

Nemaha-Marshall Association Has ley county where meetings were scheduled at Beaver. February 17; 560 Members

Five hundred sixty persons are using the Marshall-Nemaha REA electricity according to R. J. King, superintendent, reporting at the annual meeting in Axtell, February 12.

The association has 380 miles of energized line, he said, and the average Kilowatt hours consumed per month per member for De-cember was 45 or a steady increase. The average bill for

his address. J. C. Gregory, presiand being assured that there was dent of the Jobbing Association, nothing in it detrimental to the appointed the credentials commit-tee of Harry Neath, Kansas City; interests of the farmers and cooperatives, refrained from any ob-Ernest Deschner, Beloit; and Ray jections and allowed the code to become a law. The members of Henry, Stafford; and a resolutions committee of David Train, Lindsthe Kansas Bar Association, who had charge of this matter have borg; D. O. Wanamaker, Blue Rap-ids; and Glenn Hewitt, Osawatobeen very fair and upon finding

some slight inconveniences were The Jobbing Association meetcaused because of the passage of ing recessed by 11 o'clock, that the this code have very generously Farmers Union Auditing Associa- offered amendments making the tion might hold its meeting. H. E. Witham, president, presided. T. B. Dunn, secretary-manager, made corrections asked for by your farm organization representatives.

Union since her parents became members in 1929. She has attend-TO REDUCE INTEREST RATE

ed four state summer camps, and two All-State Camps, state and Wichita Co-op Bank to Lower Fa-cility Rate One-half Cent business activity conventions of cooperatives. She has been secre-The 12 district banks for coopertary of her home local, though yet a Junior, and has been em- atives and the Central Bank for Cooperatives will reduce the interployed in two different cooperatives. Dorothy has given help to est rate on new facility loans from city workmen can farm when not groups in recreational work and 4 per cent to $3\frac{1}{2}$ per cent, effec-has a fine understanding of the tive March 1, it has been an-Farmers Union and the cooperanounced by A. G. Black, governor

tive movement. She is a member of the Minnesota Junior group who are memorial funder work Also, this rate will be made ap-

cess of developing throughout the world, Mr. Patton explained. There is the China-Japan area, the Russian, the Western Europe, and the der a board, bringing in bi-partisan politics. The Farmers Union

American. Agriculture in America will play a role in which farming is merely a pool for Labor, where on duty, or in an economy where farm families have their place un-

der, the sun. Price Must Be Raised The national Farmers Union

nitely related to the entire farm

The Farmers Union favors the

of agriculture.

New economies are in the protion is opposed to it, and another has taken no definite position. The Farmers Union is oppose to reorganization of the AAA un-

would have definite responsibility placed somewhere, with little chance of "passing the buck." The Farmers Union is opposed

to setting up the Farm Credit Ad-ministration under a board. This financial agency should be defi-

Wednesday-Ellsworth. ogram, and in the department

his report. Brief speeches were given by T. H. DeWitt, vice president of Consumers Cooperative utility lobby with the assistance Association; John Vesecky, Alva of their resourceful press agent in Stryker, Blue Rapids, and W. G. Topeka, and the use of statements Bernhardt, manager of the Farm- that are entirely contrary to facts. ers Union Live Stock Commission Company. "It is best to build Farmers Un-in locale", and processing to attempt to

ion locals," said Mr. DeWitt. "We knock him down. The bill refer-appreciate Farmers Union support. red to is Senate Bill No. 117, mak-We spend a great deal of money ing legal the directorate of coopin building up local co-ops. It is the eratives organized under the co- of gasoline, for which claim is of the loans were for operating Locals which make all terminal or- operative marketing act. The pres- made it will not be used for car capital purposes, and the balance ganizations!" Mr. Vesecky complimented the

ization doing the most good and ed with the stock held by other the least bragging.

Terms of two directors had expired, P. H. Heidecker, Paola, and John Huber, Selden. Both were re-lobby of the utilities has seen fit to attempt to hook up this bill elected. Mr. Huber was ill, the trip with the Rural Electrification from Western Kansas being almost more than his health could stand, and his election was much i nthe nature of special honor and recognition. Mr. Huber did not at-

Continued On Page Four)

Must Fight Lobby within the Locals. Now comes this high powered HIT GAS EXEMPTIONS

Would Make Farmers Pay Tax Later to Claim Refund A change in the gasoline tax ex nption law into a refund plan ciations at the beginning of this aimed at stopping a drain on the

ighway funds is underway in the ansas senate. The refund proposition would require every buyer ent provision is that such direcor truck fuel, to have a permit tors must be stockholders where- and he must file an affidavit with auditing association as that organ- as some cooperatives are organiz- each claim of refund that no part

cooperatives, and not recognizing on any vehicle driven on high- the rate on this type of loan since individual shares. This imported ways. Plan to Build Storage

The Mitchell County Farmers Union Cooperative Business Assomeasure, and are putting on a fight on both. Now is the time for ciation is planning to build addimembers of all farm organizations tional storage at Scottsville, it is to get in touch with their reprereported. John Schulte is general

sentatives in the legislature and Continued On Page Four) tion.

sident did not speak standing, some of which now bear or of marketing quotas, but eminterest at 41/2 per cent, 41/4 per phasized that unit prices must be

cent and 4 per cent. This action, raised. "We cannot sell 100 bushhe said, will save the cooperatives some \$130,000 a year in interest. Food Stamp plan, encouraging sound use of agricultural products whether American people have money to buy enough for comfort Facility loans to farmers' coop-What kind of farm organization erative buying and selling asso is necessary to look after the real interests of the farmer? asked Mr. or not. Mr. Patton told of southern cotton workers who slept without year represented approximately Patton. "You cannot divide farm business outstanding, according to Governor Black. About one-half cotton mattresses, and whose wo-

He spoke of the three philoso-phies which farm organizations Farmers are ready to join an the Valley Center ascociation in organization which is out for their Sedwick county in the afternoon, were loans on farm commodities. might take. First, the reactionary in which the farm organization interests, he assured the Kansas and traveled to Clay county where The new rate on loans on facieach claim of refund that no part of the gasoline was used for fuel atives is the first reduction in take care of the "big boys; second, might join with big business and Farmers Union Leaders. "Time he spoke at the Four Mile local is the essence. We move farther in that evening. the rate on this type of loan since June 1935. Rates on operating cap-ital loans now in effect were re-in which is the Farmers Union moved in a year." That evening. Following the annual meetings of the state-wide business associa-tions in Kapaga City the State and State an

duced in February 1939 to 21/3 which places the farmer with the percent, a reduction of one-half working class of people, city or of 1 percent, and on commodity farm, and works to bring up his oans to 1½ percent, a similar reincome. duction.

cember was \$3.50 and the revenue Friday-Parochial School at per mile \$5.18. Mr. King said that St. Paul, 7 miles north of Ellsworth.

Hackney, February 18; Kellogg,

February 19; Bethel, February 21 and Udall, February 22.

Plan Elisworth Meetings

Next week Mr. Dean will be in

Ellsworth county, where the fol-lowing schedule is planned for the

week February 24 to 28:

Tuesday-Black Wolf.

Monday-Walnut Grove

there are 1.48 consumers per mile. A. J. Wempe, Frankfort, was elected president of the association. ousy with local meetings of Local the 26th annual meeting of the Farmers Union Elevator Company, Lindsborg, February 5 with the source of the source

ses. wearing dresses cut from old status of the stockholder of the sto the stockholders' meeting of

A 20.000 Gallon KFU Oil Order! The result of one telephone conversation between J. C. Gregory, manager of the Osborne County Farmers Union Cooperative Association, and T. C. Belden, manager of the merchandise department of tion, was an order for 20,000 Galident; J .A. Amnell, Randolph, sec- keting out in Osborne County.

manager of this county organizameetings.

Attend your Farmers Union local

ions, to describe more graphical- ing."

Mr. Patton paid tribute to John in February, he presided at the Farmers Union Jobbing Associa-Vesecky, former president from Kansas of the National Farmers Riley county Farmers Union in lons of KFU oil! When a cooper-Union. "No one can estimate the Leonardville, February 11. E. G. ative can order five carloads of President Patton very frankly good John Vesecky did to the Far-ompared the Farmers Union with mers Union and agriculture. He president. Other officers are A. mers are doing their own purtwo other major farm organiza- brought back a better understand- W. Ekblad, Leonardville, vice pres- chasing as well as their own mar-

Banguet Meeting of the Farmers Union Jobbing Association



The last two weeks have been



annual stocknolders' meeting in Kansas City, February 6. greater than ours. Just 8 percent sas City received 50,000 more hogs Houses at Kansas City and Parsons showed net gains of o fthe least increase would have or an increase of 24 percent which \$1,835 and \$1,743 respectively, while the Wichita house resulted in around \$9,000.00 more is around 16 percent less than the showed a net gain and an improved volume of business, but offsetted by increased sales expense. The net profit for the three houses was \$3,802.24.

John Fiegenbaum, Higginsville, Mo., who has been secretary-treasurer of the company, was elevated to the presidency at a meeting of the board of directors, replacing A. B. Stryker, Blue Rapids; A. H. Dieball, Alma, was elected secretary-treasurer.

The board of directors in-*-

cludes Mr. Fiegenbaum, Mr. ion gave this organization several Stewart's articles on money, etc., manly possible for men to supply after giving a brief explanation of them? Gretten, Mr. Dieball, Mr. Stry- boosts. how the government increased the

He said the people making use ker, E. E. Martz, Adrian, of the Farm Security Administra-Mo., H. W. Neth, Lathrop, of the Farm Security Administra- Dase on which issue their notes tion are those farmers who are in Banks could issue their notes the tion are those farmers who are the latter of the revaluing gold) he asks Mo., nd J. A. Clausen, Girard. difficulty in one way or another,

What will come when the new distressed farmers. He did not Sound Financial Condition limit is reached?" The financial report, read by draw a very hopeful picture for According to late reports of the Auditor T. B. Dunn, showed the agriculture, but would cast his lot association in a sound condition with the cooperatives, those Federal Reserve Banks, they have with net worth \$39,392.00, and to- groups of farmers who can give on hand and due from the U. S. Treasury gold certificates in the amount of about 20 billion dollars. tal assets of \$140,912.55. Total in- and take, work together. Other speakers were E. K. Dean,

General Manager's Report

By W. G. Bernhardt

Mr. President, members of the

Increase In Volume

come from operations of the three houses during the year 1940 president of the Kansas Farmers \$87,007.18, with ex- Union; F. V. Heinkel, president of amounted to pense of \$83,204.94, leaving the the Missouri Farmers Association; net profit of \$3,802.24. H. A. Cowden, president of the

The average income per head of live stock handled was 33.2 tion; John Vesecky, former presi-Consumers Cooperative Associadent of the National Farmers Uncents; at Kansas City the income ion; and Miss Esther Ekblad, ju-nior leader of the Kansas Farmcompared to gross sales was 1.36 per cent.

Volume handled was as follows: ers Union. Cattle and Calves: Kansas City, 41.-958; Wichita, 32,993; and Parsons, 8,004; Hogs, Kansas City, 55,345; Wichita, 36,714; and Parsons, 30,-790; and Sheep, Kansas City, 41,595; Wichita, 6,607; and Parsons, 3,752.

W. G. Bernhardt, Kansas City, is general manager of the organization. L. J. Alkire is the manager of the Wichita house, and W. Acuff of the house at Parsons.

by your presence here. Also I wish and they might see fit to ship The problem of increasing the to extend my thanks to our guests, gold out of the United States as volume of the terminal Farmers who have been introduced by Mr. Union houses was faced squarely; if the meeting had a theme it had Stryker, for their presence. to do with the growth of local sales auctions and direct market- I would like to touch on, anyone sales auctions and direct market-ing by farmers to the meat pack- of which could be given more time lation." I answer, through pay-

than I intend to use in this whole bents for services rendered the report, so you can depend on my "The Farmers Union Live Stock Commission Company is your appearance being as brief as pos-firm," read a statement accomp- sible. Further, there are men here sible. Further, there are men here ing the Balance Sheet passed out who I know can give you an in-to those at the annual meeting. "It teresting talk. This reminds me of and they will spend it for the is a part of a system the produc-er built so that he could expect tor of the church which is attendand command the law of supply and demand to function to his advantage. The yards on which a excited voice inquired, Will the levels and govern sales in their day? The rector replied "As to prices, unemployment, (the Feder-territories regardless of method that, I cannot inform you but I al Reserve Board and the Bureau that, I cannot inform you but I al Reserve Board and the Bureau do know that God will be here and the bureau indices on some \$13 commodities at that will be sufficient to attract a the present time? they are established set the price President be inchurch next Sunels are based upon the sale of good many people.' We hope the the bulk of live stock rather than the least number establishing pric-es for the bulk

es for the bulk.

Savings With Volume

You have heard the report of our auditor, Mr. Dunn, and I wish to 'Your company can and will "Your company can and will auditor, Mr. Dunn, and I wish to save and make you money if you use it. Volume results in lower marketing cost and greater de-mand in the Farmers Union all-eys." C. A. Ward, regional director of C. A. Ward, regional director of

the Farm Security Administration, and know that it is still solvent, Lincoln, Neb., made a brief talk. and considering the conditions ex-"The Farmers Union is the one isting in our trade territory the out as the one great farm organi-zation" he said The farm organi-"The Farmers Union is the one

zation," he said. The former pres-ident of the Kansas Farmers Un-that our combined income was not clearly the duty of men (the

around 9700 stockholders on our books who own some \$18,800.00 average increase. The Farmers Unincome here. You would naturally ask 'why ion serves a wide territory in Kan-

sovereignty) to match production

with money until all the needs

"Is More Deadly"

What is the matter with such

senators as Wheeler and Vanden-

berg? Judging from Hitler's rec-ord, what would anybody know

about his war aims after he had

Senator Wheeler used to pose

as a progressive, but when he

came to the rescue of the old line

Supreme Court he became a sub-

Lincoln had no law for liberat-

blame him for his emancipation it.

few unreconstructed Southerners

ject of suspicion. What is the use

C. W. O'Brien,

Rush Center, Kan.

~ The Open Forum ~

Continuing criticism of Mr. are supplied insofar as it is hu-

"Leading Economists Agree"

base on which the Federal Reserve

(through revaluing gold) he asks

If this entire amount were used

according to law as a credit base

o nwhich they could issue Federal

Reserve notes (the laws say 40 per cent gold behind the notes) they could issue 2½x20 billion dol-

lars in Federal Reserve notes, or

Now that is not all, if they is-

sued the 50 billion dollars and de-

reserve upon which approximately

10 times that much money can be

us hope they do not.) However let

issued or 500 billion dollars. (Let

50 billions of dollars.

Board of Directors and friends; us not forget that prudence must

In behalf of your employees I ex-tend to you a most cordial wel-cates are in the hands of the Amer-

come and sincerely appreciate your ican branch of the international

interest in this company, shown banks, the Federal Reserve Banks

To the Editor:

worth of stock. Last year at Kansas City more than 55 percent of our business was received from non-stockholders.

My recommendations to live stock men and practically every farmer is a part of this classification, are-first-keep a close guard on the very life of this bus-

iness, namely, competition. Your neighbors may tell you how foolreported that more western cattle Ley de Inafectabilidad, that is, the may be shipped to this country for ish you are to use the open marlaw establishing specified zones of finishing as a result of smaller kets, but in our present marketing range land not subject to expro-

have any influence in your comand Canada in 1941 will be a demunity, check the drift. nite assurances regarding the se termining factor in the movement Second-Make every use of your curity of property rights on im-

cooperative agencies. Not only live Heavy cattle entries from Mexproved ranches where agrarian enstock but all others. By so doing ico in 1940, while smaller by 19 percent than in 1939, exceeded the croachments on water and reseryou will help them to succeed and voirs would not render the outsave you dollars. There is no betlying cattle ranges valueless. ow-duty quota allotment by 13,ter advertising medium than that

of success and savings. This alone will attract many members to our per stated them? The only sensible ranks as it is human nature to the better we are prepared the least likely we will be to have managers of local cooperative bus want to be part of anything which ern Mexico could supply 50 percent of total entries into the United urge you to consider the possibili-

States. The bureau of Customs anties of operating a live stock truck nounced on January 17 that the in your territory. Live stock are on the increase in 8,280 head quarterly quota of from countries other than Canada practically all parts of our two had already been filled for the of passing progressive legislation states and you can add to your serfirst quarter of 1941. The local livered it to the private banks, or passing progressive registration states and you can add to you. Str cattlemen's union in Chihuaha is the private banks can use it as a rified court? Laws and courts are know it can be made a success reported as working to effect an not sacred. Public opinion, when for we have 15 active cooperative ncrease in the Mexican quota. right, should take precedence over trucks running into Kansas City Entries of dutiable calves, in the now and in no instance is it losing weight class under 200 pounds, tomoney for the local association. taled 104,602 head in 1940 and ing the slaves; and nobody but a I ask you to give this considerawere 10 percent smaller than in

tion and let us talk with you about **Outlook** for Future

There is no doubt of that. Every proclamation; and the time will What about the future outlook f the live stock business. Well, I amunition and food will be purprobably come when nobody will blame Franklin Roosevelt for un-packing the Supreme Court, but won't stick my neck out but I will packing the Supreme Court, but say that the concensus of opinion City market is brove and it is the opinion of one brove and it is the opinion of one brove and it is the opinion of one boy-friend, Lee Westerman. they did in the years 1929 to 1933. Mr. Stewart further criticizes and their "water boys" in the around the Kansas City market is prove and it is the opinion of one

and their "water boys" in the around the raise around the raise of the Now, I have a number of things Mr. Gehrke's plan, then asks "how halls of Congress. political pants at their house; and depends on the outcome of the war it may be possible that he has ex- in Europe.

government, public works, pensions to the 'aged, dependents, cellent reasons for wearing his Present figures indicate we will materially. Isn't it a pity that the progressive coat wrong side out, as have a smaller number of hogs for minds which can create scientific Jobbing Association, Bert Harmon and mechanical miracles such we deadly than the male." He is also ble supply of cattle and calves and have today cannot go further and Stroede on Live Stock. cripples, orphans, in other words put it in the hands of the needy

deadly than the male." He is also found among the agricultural wind-jammers in the senate who are opposed to plowing the little pigs under; but probably favors plowing under enough oil three or four thousand feet deep to pre-vent the ruination of the oil mar-He may be able to fool some of He way be able to fool some of commodities. Of course it would be necessary for the Congress to employ compe-tent economists and statisticians who would keep accurate indices of a large number of commodities, prices, unemployment, (the Feder-al Reserve Board and the Bureau 1940. However, feed lot conditions quickly after 12 or 18 months. Who of have forced in a great many cat- knows?

the people all of the time but he isn't fooling Franklin Delano Roosevelt. The president hasn't

ume of money necessary to pro-duce and maintain stable prices. Leading economists agree that such decision could be arrived at far in advance of any material rise or fall in raw commodity prices. Mr. Stewart also challenges the po-sition of letting the law of supply and demand determine prices, but the aw for supply and demand, namely, the law of supply and demand. he evidently ignored the fact that there are four factors governing the law of supply and demand, namely, the law of supply and de-mand of money. Since nature for the most part controls production and men con-trol the volume of money, is it not clearly the duty of men (the

clamation of December 2, 1940. cated some liquidation, especially All of the entries of heavy cattle from Canada in 1940 paid the in the northern States. Higher pric es for feeder cattle in the United reelected secretary-treasurer. The reduced rate of 1.5 per pound. The low-duty quota was not filled due to a relative scarcity of cattle in some weight classes, and drouth on the cattle ranges of northern \$133,659.48. Canada, high Canadian prices, and

Mexico are the most obvious reaimproved consumer income. It is sons for this liquidation and heavnot believed that the low-duty ier shipments to the United States, quota will be exceeded in 1941, al The regional cattlemen's union though entries from that country in Chihauhua is now engeged in efforts to broaden the scope o fthe may be larger than in 1940. It is

feed supplies in Ontario. Price set-up they are essential. So if you priation for agrarian purposes, so movements in the United States that cattle ranches may have defi-

to this country.

665 head, which were obliged to pay the regular duty of 3 cents pound. It is reported that, Neighborhood were it not for the restraining influence of the United States import quota on the Mexican cattle industry, cattle growers in north-

> In Ellsworth County The regular Ellsworth County Farmers Union met on February 11. The meeting was called to order by County President Ernest Palmquist. New officers were installed. An interesting and varied program followed. Group singing, led by Mrs. Palmquist, with John Nash at the piano, was followed by a group of vocal numbers by

the three Palmquist children, Marilyn, Joan and Romeyn.

A 30-minute comedy Play, "Who Gets the Car Tonight?" was presented, the cast as follows: The father. Ernest Palmquist; the moth-

Notes

the Junior

Pat Nash gave a report on the

I wish to thank the members of this term of congress. A lunch

was served after the meeting to Ellsworth county is looking for Wagner act will permit. I can tell ward to the meetings with Pres-you sincerely that they are consci-ident Dean during the week of

Reporter.

In Stafford County The Stafford County Farmers Union met with the Livingston Local Tuesday evening, February



Moines, was reelected vice pres-

ident: E. E. Kinsinger, Des Moines,

company has admitted assets of \$1,835,317.34 and a surplus of

Elected directors were Mr. Peet,

VanVleet.

Mr. Curtis, G. B. Patterson, Hast-

Greenfield, Ia., E. F. Buckley, Des

Moines: John Chalmers, Ogden, Ia:

Riddle, Leon, Ia.; and LeMar Fos-

Farmers Union Standard

Accounting Forms

Approved by Farmers Union

Grain Checks, Scale Tickets,

Stationery,

Auditing Association

C. N. Rogers, Indianola, Ia.; Mark

Neb.; Donald

ter, West Branch, Ia.

We Manufacture-

ings,

The

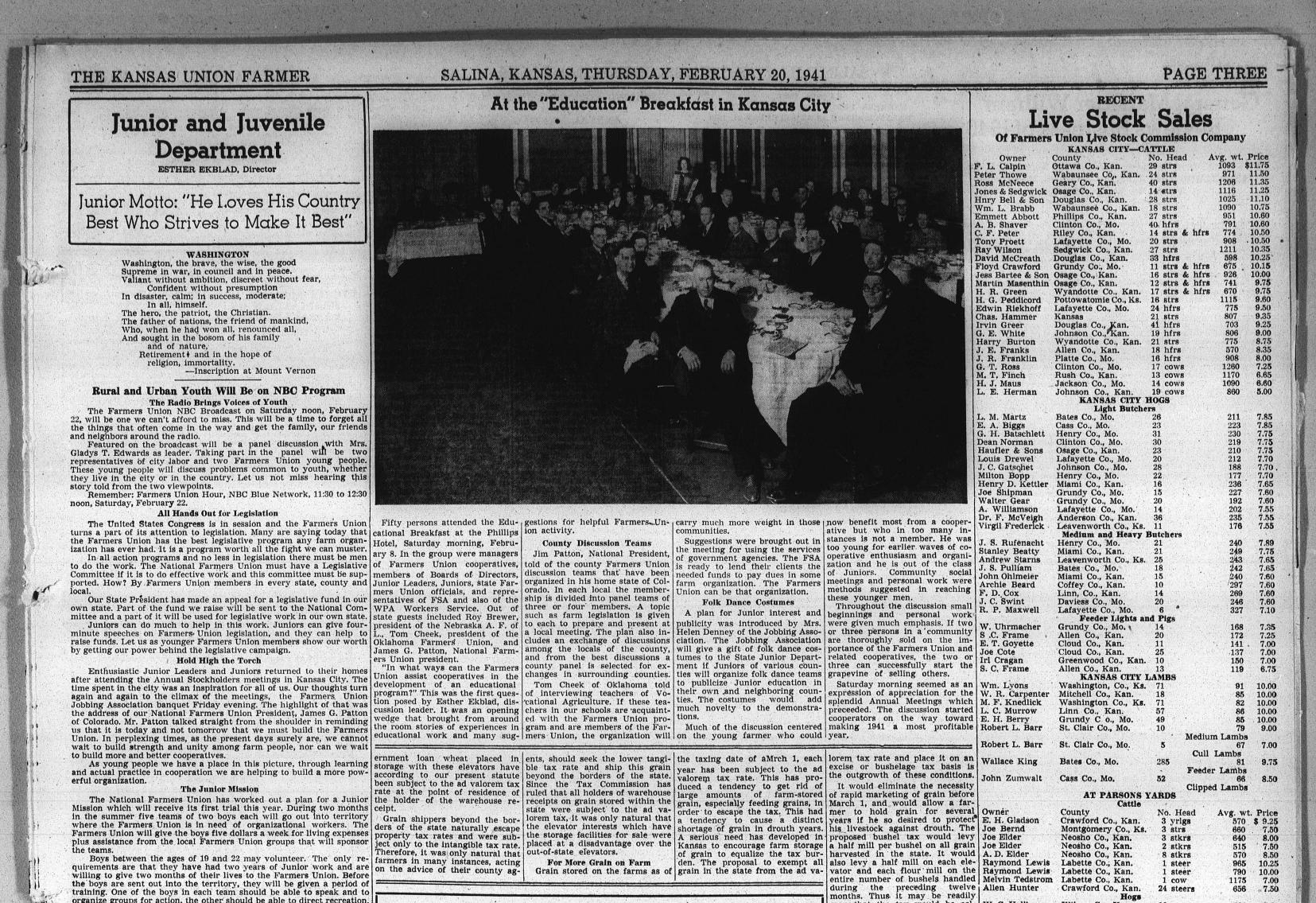
has all the features of all good brands of fence plus one big important value no other fence gives you. The extra good fence is our Sterling Quality Fence. Its exclusive extra value is that it is made of electrically refined steel-stronger,

Ask your local Farmers Union dealer about this fence

denser, tougher steel.

FARMERS UNION





organize groups for action, the other should be able to direct recreation Boys wishing to volunteer may write either to their State Junior Leader or to Mrs. Gladys T. Edwards, National Director.



Gladys Peterson, McPherson Irma Kietzman, Alta Vista Harold Swanberg, Clay Center Mrs. Bernard Immenschuh, St. Marys. JUNIORS:

Ruby Larson, McPherson ' Dorothy Larson, McPherson Burdett Larson, McPherson

Burdett Larson, McPherson Keith Peterson, McPherson Donald Johnson, McPherson Rosemary Reinhart, Parsons Laura Schantz, Winfield Niles Gibson, Kansas University. Marriage lic ^ n ses, issued in Reno, Nev., last year totaled 18,-913 compared with 2,314 divorce decrees. decrees. working together.

Juveniles of-State Headquarters Local, North Dakota, under direc-

tion of Alice Joyce, Education Ser-

Four Minute Speech Outline

FARMERS UNION LEGISLATIVE PROGRAM

I. The Farmers Union sponsors sound legislation

1. The Farmers Union Income Certificate Plan.

Income Certificate bills written by the Farmers Union have been introduced in the Houss of Representatives in the present session. There are Certificate bills for wheat, cotton, barley, rye, hogs and dairy products. These bills are for the purpose of getting for the farmer cost of production or parity price, whichever is the higher, for the products he has to sell.

(Parity price is a term used for an equitable price for farm products in relationship to the commodities the farmer has to buy. Cost of production is referred to as all costs in production, including a wage for the farmer and interest on his investment.)

The Income Certificate plan would eliminate the need for yearly parity payment appropriations from Congress. The certificates, which make up the difference between the market price and parity price, would be bought by millers and other processors of farm products.

2. Farm Debt Adjustment and Other Bills.

The Farm Debt Adjustment Act of 1941 would provide in the Department of Agriculture the mechanism to scale down and re-adjust farm debt to the ability of the farmer and the farm to produce payment. Under the Debt Adjustment Act farmers could pay off Federal Land Bank loans over a long period of time. This plan would enable farmers to stay on their farms, to pay farm debts, and still maintain a decent standard of living.

Other programs and bills indorsed by the Farmers Union are the Tenant Purchase program—extension of Crops Insudance—expansion of Farm Security Administration and Federal Surplus Commodities Corporation—rural slum clearance, old age pensions from federal funds, and extension of Social Security to farm people.

' II. The National Legislative Committee has office in Washington, D. C.

1. How the Committee is organized.

The Legislative Committee of five members is appointed by the President of the National Farmers Union. This committee keeps an office in Washington with a resident secretary, and a chairman who spends much of his time in the Capital City. This committee prepares bills, interviews Congressmen, appears in hearings before Cogressional Committees and keeps the Farmers Union membership informed of legislative activity.

2. How the Committee is financed.

The State Farmers Union organizations support the Legislative Committee. Funds are raised chiefly through contributions of individuals and Farmers Union Locals.

III. Kansas must share in Responsibility of Supporting Legislative Work.

1. Raising a legislative fund in Kansas.

Locals, county unions, individual members and Juniors can contribute to the fund which makes Farmers Union legislation action possible. (Read Pres-ident Dean's appeal in the February 6 Kansas Union Farmer.)

2. How Juniors Can Help.

To protect farm income, the family-sized farm, and to re-adjust farm debts are objectives of primary interest to farm young people. The future of farm-ing as an occupation seriously depends on these things. We can do our part by contributing nickels ,dimes and quarters for legislative protection. Juniors can plan a special social meeting or Farmers Union Legislative Night. Sell pies, have a cake walk, white elephant sale. Or work out a plan for Juniors, Reserves and Juveniles to save candy money over a period of time. Would each Junior class arrange to contribute at heat fine dollars to the Would each Junior class arrange to contribute at least five dollars to the state and national legislative fund?

REFERENCES: Write to Congressmen in Washington for copies of the Farmers Union bills. The Income Certificate bill for wheat is H. R. 43; for rye, H. R. 41; for barley, H. R. 42; for hogs, H. R. 40; dairy products, H. R. 101; and the Farm Debt Adjustment act of 1941, H. R. 100. Refer to recent issues of the Kansas Union Farmer and the National Union Farmer.

seen that the tax would be col-lected not once, but several times. Merle Fields In some cases as many as four E. T. Pruitt times while the grain is enroute to market. Thus spreading the tax over a wider base and each pay-ing a small part. Furthermore, all grain shipped into the state from W. M. Jones W. M. Jones our surrounding states, either for milling purposes or to be reship-ped to points further east, would

be subject to the tax. A study of the situation will bring one fact readily to mind and that is the vastly increased distribution of the tax load as far as grain is concerned. There are no figures available as to the exact amount this tax would raise and it is equally difficult to get reliable figures as to the definite amount now raised by the ad valorem tax. It is however, the concensus of opinion of informed authorities that the total revenue raised under the excise tax would not vary greatly from the ad valorem tax

figures. It is not proposed to set up any new board or bureau in making the change. Township and county assessors would still report the total number of bushels subject to the bushelage tax and it would be paid to the county treasurer just as the ad valorem tax is paid at present.

Are Several Advantages The present prospects for wheat is a very favorable one for a large crop next year. It may prove im possible for the storage elevators to handle any large proportion of another large crop of wheat and corn. Thus farm storage will be-come an absolute necessity. Such a method of taxation would be a distinct help to the Kansas farm-

From the reasons given in this article and from the many changes that have taken place in farming and storage methods it is apparent that the present Legislature must deal with this problem in a sindeal with this problem in a sin-cere effort to save the public stor-age and flour milling business of the state. Also partially relieve the farmer of his already heavy tax burden. Money is being expended to bring new industry to Kansas and this is perhaps a very com-mendable effort. We must, how-ever, be equally diligent to see to it that well established and neces-sary industries of the state are sary industries of the state are kept intact and in a healthy con-The consumer also has an inter-est in this bill. For the reason that the Government Loan Program is causing grains to be ship-ped several times to avoid the ad valorem tax, it makes an added expense upon the processing of the grain which the consumer must ultimately bear.

If this bill is passed and becomes a law, and if proper distribution of tax collected is made to the several communities, it should not several communities, it should not take away any revenue now de-rived from the, present tax on grain. The main features of this bill are to remedy the problems arising from the present loan pro-gram, and provide for a more equitable method of taxing grain.

Germany's great seaport Wil-helmshaven was built on land purchased from the Grand Duke of Oldenburg in 1853.

Wilson Co., Kna. 220 232 204 216 7.60 7.55 7.55 7.55 7.55 7.55 7.50 7.45 7.35 7.65 Montgomery Co., Ks. Labette Co., Kan. Neosho Co., Kan. Montgomery Co., Ks. Labette Co., Kan. 278 200 Labette Co., Kan. 269 183 280 Neosho Co., Kan. Montgomery Co., Ks. S. C. Burlingame A GLOVE TO FIT PRICE unless the label plainly states they

Gloves that fit tight will not are washable. Even then you will keep your hands very warm, and have to replace some of the oil they won't wear very well. Tight and fat removed by washing to gloves burst their seams, and can prevent the leather from becoming hinder circulation. But those that fit comfortably but not too snug. "You can tell good glove leather by feeling it," informs the Con-sumers' Counsel Division of the "Never dry gloves fast, and keep

"Never dry gloves fast, and keep U. S. Department of Agriculture. | wet gloves away from hot spots,

"It should be 'alive' and soft and pliable, and should have a feel-ing of body when you squeeze, it. These features are more important than thickness in judging leather curling the state of the state

quality. "Gloves last longer with proper care. Never wash leather gloves, won't pull out easily.

Price List of
Vaccines and Serums
WE PREPAY SHIPPING CHARGES ON ALL ORDERS OF \$10.00 OR MORE Mail Orders C. O. D. Only
Do the Job Yourself Be Money and Pigs Ahead
Clear Concentrate Serum \$0.65 per 100 cc Simultaneous Virus 1.50 per 100 cc Hemorrhagic Septicemia Bacterin .06 per dose Anti-Hemorrhagic Septicemia Serum 1.80 per 100 cc Mixed Infection Bacterin .06 per dose Pig Scours Bacterin .06 per dose Hog Worm Oil 7.00 per gal. Worm Capsules .02½ and .03½ each MIXED INFECTIONS IN SWINE FOR CATTLE
Blackleg Bacterin \$0.07 per dose Hemorrhagic Septicemia Bacterin .06 per dose Anti-Hemorrhagic Septicemia Serum .180 per 100 ce Keratitis (Pink Eye) Bacterin .06 per dose Mixed Bacterin Bovine .06 per dose Abortion Vaccine .06 per dose FOR HORSES AND MULES .06 per dose Encosphalomyelitis (Sleeping Bickness) Western .25 per dose Type "Chick" Vaccine. One complete treatment of two 10 cc. dose bottles (NOT RE- TURNABLE) .1.25 Hemorrhagic Septisemia Bacterin .06 per dose Anti-Hemorrhagic Septisemia Bacterin .06 per dose
FOR SHEEP Hemorrhagic Septisemia Bacterin
Anchor Elastic Worm Capsules
Rables Vaccine
FARMERS UNION LIVE STOCK COMMISSION BOUTH ST. JOSEPH, MO.

PAGE FOUR

General Manager Witham Reviews Business of 1940

F. U. Jobbing Association Builds Grain Terminal, Keeps Abreast With Loan Program-Increases Merchandise **Volume In Nearly All Lines**

Annual Report of H. E. Witham, | extent. We will keep in close General Manager and Secretary, touch with you and advise you of Farmers Union Jobbing Associa- any new developments, and you may be sure that we will continue

Once more it is time for us to to work with you in whatever come together to consider the re- way that will benefit your farmof your cooperative, the Farmers Financed **Financed Elevators**

Our financed elevator depart-Union Jobbing Association. For the 13th time 1 nave the pleasure to ment has acted as a pair of crutreport to you as manager of an ches, you might say, for a great organization owned and operated many cooperative elevators. by farmers. No two of these years good crop year or two, plus the have been alike. Each has brought safe sure method of operation that experiences, and in each of them is possible under our finance agreement, and broken legs-or broyour Association has been able ken finances, mend. The local asto make a savings fro mits operasociation is then able to go back

tions for its members. Through your patronage of the to operating on its own resource-Association during 1940, we were es, if it so chooses Many associaable to make a total savings of \$70,363.30 on our operations. This is approximately \$17,000 more than ment because of its many advantages, even though they have we made in 1939, and it was made positions. in spite of a reduction in grain strong financial others try it on their own for a volume. Volume in our merchanyear or so, then find that they did dise department, however, increased considerably, and savings from better when operating under finance contract and come back that part of our business was to us again. Due to the loan wheat program, than \$11,000 over the year before. In only three other years

has the Association been able to make a greater savings for its received less grain in 1940 than members than we did in 1940. I believe that this is a commendable entered the grain business in 1937 record, and it was possible only __handling only 1,805,096 bushels. through our operation of the Far- This total does not include the mers Union Terminal Elevator and hundreds of loans we made for the members of the local elevathe splendid support of our memtors which operated under our fiber cooperatives.

Improvements We Have Made nance plan during the year. We At the annual meeting of the stockholders in 1939, you adopted bers of local cooperatives in the bers of local cooperatives in the a resolution endorsing the action of SAME way, but we always have been able to serve them in SOME the board of directors in their move way, and we will continue to do so to increase and improve the ter-Saline Office

minal facility at Topeka. Your wishes were carried out in the Farmers in the Salina territory produce about 25 per cent of the completion of a million bushel terminal facility which is the wheat grown in Kansas. Last year "last word" in handling, cleaning, they raised about 13 million bushmixing, and storing grain.

els of wheat, but as there is only The new head-house at the ele- 6 million bushels of storage space aims, to as many different groups has worked with us on our finanvator stands 185 feet above the ground. It contains 16 bins hold-to move beyond that point. Coun-many different ways as possible is in salina, much of this grain had to move beyond that point. Coun-many different ways as possible is in salina, much of this grain had to move beyond that point. Counground. It contains 16 bins hold-ing approximately 1,700 bushels each, and five bins holding about storage minded, and when grain 3,000 bushels each. It is equipped cannot be stored in Salina we because only through the know-with two legs rated at 11,000 bush- sometimes lose the business. Al- ledge of a cooperative's complete erable savings to our members for els an hour each, and a Fairbanksels an hour each, and a Fairbanks-Morse hopper-type scale holding 2,500 bushels which has a type-farther away. It might be well to their full responsibilities and use season operations at a low rate registering single beam. The garner valves are equipped with an members consider securing stor- activities of this department in our organization on such a sound electric signal to show that the age space. We received 691 cars 1940 were: valves of the garner immediately of wheat in Salina during 1940 as above the scale hopper are comcompared with 540 cars in 1939. Topeka Plant pletely closed, thus avoiding any possibility of getting portions of In addition to the elevator at 2-Assisted at the district coopport of our auditor which you two cars of wheat in the scale at Topeka, our warehouse operations erative meetings and the annual have just heard will bear me out at that point have proved valuable the same time.

The elevator is equipped with a to our members during the year. 5,000 bushel an hour cleaner, and has a complete dust control which satisfactorily. Taking the whole lowers the hazard of grain explos- territory into consideration, I beion to the minimum. The tanks at lieve that the volume of commerthe elevator are made of rein- cial mixed feeds used has not been also a "Managers' Monthly" mailed tion. We dare not forget that "in forced concrete and are 100 feet as high as in previous years, due to managers of cooperative mem-high. The electric man-lift belt is to the grain in the country. Our bers. volume and percentage

FARMERS UNION JOBBING ASSOCIATION BALANCE SHEET AS AT DECEMBER 31, 1940 ASSETS Current Assets: Cash on Hand and in Bank \$100,679.77 112,397,04 111.864.11 Less: Bad Debt Reserve 532.93 27,375.56 Notes Receivable 18,115.40 Grain Advances 42,086.41 Other Receivables ventories: 114.321.20 \$442,419.95 Total Current Assets Investments: Stock in Cooperatives 18,065.00 32,965.00 Memberships Other Assets: 335.00 Deposits 923.85 1.258.85 Deferred Charges Fixed Assets: Less: Depreciation\$ 9,473.71 4,753.22 4,720.49 Furniture and Fixtures 10,479.77 Less: Depreciation 2,908.03 7,571.74 Total Assets\$735,672.42 Stil LIABILITIES \$ 31.362.28 Accounts Payable out 142.000.00 for Cooperatives..... Current Liabilities: 1.000.00 Sales Advances Financed Elevators Total Current Liabilities Building Loan: 138.163.72 Wichita Bank for Cooperatives serves Contingent Reserve 5,000.00 Building Reserve 24,779.68 33,229.61 Members' Equity: Common Stock 68 660.00 Surplus 79,004.04 -Common Stock 4,055.05 345,680.34

KANSAS CITY

SALINA, KANSAS, THURSDAY, FEBRUARY 20, 1941

JOBBING ASSOCIATION

HAS SPLENDID

ANNUAL MEETING

so, it costs the producers in that program, and a confidence in its us to be able to secure the amount keep Salina in mind when our their full privileges. Some of the of interest. We have maintained financial basis, however, that were 1-Worked with 57 local groups on various problems, total attenan "A-1" credit rating. (The redance, 3,453. meeting of the Farmers Union in this last statement.)

Managerial Association of Kansas. **Keeping Young** 3-Issued mimeographs publica-An organization needs the entions in the form of an "Informathusiasm, energy, and vision of tion Bulletin" mailed to managers youth as well as the experiences and directors of cooperatives, and and wisdom of the older generaat both the K

sented it at 38 gatherings, to a to-tal attendance of 2317. unfair practices, and downright deceptions that forced their fath-

the Kansas State F. U. Convention. from cooperative activity. It is our

he change in transportation which such an Association as this. At the

along the railroad. Some small co- during 1940, your directors went

operative elevators have joined over the detailed reports prepared with larger associations and are for them very carefully. They dis-

working successfully together as cussed at length the problems that units. But some of the cooperative arose from mouth to mouth. They

merly channeled a big volume of and outlined policies of operations.

business to Farmers Union Job-bing Association have either leas-course of action, and their cour-

vate terminal grain elevators who ly. The value of a unified board or perhaps operate a line of elevat- directors working together sincere-

ent, and only so long as there are cooperative elevators in nearby a cooperative cannot be overesti-

much of a margin of profit on its complish much without the loyalty

operations. Should this practice of and full support of the Associa-

leasing or selling local cooperative tion's employees. There is a pre-

timate doom of grain cooperatives tives need to recognize this fact. In Kansas. Then Kansas farmers I feel that through the years we

mated

at present are in charge.

with our story.

not realize the misrepresentations,

ers and grandfathers to form co-

operatives for their protection.

Neither do they understand the

myriad benefits to be derived

duty to reach these young people

The best way to do this is

through our own youth organiza-

tion, the Junior Department of the Kansas Farmers Union. We have

seen much that is good develop

from every local Junior group, and

lepartment in every way we can.

Many Harmonious Relations

A manager of a cooperative

yould, indeed, be unfortunate if

he did not have a board of direc-

tors who took their responsibilities

seriously or carried their full share of the load of operating

four regular meetings of the board

and the two special meetings held

went over plans, made suggestions.

sel was always followed implicit-

Nor could a manager hope to ac-

mium on capable ,honest, consci-

entious workers, and our coopera

have been able to build up a force

o fworkers it would be difficult to

duplicate. In every important po-

sition-and what position isn't im-

portant, we have men and women

who are intelligent, ambitious, and deeply interested in the work.

They have proved capable of do-

ing exacting work under high pressure, and exerting their very

best efforts in behalf of the Far-

mers Union Jobbing Association

We also appreciated, most sin-

bership. We hope to continue this

services parallel our own, and thus

eliminate competition between our

Other agencies which have coop

erated with us in our work dur-

ing the year include the Kansas and National Farmers Union; the

and its members.

two organizations.

5-Made up a picture story of

cooperative grain marketing from

farm to terminal elevator, and pre-

6-Prepared 18 cooperative dis-

7-Participated in activities at

8-Made up and mailed a "Cata-

"Membership Informa-

og" on farm supplies handled by

the Association. Also a special bul-

9-Prepared ads and publicity

Assisted with plans for An-

for the Kansas Union Farmer and

nual Meeting and preparation of statistical information for the An-

With Our Membership

Cooperative grain elevator asso

ciations, instead of increasing in

number each year, are decreasing.

a some instances this is due to

no longer demands that there be

elevator associations which for-

ed or sold their property to pri-

towns, seem to care little whether

or not the local elevator makes

elevator properties to line opera-tors continue, it will mean the ul-

will have to start their battle back

where they began 30 or 40 years

ago and do all their work over

have our members

Not only

country elevator every few miles

other papers and magazines.

cussion lessons for the Kansas Un-

ion Farmer.

letin on

tion."

10-

in

nual Report.

(Continued from Page One) elevator at this time. He warned Senate by a unanimous vote on that much local storage would put August 1, 1939. tend any of the meetings, being confined to his hotel room, but every trucker in Kansas in the In the 77th Congress, Senators was reported as improving slowly Mr. Schulte agreed that the co- of South Dakota, will sponsor the annual Southwest Road show and was expected to return home by last Tuesday or Wednesday. Mr. Nielsen made an address operatives cannot get into the ter- bill in the United States Senate minals quickly enough. Mr. Witham agreed that a ter-27,977.50 on the title, "Obstacles Facing Coveteran congressman from Lauroperatives and the Necessity of minal spreads the risk through the territory, so that storage would be used even though some localities ens, Iowa, will sponsor it in the House of Representatives. Building a Sound Financial Institution." His address will be pub-The hog producers in the State of Iowa, alone, paid over one hun-dred million dollars during the lished in these columns soon. had crop failures. **Discuss Storage Problems** Mr. Crawford spoke more fav-orably of having a terminal ele-The panel discussion group in-cluded Harry Stephens, vice presitime the tax was in effect .-- Iowa vator at Atchison or somewhere on the Missouri Pacific railroad Union Farmer. dent of the Wichita Bank for Cooperatives, as leader; E. K. Dean, state F. U. president; P. J. Nash, president of the Managerial Asso-ciation and manager of the Ellsrather than at Salina. Topeka can UTILITY LOBBISTS handle any wheat that Salina can, he said. Others disagreed, seeing MAKE ATTACK ON **KANSAS LEGISLATION** a chance of a backhaul, especially worth Farmers Union; John Schuif western Kansas should have ser lte, manager of the Mitchell Coun-ty Farmers Union, Beloit; Carl ious crop failures. Salina is a great milling center. The Credentials Committee re-Witham of the Farm Security Ad-(Continued from Page One) ministration; Warren Mather, mar-keting specialist in the extension solicit their support of these bills ported 200 stockholders representso important to all agriculture. ed by proxies, divided as follows: 140 individuals, 17 Locals, and 43 division from Manhattan; Roy The surprising thing about this Crawford, head grain salesman of whole controversy brought up by the high-powered imported utilbusiness associations. the Jobbing Association; and D. **Favor Grain Tax Bill** Wanamaker, manager of the ity lobby is that they have the The following resolutions, nerve to make a big squawk when recommended by the resolutions the farm organizations want a mi-Blue Rapids organization. The discussion was focused upon these two questions: What and committee, were accepted as read: nor amendment to the cooperative 1. Be It Resolved, due to the ser-ious shortage of storage facilities for grain that exists at this time, how do you feel toward farm stor-31,362.28 age, relieving the local elevator 29,951.42 and terminal congestion? And, congestion? And, on account of the excessive carry-over of loan wheat, we ask that hook, line and sinker, when it was should we build new storage slowly or fast, be conservative or not? Mr. Schulte was asked to start Commodity Credit Corporation up- almost as large as the Holy Bible, on acquiring title to this wheat at and also when the same committee the discussion. About three mil-14,285.05 lion bushels of wheat is marketed the expiration of the loan period, who prepared the Code, acting in faith, prepared the bill in Mitchell county in about 10 take immediate steps to move this good \$218,598.75 days, he said, explaining how wheat out of the wheat belt in or- which the lobby objects. methods of harvesting and marketder to release this storage for the Get busy and write your repreing have changed. Not only do we growing crop. sentative and senator, giving your lack facilities to handle this grain in storage, but we cannot afford to the fact the State as well as bills, House Bill No. 115, making lect, 6,000, \$2.00, Prompt shipment, the National lawmaking bodies are to set them up. Much storage space possible the extension of Rural Would be idle much of the year. He told of an elevator working 24 are being considered which will providing a tax of one-half mill per-we owned in lieu of ad valorem tax hours a day, handling 25 to 35 affect the farmer and our cooperthousand bushels a week, and ative associations, we feel thought that additional storage should all be alert and be quick to and Senate Bill 172 repealing the would entail additional elevator voice our approval or disapproval gasoline tax exemption law. expense, not only for construction to our legislators of any new legbut for more help. islation. 3. Be It Further Resolved, we Storage and Price Structure Mr. Wanamaker spoke on the bad price reaction to publicity of which is proposed to take the verloaded terminal elevators and place of the old ad valorem tax now in effect, is a desirable tax overworked railroads at harvest change and would tend to effect time. Also, even though a farmer retains title to wheat in an elea more orderly marketing of our vator, after it leaves the farm he grain, and also would help to does not maintain his control as hold Kansas stored wheat in Kanwell, often hesitating to sell it as sas, which has, to quite an extent, readily as when he had it in ac- moved out of Kansas in order to tual possession. escape property tax. Mr. Dean spoke of the addition-al handling expenses wheat would feel that our organization should necessitate if stored on the farm, go on record in expressing our aprather than trucked to the local preciation and pledging to our elevator directly from the com- state president, Ernest Dean, our bine, several shrinks, extra labor, utmost support in his expressed tor the expense of more equipment determination to go out in the on the farm, and even then its dif- country and build up the memberdetermination to go out in the ficulty of proper handling. Also, ship of The Farmers Union to the Truck weather and bad roads would be- number and prestige it once en come more of a supply factor to joyed.

eeling the basis very insecure.

the individual farmer, thinking of 5. Be it Further Resolved, we the best marketing time. wish to express our appreciation Mr. Carl Witham agreed with to our guest speakers for their Mr. Dean, believing the advantagpart in helping to, make this meeting interesting and helpful.

es of the local elevator were more sound and more economical. 6. Be It Further Resolved, we de-Mr. Nash commented that Ellssire to express appreciation to the THE KANSAS UNION FARMER

tate to build local storage on the onsored a bill designed to expand. will appear from your legislative

the experience of the last two years, Title Seven on the Revenue Act representative, but now is the feeling the basis very insecure. If 1936 to include the farmers time to act on these bills. Clyde W. Coffman, Mr. Nash said terminal storage who had borne the burden of the Legislative Rep. was the important and immediate help the Farmers Union Jobbing Association could give the local This bill passed the United States This bill passed the United States Farm Equipment Show in Wichita The 38th annual Western Tractor and Power Farm Equipment show is being held in Wichita this and school is held there on the and Congressman Fred Gilchrist, same dates. Sea moss is used as a base for hand lotion. CLASSIFIED ADS

Per Word, 1 Issue...... 3c Per Word, 4 Issues.......10c

Farms Wanted

WANTED-to hear from owner of land for sale for spring delivery. WM. HAWLEY, Baldwin, Wis.

GOOD OLD FASHIONED HOME

MADE RED LEAF Chewing and Smoking TOBACCO. 25 pounds for THREE DOLLARS. Nichols and Company, Kingston, Georgia. 2-2-3.

Seed For Sale KANSAS BRIGHT PLUMP GRIMM ALFALFA SEED free from weed seeds, \$11.00 a bushel delivered; Kansas Common Alfalfa \$10.00.— Farmers Alfalfa Seed Co., Stafford, Kan.

CERTIFIED, FROST-PROOF Cabbage and Onion Plants. Cabbage, all varieties. Parcel post prepaid, 200, 65c; 500, \$1.00; \$1.75 express collect 2,500, \$2.00. Onion, all varieties parcel post prepaid, lect, 6,000, \$2.00. Prompt shipment, safe arrival, satisfaction guaranteed. Catalogue free. Union Plant

Company, Texarkana, Arkansas. **Purebred Turkeys** FOR SALE—Purebred Black Span-ish Turkey Toms. W. J. Shannon,

From time to time other reports Ellsworth, Kan.



ipped with an automatic shut off, thus eliminating any possi-bility of accident. We now use a have used only the best of prod-Junior Camps, and at the Hutchinhydraulic jack in opening grain ucts in our feeds, and have taken son School of Cooperation. doors in carlot grains which is a extreme care in their mixing in decided improvement over our old order to assure our members fine quality feeds. The relationship bemethod.

tween the Topeka plant and our cooperative stockholders and cus-It is through the purchase and improvement of this facility that tomers in the country have been we were able to extend our services to our members beyond that of acting as a sales agency on ter-have these added facilities through of acting as a sales agency on ter-We received minal markets. which to serve you, enough wheat in three days to Merchandise Department In analyzing the volume of bus-iness handled by the Merchandise fill our elevator at Topeka, even

with the storage capacity increas-Department the past year, it is certainly very gradifying to be ed to approximately one million bushels **Grain Department** able to report that we have shown

For years your organization has an increase in almost every line. made most of its savings from com-There are a few commodities in which we show a little loss, but missions received for selling grain for our members, and its regular we are going to try to remedy merchandising profit from buying this during the coming year. would like to give you a brief statement on the increase in some and selling cash grain. In the last two years, this phase of our operof the commodities we handled ations has suffered considerably from the loan program. Not that luring 1940: Feeds, increase of 25 per cent. our volume was reduced greatly. Fertilizer, increase of 98 per but wheat shipped for storage on loans earns only half as much commission as grain shipped to be sold, yet it involves much more Flour, increase of 52 per cent. Coal, increase 50 per cent. Gas—Kerosene ,Distillate, clerical work with a resultant higher handling expense. crease of 16 per cent.

In 1938, we handled 438 indivi-Lubricating oil, increase of 24 per cent. dual wheat loans; in 1939, 670; and in 1940 we handled 1,426 indivi-Twine, increase of 87 per cent. dual wheat loans. In addition to these loans, we made up 3,324 warehouse receipts for our ship-pers on which we did not handle is handled by employees commonly the loan papers. We collect a half they are, during the rush season, cent commission on the loan wheat anything but that. They roll up we handle, and if we also sell this their sleeves and really go to itloan wheat-over two million putting their best efforts into the bushels of which is still in store, task of handling the tremendous ors. These operators for the pres- ly with the management to ad-

we will make another half cent a volume of work which piles up in bushel. But even so, the net rev- the accounting at that time. enue on loan wheat is small. As in other departments, the Trucks each year are making accounting force is increased con-

greater inroads into the volume siderably during the summer monof grain handled by rail, both at ths so the process of serving our terminal markets and in what we patrons may be expedited. The de-term cross-country business. This tails involved in a terminal grain is particularly true of coarse office are quite inconceivable to grains—corn, oats, barley, and most people, and the handling of grain sorghums. We handle about this detail, which is, of course, es-156,000 bushels of this grain in 1940, while back in 1924, the Asso-ciation handled 2,333 cars of coarse exact. With this in mind, combined with the fact that often the grains

again. For once the local coopera-tive elevators are out of the pic-All this indicates a transition in extra employees are experienced, the entire grain industry, includ- it may be understood that some ture, private owners will begin handicap is encountered. When you think of the old sayagain to take higher and higher local margins. We urge you to hold ing producing, handling, warehousing, and processing of grain. When you think of the old say-Throughout the country 270 mil-ing, "He who makes no mistakes your local associations together, and let us know when you need lion bushels of wheat was im- does nothing, perhaps it may compounded under the loan program pensate somewhat for any transachelp so we may try to work out your problems with you. This is not a new development tion that may have left our office in 1940. Not one per cent of this been redeemed because the incorrect.

During the last two years, the just the last year. It has been gomarket has never reached a point wheat loan program has added ing on for a number of years. The to our accounting problems. It has only way we were able to reach at which such a course of action would be profitable for the owntaken a great deal of time and efnew highs in grain volume during er. As it looks now, our carryover next July 1 will be about 400 million bushels of wheat, and pres-we believe that this service has only way we were able to get our million bushels of wheat, and present winter wheat crop prospects are the best we have had in the Service and Information Departfull share of the grain business during the last two years, was be-cause of the increased loyalty of ment

last ten years. Elevator capaci-ties were taxed to the fullest last All through the year our ser our active cooperative elevator summer, so one need not be overvice and information department is members. ly pessimistic to vision embargoed busy contacting our membership markets and terminals before the 1941 harvest is half over. Much local problems. The Association is ing us a greater percentage of can happen to alleviate the grav- anxious to help its members betheir business, but, as our records ity of the situation during the come more effective units of ser-next six months, but at the mo- vice through which farmer-memment it looks as if the storage sit- bers market their grain and buy ing through us. We are deeply ap-

uation would be a serious problem. their supplies cooperatively, and preciative of this increased coop-We want you to know whatever offers the services of this depart- eration, and will continue our efhappens in the way of changes in ment, free of charge, toward that forts to merit it.

handling grain, your Association will be active in protecting our members' interests to the fullest end. Telling the story of your Asso-ciation—its accomplishments, its the Wichita Bank for Cooperatives

ave to car on with within 10 days of harvest despite meeting and the courtesies extend loyees and members of cooperany educational program. ed us. atives should be given the oppor Mr. Crawford expressed a belief tunity to "understudy" those who

PROCESS TAX BILL in farm storage **Build How Much?*** Some of these young people do

ture. There is an uncertainty about

the government loan program. He

would advice building no more

than an organization could econo-

mically finance and afford to

equip with efficient conditioning machinery.

danger of speculation with the possession of big local storage

John Schulte explained that in

Mitchell county, while about a third of a crop went into storage,

5 to 10 per cent of this was sold within 30 days. After 30 days the storage volume remained practi-

cally constant for six months. But

he would not advise building with

the expectancy of handling this

entire storage, say 200,000 bushels. Twenty-five per cent of it would be safer and more practical, stor-

age of 50 thousand bushels. Mr. Nash would build more near-

y to the entire storage anticipa-

ed, saying one third of the crop.

Space is more economical if built

as one job, and more space can economically be used for mixing.

Danger of Over-Building

Mr. Witham stressed the danger

of over-building, and a threat of a competitive storage condition,

bringing down storage income for

an elevator. The need is better dis-

tribution as well as more storage.

Mr. Schulte would welcome a

bit more competition by terminal

storage elevators. He would hesi-

services to members, responsibil-

ities that rest on its manager grow

in a like degree. But because these responsibilities have been shared

cheerfully and willingly by the

heads of the departments effected, as well as by the entire board of

me, to see a dream come true. To

were successful even beyond our

com of these improvements and

Members of this cooperative

anticipation has proved the wis-

have had a singleness of purpose that has brought us safely and suc-

additional services.

elevators.

Mr. Crawford warned of the

Mr. Mathers commented that Hog Producers Push Aother Tax Recovery Measure The farmers of Iowa and surstorage was now about one fourth

on the farm and three fourths at counding states will be interested the terminal, and that AAA people to learn that the new Congress will have for their consideration a generally prefer a warehouse bond, ssured of good grain conditionbill to refund the process tax that ng and proper handling. was collected on hogs sold for slaughter from November 5, 1933 Mr. Stephens said that probably farm storage would not greatly affect a building program by coto January 6, 1936. On the latter peratives, either local or termindate the United States Supreme l, and presented the problem of Court declared the tax unconstihow much to build? tutional and therefore refundable. Mr. Wanamaker advised the According to A. J. Johnson, Secbuilding of some storage, spoke retary, the National Farmers Proin favor of the Topeka terminal now owned, but warned that it with membership in ten states, spwe will continue to support this would be easy to misjudge the fu-



INSURANCE **Pulls the Punch** of Nature's Fury **Be Sure**—Insure **Better Safe**

than Sorry

You can feel secure by insuring your property against the hazards of nature. Insurance is a protection you simply cannot afford to be without. And its low cost will probably surprise you.

Nature's periodic blitzkriegs cause untold damage and suffering each year. Houses and farm buildings need insurance protection from them. How easily fire or storm could wreck your life's financial program . . . if you are without insurance!

Ours is a service institution which provides protection against fire, wind and weather. Never has the Farmers Union Mutual Insurance Company missed paying a proven loss. Organized April 18, 1914, it has enjoyed a continued successful growth.

A Farmers Union agent lives near you; he will welcome an opportunity to talk insurance with you. See him today!

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cerely, the harmonious relation-ship which has existed with our close business associate, the Equi-shared pleasures. To see our own

ty Union Grain Company—its man-ager, its directorate, and its mem-mill in actual operation was, for

pleasant working arrangement watch them through their second with a cooperative whose aims and year and find that their operations

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