do not peel or pit) and crush about 2 pounds fully ripe peaches and 1 pound fully ripe plums. Add ½ cup water, bring to a boil, and simmer, covered, 10 minutes. Place fruit in jelly cloth or bag and squeeze out juice. (If there is a slight shortage of juice, add small amount of water to pulp in jelly cloth and squeeze again.)

Measure sugar into dry dish and set aside until needed. Measure juice into a 3- to 4-quart saucepan and place over hottest fire. Add sure-jell mix well, and continue stirring until mixture comes to a hard boil. At once pour in sugar, stirring constantly. Continue stirring, bring to a full rolling boil, and boil hard ½ minute. Remove from fire, skim, pour quickly. Paraffin hot jelly at once. Makes about 7 glasses. (6 fluid ounces each.)

KANSAS GIRLS ON RADIO



Although both are from Kansas, Lola Hutchinson, left, and Allene Cunningham, radio's newest singing sensations, met for the first time when they signed National Broadcasting Company radio contracts in Chicago recently. Miss Hutchinson, 16, is a former farm girl from Augusta, and Miss Cunningham, 17, is from Wichita. Miss Hutchinson is featured soloist each Thursday on the Farm and Home Hour.

The Farmers Union program on the National Farm and Home Hour, August 27, will feature speeches by Morris Erickson, secretary of the North Dakota Farmers Union, and K. W. Hones, president of the Wisconsin Farmers Union. The program is from 10:30 to 11:30 a. m., and is broadcast over the NBC Blue network, including KANS, Wichita; WREN, Lawrence; KOA, Denver, and stations at Ames, Ia., Oklahoma City, Okla., and Pittsburg, Kan.

Union President, John Vesecky, to teach us Cooperative Activities and take part in the games. He said he became 15 years younger. Mrs. Gladys Edwards, National Junior Leader, taught World Problems. Esther Ekblad, Leadership Methods; "Uncle John" Fengel, a member of State Board, Dean of boys; Mrs. Alkire, wife of manager of Farmers Union Livestock of Wichita, Dean of girls.

The evening meetings started at 7:30, the programs being put on by the Juniors and very interesting speakers, followed by games. Some of our speakers were Mr. Rex Lear, Manager Farmers Union Life Insurance Co. of Des Moines, Iowa, Mr. Henry Negley, Educational Director Junior Farmers Union of Nebraska, Mr. G. W. Bernhardt, Manager Farmers Union Livestock of Kansas City, and Mr. A. H. Little, Sales Manager of cattle department, Mr. Tom Hall, Farmers Union Jobbing Ass'n., and Mr. H. E. Witham, Manager Farmers Union Jobbing Association, Kansas City, Mo., our State President, Mr. John Frost.

Two tours, one to the Kansas State Agricultural College, the other to Fort Riley and the first capital of Kansas. Two army men guided us through the post. We were permitted to go swimming three days in the College pool. The girls were fortunate to have a lifeguard and an instructor who would teach them to swim and dive.

Elbow Local, No. 1786, Manhattan, met for a picnic supper on the camp grounds Thursday evening, and attended the Camp program. Many other visitors were present during the course of our camp. There were eight representatives from McPherson county. The following from Girard: Thelma Hanshaw, Marie Krog, Elsie Clausen, Bob Harr, Charles Martens.

Recreation of music, folk dancing, swimming, touring, etc., were conducted in the afternoons. Evenings were spent by speaking, programs, and games.

Miss Myra Keller of Midway local won first place for writing the best letter on "Why My Father Patronizes Our Farmers' Union Elevator," entitling her to a free pass to camp. Myra and myself represented Marshall county.

We found it educational and helpful as well as fun and are urging that more attend next time.

Midway local Juniors and Juveniles will meet Thursday, August 11, at the school house at 1 p. m. Come prepared for lessons and a good time.

Iva Koopp, Junior Leader.
—From Marysville Advocate-Democrat.

Wedding Bells

Miss Mary Jo Weiler, well-known and well-beloved State Junior Leader of the North Dakota Farmers Union and Walter H. Uphoff, formerly of Wisconsin, now of North Dakota, were married at ten o'clock, August 10. The ceremony was performed in Madison, Wisconsin, after which the young couple left for Washington, D. C., and New York. The new Mrs. Uphoff will attend the International Youth Congress, representing the National Farmers Union.

She will be remembered by many Kansas Farmers Union members as having attended the state convention two years ago, at McPherson. Mr. Uphoff has been active too in cooperative work.

The best wishes of the Kansas Farmers Union go to this couple for a long and happy life together.

Develop Junior Work

Girard—The regular Junior meeting was held at the Martens home, August 9. Roll call "How you spend your leisure time" was answered by 15 members. Four new members were taken into the class and 15 visitors were present.

Plans were made for the Farmers Union picnic to be held at Raymond Park on September 2.

Thelma Hanshaw, Elsie Clausen, Marie Krog, Bob Harr and Charles Martens made brief reports on the camp which they attended at Eureka Lake Park, Manhattan, Kansas.

The next meeting will be held August 22, at the Emery school house, miles west of Girard. Farmers Union Elevator Managers, employees and Board of Directors will be present.

There was group singing and the meeting adjourned to play out of door games.

Delicious refreshments of ice cream, cake and cookies were served. Marie Krog, reporter.

Plan County Picnic

The picnic is for those who were on the entertainment committees, those who entertained and the refreshment committees at Social meetings, and the Juniors from the ages 12 to 25.

This picnic is to be held at Raymond Park, September 2, starting at 7:30, the same place and time it was last year. One mile east, ½ mile south of Girard, (corner of the golf course).

AT YOUR SERVICE
Farmers Union Cooperative Education Service
Gladys Talbott Edwards,
Director

"Education—A Debt Due From the Present to Future Generations."

Last Look at Camp

The camp season is drawing to a close, and State and National Directors are beginning to look toward conventions. Nebraska and Colorado are still busy with camps, but other states are through. All-State is past, and only the balancing of the books, and putting the clippings, pictures, and reports into the camp history books, for reference next year, is left in Montana, Wisconsin, North Dakota, Kansas, South Dakota and the Education Service.

Some of the best things of each camp, which are worth passing on to others, we have listed:

MONTANA, has favorites which make it possible to hold Juvenile, Junior Reserve and junior classes at the same time. The best teachers of classes in the locals are brought in to conduct the work. When taps is sung at night, first the girls sing the words, then the boys answer. It is a good-night that is pleasing and impressive.

WISCONSIN and KANSAS have a banquet on the last night of camp. The tables are decorated, the Juniors dress in their best and there are speeches from staff and students which leave a festive memory for all.

NORTH DAKOTA'S Pioneer Ceremony is held outdoors around the campfire. The poem, "The Torch-bearer" is a part of the ceremony, the torches are laid on the camp fire as each Junior, who tells the story of one of the pioneers in the cooperative movement, ends his tribute. The group repeat in unison the camp fire ceremony. Then all sing together. "At Cause Can Neither Be Lost Nor Strayed" and the memory of the ceremony is one of those which stay with us from this camp.

SOUTH DAKOTA has a movie camera, and they take colored pictures which are a joy to see for years to come.

KANSAS (first camp this year, and a State Leader who is still a Junior) holds a 35 minute assembly beginning at 8:15. It is devoted to a scripture reading, a talk by some noted person, singing, both group and special, reading poetry, or to some other inspirational or cultural activity. All announcements are made during meals.

NORTH DAKOTA Leaders Camp, this year worked out a plan of having different persons conduct classes in Leadership Problem, and in other things in which the leaders themselves are proficient. This not only divided the work of the camp, but the responsibility as well. Ending an interesting session, was a three-station hook-up on the radio, with a dialog between Mrs. Butts and Marcy Harens, giving a picture of the recreational activity carried on during the week.

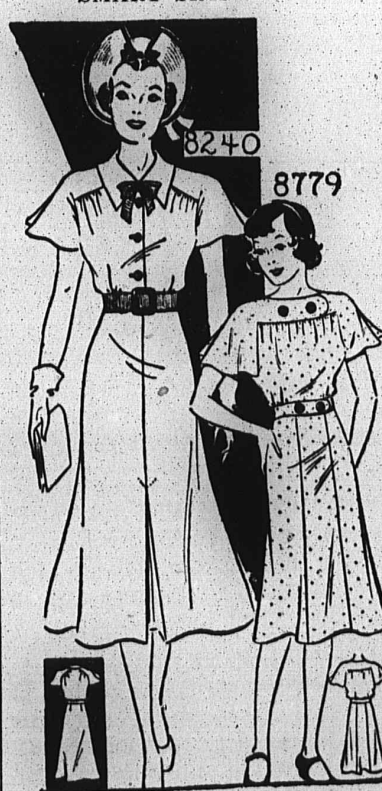
Hands Across the Sea
A number of the Junior Reserves who have been studying "The Friendship Bracelet 'Round the World'" have started corresponding with other young people in foreign countries. If your group is interested in writing to young people in other lands, write the Farmers Union Education Service for information upon how they may find friends abroad.

The Cooperative Conference is to be held in Devil's Lake, North Dakota, the first two days in September. At the same time, the National Board will meet and discuss plans for the National Convention.

The National Junior Executive Committee will meet, too, and work out plans for 1939 educational work. The Farmers Union Hour on the Farm and Home Hour in September, will have as speakers, Mrs. Edwards, National Junior Leader, and Mrs. Stoltz, Montana State Leader. Be listening.

Convention Time Soon Here
We close the camp books, only to open the plans for state and national conventions. One of the things which state Leaders are considering at this time is the manner in which Juniors will be sent to the National Convention. Mary Jo Weiler is sending out nomination ballots with her

SMART SIMPLICITY



8240 Flattering Shirtwaister.
Designed for sizes: 14, 16, 18, 20, 40, 42 and 44. Size 16 requires 3-4 yards of 35 inch material. For collar, contrast, 2-3 yard is required. The bow requires 5-8 yard. The belt of ribbon, 1 yard. Price 15c.

8779, The Young Miss Will Love This Frock.

Designed in Sizes: 8, 10, 12, 14 and 16 years. Size 10 requires 2-1/2 yards of 35 inch fabric. Price 15c.

Kansas Farmers Union box 51

Salina, Kansas.

program service this month, so that Juniors who have won their achievement pins and are in good standing, may nominate the Junior they would like to see represent them at the Nationals.

All-State Camp

Just a word as we finish up the audit of account for this biggest of the All-State Camps. The surroundings were beautiful. Facilities were inadequate for the large crowd, but everyone did his best to make it a good camp. Many visitors of National note were present. So many that it was impossible for the Juniors to meet all of them. A feature writer, whose work is read in many magazines, came especially to interview the Juniors. The National Broadcast has brought in many fine comments. And the chapters on the book, "The Generation That Can't Run Away" are coming in, in each of them a fine piece of work. Comments on the camp, and very fine ones are being published in papers throughout the United States. Juniors and Leaders from more states than ever before were present, getting acquainted with each other's problems, leveling out state line barriers. The real accomplishments of this camp can only be measured in the future.

To Campers From Peter

"I wish to express my sincere appreciation for the generous manner in which the Kansas Junior Camp remembered me during my illness. I feel I have received a gesture of true comradeship, such as neighbors in the same great cooperative movement show to each other."

It was a great disappointment not to be able to spend the last two days at camp and to be able to say goodbye to all. But as I shall continue working for the cooperative movement in New England I am sure we shall all meet again at a camp, convention or school.—Peter Wartianen, Jr.

(Note: Peter was again near enough to health Saturday afternoon so that he could leave the hospital and start toward home with Mrs. Edwards and Frances Link. He will soon be back to his home in Massachusetts where he will take up work as a cooperative educational director. E. M. E.)

FIRST K. F. U. CAMP IS SPLENDID SUCCESS

(continued from page 1)
speak to us the last evening of our camp.

Are Happy Days

We learned during our camp that even our play can give us a spirit of cooperation, especially through the folk games that have come down to us through the ages. The favorite folk game of the group was one which has come to us from Germany, "Ach Ja." It is indeed a lovely game. After an hour of folk games our evenings were impressively brought to a close by the joining of hands and singing "Taps."

After dinner Saturday noon we said our good-byes and by early afternoon Eureka Park was very much deserted. Our first camp is now history, not dead history but that which is still living. The Kansas Farmers Union is proud of its first camp which was the product of not one person but that of many willing hands working together. We wish to express our gratitude and thanks to our State Board of Juniors for their hearty support. It is proper that we at this time also express our gratitude to our staff members, to Mrs. Bayles, Manhattan, who kept us smiling and contented with tasty meals, to our deans, Mrs. Alkire and Mr. Fengel, who were constantly at their posts of keeping us comfortable, to Pauline Cowger, our secretary, who was busy every minute with little details of the camp, and to our assistants, Mr. and Mrs. Stoltz, Montana State Leader. Be listening.

We close the camp books, only to open the plans for state and national conventions. One of the things which state Leaders are considering at this time is the manner in which Juniors will be sent to the National Convention. Mary Jo Weiler is sending out nomination ballots with her

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BUYING BEDSPREADS

If you're looking for durability and good wear in a bedspread, buy one with a firmly and evenly woven fabric of smooth regular yarns, advises the Consumer's Counsel Division of the AAA.

Spreads made of heavy yarns in the warp and fine yarns in the filling, or with uneven, lumpy yarns to form the design may be "appealingly different," but they won't last very long.

Test the firmness of the weave by pulling the material and noticing whether each yarn stays in place. Thin spots and even ugly holes are the price of purchasing slippy loosely woven materials.

Examine the finish of the spread. The fewer the seams the better, both for neatness and durability. If there are seams, they should be deep enough to hold well. Hems, stitched with 14 stitches to an inch, are a guarantee against poor wear. Back stitching at the end prevents unraveling. A good embroidered scallop finish has stitching deep and close enough together to hold all raw edges in place.

You can tell if the ends of the spread are cut straight by noticing whether they are parallel to one of the crosswise threads in the fabric. Decide whether or not you want to cover the pillows of your bed before you select the size of the spread. Those 108 or 114 inches long will stretch over the pillows on a double bed and leave plenty room for a "tuck-in."

Now are 143 Community Stock Sales

Livestock Commissioner Miller Reports That His Duties Are Increasing

More than a million head of livestock were sold at auction through community sales in Kansas last year, according to Will J. Miller, state livestock sanitary commissioner, in the Topeka Daily Capital. Figures for the eleven months from July 30, 1937, to June 30, 1938, show a total of 973,328 animals sold, including horses, mules, cattle, hogs, sheep and goats.

Mr. Miller said there are now 143 such sales operating in Kansas and the number is growing all the time. For the eleven months a total of 5,320 auctions were held by the 143 operators. Sales included 32,240 horses, 4,131 mules, 535,909 cattle, 380,271 hogs and 20,777 sheep and goats. Fees of one-half cent for horses, mules and cattle and one-fourth cent for hogs, sheep and goats, amounted to \$3,889.19.

Upon Livestock Commissioner Licensing and supervising these community sales is a duty imposed upon the live stock commissioner by law, and since they have become so numerous the task of properly administering the law has developed into an important part of the commissioner's work. Before a community sale may operate the operator must post a \$1,000 bond for proper conduct of the sale, and secure a license at a cost of \$10 per year.

Supervision on the part of the commissioner included checking sales records to see that proper accounting is made to the state, but more important, careful inspections to see that sanitary conditions are maintained at the yards and that no diseased or infected animals are sold, or allowed to come in contact with other animals in the barns, sale arenas, pens, chutes or unloading and loading docks. Should disease of any kind develop, all affected animals, and those suspected, are placed in quarantine under rigid veterinary supervision until all danger is past.

Quarantine Each sale operator is charged, under the law, to provide adequate quarantine pens in which diseased or infected animals may be kept and treated. An inspector is assigned to each sale, and careful inspection requirement is intended to jeopardize any livestock man, consignor or sale barn operators, but to protect the ultimate purchaser and assure him of getting healthy animals.

Before animals are unloaded from trucks or driven into the pens, records must be made out showing details as to ownership, origin of consignment, name and number of both truck and truck driver and other data that will help in case it later develops that there is disease among the animals or that they were stolen or being sold in any irregular manner.

STUDY METHOD OF LIVE STOCK SALES

(continued from page 1)

the level of livestock prices paid to the stockman.

Of the many views which stockmen are urged to accept, time permits attention to only four.

First is the statement that "The competition of (packer) buyers is so intense and incessant that it becomes impossible for any packer to buy livestock for less than they are worth."

That is a definite and assured statement. Its truth obviously depends upon what is meant by the "worth" of the livestock.

After analyzing hog prices at Des Moines and Chicago, Professor Dudley concludes that hog prices at Des

Moines, in January, 1933, were 39 1/2 cents below Chicago, all marketing expense taken into account; and that over a considerable period the Iowa packer obtained a sufficient supply of hogs without bidding up the Des Moines price to anywhere near a competitive level.

Markets Not In Line Second is the statement that "The central markets, and country markets as well, are so closely interrelated that they are in effect one market only—the Great United States market which takes all the livestock that is offered, whether sold direct to packers or consigned to some central market."

A more euphonious statement could not be desired. The suggestion carried here is that all markets stay in line, that it makes no difference where the producer sells, he is sure to get the "worth" of his livestock. Experienced stockmen know that certain markets show definite preferences for specific weights and kinds of livestock. Usually the larger and more competitive the market, the more dependable its outlet for all weights and kinds of livestock. An Illinois study showed wide variations in prices between four major markets, these variations often continuing for considerable periods. Moreover, relationships between markets are constantly changing and smart shippers try to take advantage of such shifts. The service of competent sales agencies is particularly valuable in this connection.

As a current example, a string of western lambs was recently offered on one of the midwestern markets. The best bid was reported at \$8.90 with one deck out at \$8.50. They were forwarded to Chicago, at an added freight charge of 17 cents per cwt., and sold straight at \$9.50—a margin of \$1 per cwt., on one deck and 60 cents on the others.

Need Sales Agency No livestock producer is in position to offer his stock for sale at many places in the United States or even at a considerable number of points in one state. There are two very good reasons: 1. Physical accessibility of the market to his livestock; 2. Whether his market information is sufficiently accurate and complete to enable him to use each selling point to advantage.

Third is the statement that "Any increase in marketing expense means just that much less net income from the livestock." Whether the statement is true depends entirely upon what the increased marketing expense buys.

One might refer back to the case of the shipment of lambs, where an additional 17 cents in freight made it possible to secure 60 cents in \$1 higher price.

Fourth is the statement that "The method of marketing, whether through the central markets or the numerous interior outlets, can have no influence on the general level of livestock prices." That could be true only if every buyer always pays the highest possible price for every animal purchased, and if no one undersells the market.

The statement is apparently intended to persuade stockmen that it is useless to maintain markets or to support strong sales agencies.

TOO MANY VARIETIES

Forty-one named varieties of wheat were grown in Kansas this year, according to J. C. Mohler, secretary of the state board of agriculture. "But less than a dozen have passed the tests of the experiment station," he said.

"Statistics show that more wheat is grown in more countries of the world than ever before. This simply means increased competition in the markets of the world. If and when Kansas wheat again enters the export trade it must be because of its superior quality, and that must come from those proved varieties that are best adapted to the different sections of the state. At any rate, these adapted varieties are the ones on which the reputation of the state is based and by which it must be maintained."

Stock Men Testify For Open Market

Government Hearings Bring Out Direct Sales Experiences of Farmers

Nine farmers testified as hog producers August 1 in the department of agriculture hearing of charges against the four principal packing companies in Kansas City, reports the Kansas City Star. In general, they testified concerning the basis of the price they received when shipping their hogs direct to the packers.

All except one of the farmers said they believed they erred in shipping direct, but that they had marketed hogs in that manner to save commissions and yardage. The farmers live in Missouri and Kansas. John C. Williams of Smithville, Mo., related he had been raising hogs twenty-seven years and annually sold 500 to 600, about 85 per cent of which he shipped to the terminal market here. He said he also had sold hogs direct to the packers.

Lot Given for Test Williams testified about a test he said he made about eight years ago on 200 head of hogs. He said he sent half of them to a packer and the other half to the open market, and sold them the same day.

"The hogs I sold on the open market," he said, "brought me 10 cents more a hundred pounds than those that went to the packer."

Williams said, however, except for that time and on another occasion he had been "paid the extreme top market" for the hogs he has sold direct to the packers.

The witness described another type of test on twenty-five head of hogs last April. Stock sold direct is fed before shipping, and weighed after arrival. For sale on the open market, the hogs are fed after they arrive and then weighed. He said the difference in weight amounted to 190 pounds on the twenty-five head.

Finds Open Market Best "Well, do you feel it is to your advantage to sell on the open market or directly to the packers?" Clarence E. Miles, government attorney, asked. "I ship most of my hogs to the terminal market," he answered. "That's my opinion."

In cross-examination, attorneys for the packing companies questioned Williams about factors in his tests. Frederick Burnham pointed out the witness had no figures to show net profits, and that his sales to the packers might have shown a higher percentage of profit, because of the elimination of the commission and yardage charges. The four respondents in the hearing are Armour & Co., Swift & Co., Wilson & Co., and the Cudahy Packing company.

SELL 137 FARMS

Federal Land Bank Sales About Same As Last Year

During the last seven months the Federal Land Bank of Wichita has sold 465 farms for a total of more than \$1,400,000 in the four states which it serves, Kansas, Colorado, New Mexico and Oklahoma. Of this amount 137 units have been sold in Kansas for about \$680,000.

Colorado, the bank sold 180 farms since January 1, leads the four states in number of sales, but is second in volume at approximately \$395,000. The land bank sold 113 farms for \$278,000 in Oklahoma, and in New Mexico, sales reached 35 for \$55,000.

Farm sales of the land bank for 1938 are running approximately the same as in 1937, according to Roy S. Johnson, president. Sales this year reflect continued interest in farm land as an investment. Approximately 75 per cent of the farms sold still go to farmers, Mr. Johnson reports. Of the 465 farms sold so far this year, 91 have been purchased by former tenant farmers.

IN THE ARMY

C. M. T. C. Invites Visitors Tomorrow At Ft. Leavenworth

Fort Leavenworth—Friday, August 19th, has been designated as "Visitors' Day" for the Citizen's Military Training Camp here. It is announced at Camp Headquarters by Lt. Col. T. F. Taylor, Executive Officer. An elaborate program of military exercises, athletics, and entertainment has been approved for the event, which is expected to be one of the largest held here in many years. The general public is invited.

Several prominent Federal and State officials have been invited to attend, including Secretary of War Harry L. Woodring, Governor Huxman of Missouri, and Governor Huxman of Kansas. It is hoped that a large crowd of relatives and friends of the boys in camp will be present, Col. Taylor said.

The morning program will consist of a series of drills and military exhibitions, while the afternoon will feature volleyball games, softball games, and a swimming exhibition by camp champions. In the evening the final matches will be held for the camp boxing championships.

High point of the day will be a regimental parade at 4:45 P. M. at which time the awards to outstanding men in the regiment will be announced and presented. The regiment will pass in review under its own cadet officers in the presence of visitors.

See Funny Cows!

An Orangeville Township farmer became concerned when he noticed his cows jumping fences, skipping and gambling about the pasture and otherwise behaving in an uncivilized fashion, reports an Associated Press dispatch from Hastings, Mich.

He called Dr. Lloyd Flowers, Dalton, Mich., veterinarian, and Doctor Flowers sent word to Sheriff Jay Blakney that a field of wild marijuana on the farm should be destroyed.

Co-op Loans Are Big Part of FSA Work

312 Community Type Loan Applications Received in Year, for \$265,622; Former Kansas Farm Organization Leaders Active

Kansas farmers are cooperatively minded, believes George McCarty, state director of the Farm Security Administration, who announced that 312 applications for cooperative and community type FSA rehabilitation loans amounting to \$265,622.35 were received in the regional office at Lincoln from Kansas farmers in the fiscal year ending June 30, 1938. The increase of such loan applications in Kansas was 557 percent in the 1937-38 year compared with those received in the two previous fiscal years.

"This indicates plainly that this type of loan is growing in popularity and use and that it is proving to be an effective help toward rehabilitation," said Mr. McCarty. During the operation of the program since 1935, a total of 368 applications were received. The state director indicated that over a hundred additional applications were yet "in the mill" at the close of the year, but were not far enough along to be counted in the totals reported.

Make "Community" Loan

Community type loans, McCarty explained, are those made usually to individuals for the purchase of facilities to be used cooperatively by groups of neighbors. Before the loans are made they agree to use the service. Such facilities, too expensive for individual purchase and use, thus assist in the rehabilitation of a number of farmers. Loans are for purchase of stallions, jacks, bulls, combines, tractors and various other items of machinery and equipment. In addition, approximately \$47,000 has been loaned by FSA to cooperative marketing associations in the state.

A total of 1,724 farmers participate in the 312 loans recorded in Kansas during the last year. Mr. McCarty pointed out. Of this number 686 were FSA rehabilitation clients—those who already were borrowers individually—762 were low-income farmers, and 276 were other neighbor farmers who came under neither the first two classifications.

The state FSA director indicated much of the progress made in cooperative loans is due to efforts of two former Kansas farm organization leaders, L. E. Webb, chief of the cooperative section at Lincoln, Nebraska, and B. E. Winchester, field assistant. These men, he pointed out, cooperate with other able cooperative specialists in carrying on the work in Region Seven which includes, Kansas, Nebraska and the Dakotas. Cal A. Ward, former president of the Kansas Farmers Union, is Regional Director of the entire program in the region.

Taking the rehabilitation program as a whole, including loans made to individual farmers, practically 9,000 disadvantaged Kansas farmers have borrowed over 5 1/2 million dollars, Mr. McCarty stated. This total does not include farm debt adjustment service, tenant purchase loans and grants.

MEAT STOCKS LOW

Pork In Cold Storage Is Fast Dwindling

The nation's meat stocks were at a low level on July 1, the government report on cold storage indicated. Beef stocks remained unchanged while pork in storage dropped another 34,000,000 pounds during the month of June to bring the total down to 416,000,000 pounds. The June 1 total of 450,000 was said to be a record low for that date.

The shrinkage on pork stocks during a period when hog prices have been mounting was seen as a good hog market. Supplies of hogs on the market have been moderate while storage stocks have been dwindling. The July 1 total is 162,000,000 pounds below the level of a year ago and 153,000,000 pounds less than the five-year average.

Packers placed 214,000,000 pounds in storage and cure during June, 1938, as compared with 203,000,000 a month previous and the five-year average of 246,000,000.

The beef storage stocks stood at 33,000,000 pounds on June 1 and the total was approximately the same on July 1.

Lard stocks showed slight change during the month, an increase of 3,000,000 pounds up to 126,000,000 pounds being reported. Last year on July 1 the nation had 185,000,000 pounds of lard in storage.

IF ICING BEGINS TO GRAIN

If boiled icing begins to grain while beating it, add quickly about 1 tablespoon of butter and beat to the icing. This improves and keeps the icing moist.

Kan. Wheat Falls Short of Forecast

Government's Estimate Now Set At 149,394,000 Bushels for State's 1938 Crop

The 1938 Kansas winter wheat crop fell far short of expectations and a yield of only 149,394,000 bushels was in prospect on August 1, compared with the July 1 forecast of 163,576,000 bushels, according to Federal and state departments of agriculture. The short crop of 1937 was 158,040,000 bushels.

The condition of the corn crop on August 1, indicated a yield of 52-101,000 bushels, nearly double the 28,244,000 bushels produced last year. The ten-year 1927-36 average crop crop, however, was 94,639,000 bushels.

"Grasshoppers, black stem rust, orange leaf rust, septoria, additional damage developing from late spring freezes and delayed harvest because of wet fields all contributed to the further reduction in wheat yields," the monthly report said. "The quality of winter wheat is generally poor. The average yield is estimated at 10.5 bushels per acre compared with 12 bushels last year, and the ten-year average, 1927-36, of 12.4 bushels."

Decline Is General

"Practically all areas shared in the decline, with the exception of the extreme east central counties where yields have been somewhat higher than were indicated a month ago. The greatest decline in wheat yield since July 1 occurred in the western third of the state."

Growing conditions for corn during July, the report said, were "quite favorable," adding that the indicated 1938 yield of twenty-one bushels to the acre is the highest since 1928 and compares with 14.7 bushels for the ten-year 1927-36 average.

"This year's acreage, however, is only about one-third as large as the 1929-33 five-year average," the report said. "Hot, dry weather has prevailed since August 1 and a general rain is needed to prevent rapid deterioration of the crop."

"The indicated production of the four principal feed grains—corn, oats, barley and grain sorghum—is the largest since 1933 and is estimated at 111,836,000 bushels, compared with 147,251,000 bushels the ten-year 1927-36 average."

Fine Hay Crop

"Harvesting of an excellent wild hay crop is now in progress and a good tame hay crop is in prospect although alfalfa has been severely injured by grasshoppers. Flax harvest is completed and threshing is well along with good yields being reported."

"The oats crop is estimated at 33-255,000 bushels, compared with 35-276,000 bushels last year, and 31-579,000 the ten-year average. Grain sorghum production is estimated at 19,591,000 bushels, compared with 12,330,000 bushels last year, and 14-463,000 bushels the ten-year average."

Production of other crops this year and last are: All time hay 1-284,000 and 1,032,000 tons; alfalfa 851,000 and 697,000 tons; wild hay 644,000 and 548,000 tons; barley 6-919,000 and 3,129,000 bushels; rye 620,000 and 966,000 bushels; flax 446,000 and 331,000 bushels; potatoes 3,393,000 and 2,233,000 bushels; apples 810,000 and 1,449,000 bushels."

HIGH LIVING STANDARDS

Government Report Shows Decided Rise Since 1930

The standard of living on United States farms has risen materially since 1930, according to the Bureau of Census. Notable increases are shown in the proportion of farm dwellings lighted by electricity and having bathrooms and radios.

Farm tractors, it was added, have shown a "phenomenal" increase in number, while motor trucks and automobiles have also shown gains. Of the farms included in the Bureau's survey—a sample admitted to be somewhat above average—seven in every 10 farms had autos, six had radios, and four electricity.

On three farms out of every nine, water was piped into the dwelling and on two of these, into the bathroom. Telephone were on three out of every eight farms, tractors one out of every four, and motor trucks on one out of every four. The average dwelling contained six rooms and was valued at approximately \$1,500.

BREAD AND BUTTER PICKLES

Slice 24 medium sized cucumbers without peeling into 1/4 inch slices. Sprinkle with three tablespoons of salt and let stand for 3 hours. Add 10 onions chopped fine or 50 small white ones left whole. Add 1 teaspoon of celery seed, 1 teaspoon of mustard seed, 2 cups of sugar and 1 quart of vinegar. Boil the mixture for 10 minutes and seal in jars while boiling hot.



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- Experienced Salesmen
- Your Own Firm

Be Sure To Tell Your Truck

KANSAS CITY — WICHITA — PARSONS

OF INTEREST TO WOMEN

CORRECT PARAFFINING

Correct Paraffining is extremely important. Spoilage is often due to improper paraffining. When pouring jam or jelly, allow at least 1-2 inch space at top of glass. Cover hot jam or jelly at once with a film of hot paraffin. When glass is cold, cover with a heavier layer, 1-8 inch thick, rolling glass to spread hot paraffin around sides of glass. The first thin coating of paraffin protects the hot jam from dust, which contains the spores of mold and yeast, and which in time may cause spoilage. As this coating cools, it shrinks slightly toward the center, leaving a space between the paraffin and the glass. A second layer of paraffin is necessary to fill in this air space. Start heating paraffin while preparing fruit. A small enamelware teapot is convenient. Always heat paraffin over boiling water, never over direct flame.

If paraffin is to be used again, wash it immediately and thoroughly in hot water, and store in closed container. Do not use paraffin after it becomes yellow.

PEAR AND APPLE CONSERVE

1 quart diced pears.
1 quart diced tart apples.
2 lemons, juice and grated rind.
2 cups seedless raisins.
1 cup walnuts.
7 cups sugar.

Wash raisins and add to other ingredients except nut meats. Cook until mixture is thick and clear. Add nut meats five minutes before removing from fire. Pack in clean hot jars and seal at once. A small amount of preserved ginger may be substituted for the nuts.

Watermelon Preserves—Pare and cut watermelon rind into pieces 2 inches long and 3/4 inch wide. Cover with brine made by dissolving 1 tablespoon salt in 1 quart water. Let stand overnight. Drain. Cover with water and boil 10 minutes. Drain. Cover with a heavy sirup made of 3 parts sugar and 1 part water. Add 1 thinly sliced lemon to each 3 quart jar. Add whole spices if desired. Cook slowly until rind is tender and clear.

Watermelon Pickles—Watermelon rind, 4 cups sugar, 3 cups vinegar, 1 tablespoon allspice, 1 tablespoon whole cloves, 1 large stick cinnamon, 1 cup vinegar. Remove rind and all soft portion. Cut in pieces suitable for serving. Cover with a brine made by dissolving 4 tablespoons salt in 1 quart water. Let stand 3 hours. Drain. Rinse in cold water. Add rind to sirup made of remaining ingredients. There should be sufficient sirup to cover rind. Boil 10 minutes. Let stand overnight. Boil slowly until rind is clear. Cantaloup pickles can be made the same way, selecting melons which are slightly underripe.

CHILI SAUCE
4 quarts peeled diced tomatoes.
1 cup chopped onion.
3 sweet red peppers, diced.

3 green peppers, diced.
1 cup granulated sugar.
2 tablespoons salt.
1 cup vinegar.
1 1/2 teaspoons each of ground cinnamon, allspice and cloves. Cayenne.

Combine all vegetables with sugar and salt. Place over low heat and bring to a boil, simmer, stirring occasionally until the mixture begins to thicken. Add the vinegar, spices, and dash of cayenne pepper and continue cooking until mixture is a thick seal immediately. This makes 5 pints.

COMBINATION FRUIT CONSERVE

12 pounds of peaches.
1 pound fresh pears, pared.
1 pound apples.
1 pound quinces.
2 lemons sliced thin.
Sugar.
1 cup nut meats.

All the fruits are chopped and pared or sliced fine. Combine and to each pound of the fruit mixture allow 3-4 pound sugar. Arrange layers of fruit and sugar in alternate layers in the kettle.

Let stand over night or for several hours. Add the sliced lemons and cook gently until the mixture reaches a conserve consistency. Add the nut meats about five minutes before removing from the stove. Seal in hot jars.

SWEET PICKLED PEACHES

6 pounds clingstone peaches.
6 cups sugar.
3 cups vinegar.
1 cup water.
2 tablespoons whole cloves.
3 1/4-inch sticks cinnamon.

Select firm, medium-sized peaches, not too ripe. Pour boiling water over the peaches and, after scalding them, drain them and dip them in cold water to remove the skins.

Make a pickling sirup of the vinegar, water and sugar, and the spices tied in a bag. Cook for five minutes. Simmer the peaches, a few at a time, in the hot sirup until they are tender. Pack into hot sterilized jars cover with pickling sirup and seal at once.

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The vaccine is simple to administer, just inject the dose well under the skin in a part of the body that will not interfere with the collar or saddle, using any good hypodermic syringe; then after one week repeat with the second dose. One treatment package (2-10cc doses) \$2.25. Five treatment package (10 doses) \$10.00.

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Special brands \$3.00 each.	
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Wound Paint—Used after dehorning or castration and on screw worms. Per gallon	3.00
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