



The Kansas Union Farmer

ORGANIZATION

EDUCATION

COOPERATION

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Farmers Union Live Stock Firm Has Good Business Opening Day

Around 500 People Visited New Offices in Partly Completed Parsons Live Stock Exchange Building Monday, July 1

Bigger Than Kansas City First Day

Approximately 40 Customers Brought Live Stock to Parsons to Help Celebrate New Step in Farmers Union Cooperative Marketing

Hobbs Well Pleased with Start Made, but Regrets Losing Good Men from Kansas City Force Who Are Now on Sales Force at Parsons Office

Monday, July 1, was a busy day on the posted public stock yards at Parsons, Kansas. There was something new on those yards that day, and that something new was the Farmers Union Live Stock Commission Company. Cooperative marketing of live stock, on the Parsons market, was brought into being that day, and another forward step was taken in the development of the cooperative program of the Farmers Union.

The new live stock exchange building, not yet complete, had been made ready to house the offices of the Farmers Union firm. Workmen had been instructed to hurry the completion of Suite 24 in order that the Farmers Union Live Stock Commission Company could move in on July 1. That had been done, with the exception of finishing touches, and the result was that 500 people climbed temporary stairs, edged around carpenters' and plasterers' scaffolding, waded through shavings, and made themselves at home in the new offices. A constant stream of people were coming and going throughout all the day.

Over in the yards themselves, Farmers Union salesmen were busy all the forenoon and well into the afternoon receiving, selling and weighing hogs, cattle, calves and sheep. W. L. Acuff was taking care of the hogs, Freddie Seager was busy on the cattle and calves, John Grantham was taking care of the sheep business. All the receipts came in trucks and the Parsons stock yards presented a busy scene. John Grantham, by the way, is a son of Fred Grantham, who has had charge of the saley department at Kansas City for a long time. John has had good training under his father. He will remain in Parsons for a few weeks.

Some forty Farmers Union customers brought live stock in on the opening day. Others held off for a few days until they could get their farm work, long delayed because of much rain, caught up. The account sales at the close of the first day's business showed that the Farmers Union had handled practically a third of all sheep receipts, or around 75 head. Fifty cattle and calves were brought in to the Parsons Union, and hogs handled totaled 25. Every customer was well pleased, not only with the prices received, but with the service as well. Several bought stock in the firm in order to share in the cooperative profits which are always paid back in the form of patronage refunds or dividends.

George W. Hobbs, general manager of the Farmers Union Live Stock Commission Company, was in Parsons for the day, seeing that everything got started smoothly. He did a good job of it, for things did work smoothly, in spite of the fact that it was a new job for every one concerned.

W. G. Barnhardt, office manager at Kansas City for the firm, was also on hand, working out details of office routine, and making up account sales, writing checks, and doing numerous other necessary things.

The office details and bookkeeping duties will be in charge of Miss Maxine Robinett of Parsons, who started working for the Farmers Union on the opening day, July 1. Miss Robinett comes to the Farmers Union highly recommended by Parsons folks. She "caught on" to the office routine of a cooperative live stock firm with surprising rapidity. Apparently she will be a valuable addition to the Farmers Union force. She, along with other employees, will work under the direction of Bill Acuff, who occupies the position of manager of the Parsons branch.

L. J. Alkire, manager of the successful Wichita branch of the Farmers Union firm, was in Parsons for the opening day, and was deeply interested in the successful start made.

Floyd Lynn, Salina, secretary of the Kansas Farmers Union, was also there and was an interested onlooker.

"Old Timers" Present
Others among the "old timers" of the Farmers Union present to witness the starting of business by the cooperative firm included Judge E. A. Crall, Erie, president of Farmers Union Jobbing Association; L. J. Heaton, farmer, shipper, and general Farmer Union leader of Erie; Ed Volmer Parsons, for many years actively boosting for the Farmers Union; C. A. Clark, Girard, manager of the Farmers Union Cooperative Association, and several others.

Manager Hobbs was kept busy handing souvenir canes to customers and callers. By three o'clock in the afternoon he had given away 500 canes and perhaps 500 Farmers Union pencils.

Bigger Than K. C. Opening
Asked how the opening day at Parsons compared with the opening day in Kansas City several years ago, in point of volume of business done, Mr. Hobbs replied that the Parsons opening day's business was greater than that at Kansas City. "Of course there is a big difference—in several ways," he said. "It was all car load receipts in with the first load. Here it is all trucks. This not only shows the difference between Kansas City and Parsons, but it shows the difference in the times. When we opened in Kansas City, we hadn't thought of truck transportation of live stock."

"First" to Clum and Dale
To E. R. Clum, Galesburg, goes the honor of being the first Farmers Union customer to turn his live stock into Farmers Union pens at Parsons. Mr. Clum had two veal calves, one of which topped the market. Charles Dale of Labette received the first account of sale and check from the Parsons office. Mr. Dale sold a 180-pound calf for \$7.75, the Parsons market top on that day. Freddie Seager supplied the information that the sale was made to Swift and Company, and that the calf went to St. Louis for slaughter.

Pleased with Start

Speaking of how things were going generally, Mr. Hobbs said, "I am mighty well pleased with the start we have made. We are glad to be on the Parsons market, and we know we can and will be a great deal of service to southeast Kansas farmers. We are assured of good support."

"We have an excellent force on the job here," continued Mr. Hobbs, "but I do have one regret. I am sorry to lose these good members of the firm from the Kansas City yards. For every one is a loyal and efficient worker. But we had to have good men here at Parsons—and I know we have them. Another thing—we still have a top-notch force at Kansas City and are equipped to give service. There that will continue to be better and better. And I don't want to miss mentioning the Wichita force, for every one knows we have a fine bunch there and that the Wichita office is one of the best cooperative live stock marketing units in the middle west."

The muscles in the strong arm of the farmer are cooperation and organization.

The farmer who weakens his organization by withholding his membership support should not find fault with what it has been able to accomplish.

GIVE FARM YOUTH EVERY EDUCATIONAL ADVANTAGE OF CITY

Governor Landon in July Fourth Address at Farmers Union Picnic, Lone Star, Says We Owe Farm Boys and Girls Equal Break

LIKES CHICKEN

Governor and Family Enjoyed Mixing with Douglas County Farmers Union Folks—Visit Lakeside Camp after Meeting

"We owe it to our children on our Kansas farms to give them every educational advantage that is offered the children in our towns and cities. Education is all-important equipment, and our Kansas farm children, representing the future leading citizenry of this state, must have this equipment."

It was Governor Alf Landon of Kansas speaking to a large crowd gathered at Lone Star, Douglas county, for the annual Farmers Union Fourth of July picnic. It was the third time Governor Landon had attended this annual Farmers Union picnic, although the first time he attended, he came as a private citizen. This time he drove to Lone Star from Topeka with Mrs. Landon and Peggy Ann, his daughter.

The speaking followed a picnic dinner of great platters of fried chicken, plenty of ice tea, cake, pie, salads, and everything else that should be taken to such a picnic and eaten by wholesome people with full-grown appetites. Jim Anderson, Farmers Union leader and old-time friend of Governor Landon, acted as master of ceremonies, and introduced the speaker. Governor Landon and his family proved that they knew just how to go about enjoying a Farmers Union picnic dinner prepared by good cooks such as those in Douglas county farm kitchens.

Cal Ward, president of the Kansas Farmers Union, and who hails from Lone Star, was scheduled to be on the program, but had sent word that he could not attend because of having been detained in Washington, D. C., longer than he had expected.

Governor Landon, in his introductory remarks, spoke of his long association with Mr. Ward, and complimented the Farmers Union on its choice of some leadership. "It is because of Mr. Ward and hundreds of sensible men like him in positions of leadership that Kansas has maintained an even keel, that the people here in this state have kept their feet on the ground and that we have made steady progress in the face of adverse conditions," declared the Governor.

The speaker pointed out the fact that Kansas has pursued a "pay-as-you-go" policy, has kept out of serious debt, and that Kansas bonds are selling at the peak of the market. "This is in spite of the fact that during four years' time we have faced a terrific shortage of rainfall, topped off with damaging floods," he said.

Following these statements, the Governor spoke at length on present and future programs of accomplishment as they apply to Kansas. He spoke of the fact that we have learned the value of having ponds on every farm, and offered encouragement to

such a program. Kansas has completed or has under construction some 25 lakes, including the great lake which is now under construction near Lone Star, and which is employing three separate CCC camps of young men recruited for that purpose.

These lakes, he said, are to offer not only the best of recreational facilities, but are to be of inestimable value as means of water conservation and flood control. He spoke also of the great erosion project in the north-central part of Kansas. "You can go out there now," said Mr. Landon, "and see a sight never before witnessed in that part of the state. You see lots of water, but it is standing on the hill sides, and is not washing good top soil into the river beds to be carried away."

Speaking on rural education, the Governor declared we must keep up with progress being made in the centers of population, and must fit the program to modern developments. Some leaders and thinkers believe that counties must be consolidated, and townships abolished or consolidated, said Landon, but that does not appear to him to be the way to cope with the situation. But he believes we must arrange to place our rural schools in such locations that they will accommodate, in an efficient manner, the greatest number possible. They must be arranged in such a way that enough farm children can attend each school to make it possible to employ the best of teachers, and have the best equipment possible.

Following the speaking, Governor Landon and his family were escorted to the new lake site, where an inspection was made of the CCC camps and of the work under way.

'BUSINESS GOOD' SAYS MR. KINNEY REGARDING COAL

Now Out Booking Red Glow Coal and Enjoying Good Response from Kansas Cooperative Dealers; Expect 200 Cars

313 CARS 8 DAYS

Wier City Coal Contract Several Years Ago Put Farmers Union on Coal Map of Kansas; Doubling Last Year Bookings

"Business is good—mighty good." That's the opinion of A. M. Kinney, vice president of the Kansas Farmers Union and special field representative of the Farmers Union Jobbing Association, in charge of booking coal orders. Mr. Kinney temporarily has discontinued his work as field representative for the Farmers Union Live Stock Commission Company, and is now performing in that capacity for the Jobbing Association.

When the Farmers Union Jobbing Association needed a man especially well fitted to call on the many cooperative elevators and associations throughout Kansas, for the purpose of booking orders for coal, that firm naturally picked Mr. Kinney. His wide acquaintance with the managers of Kansas cooperatives just naturally cuts him right out for that job.

He has made two trips through the state with representatives of coal companies whose coal the Jobbing Association has been handling, and the (continued on page 2)

IMPORTATION OF ARGENTINE BEEF IS GREAT MENACE

Senate Asked to Ratify Treaty Signed by President Allowing Fresh Beef to Come into United States from South American Country

PACKER'S GAIN

Would Threaten American Live Stock with Foot and Mouth Disease and Would Result in Price Ruination, but Would Help Manufacturers

The United States Senate is being asked to ratify a treaty involving the United States and Argentine which will permit the importation of fresh beef from such areas in the Argentine as may appear to be free from foot and mouth disease infection. The treaty already has been signed by President Roosevelt and the Argentine ambassador, say news reports.

Those who are familiar with conditions involved declare that if the plan goes through and the Senate ratifies the treaty, American farmers can count on sharply lower prices for cattle, hogs, sheep and poultry.

We'll Eat Argentine Beefsteak
L. J. Alkire, manager of the Farmers Union Live Stock Commission Company office at Wichita, says, "It means that we are going to have Argentine beef served on our American tables, to the tragic disadvantage of our own live stock producers. It will be one of the worst things ever to happen to American farmers."

Another probable ghastly effect of the treaty will be the infection of American live stock with the most dreadful scourge known to cloven-hoofed animals—the foot and mouth disease.

A Big "Advantage"
There is said to be an American "advantage" to the treaty, which consists of the possibility of a freer Argentine use of American manufactured goods, notably farm machinery. In other words, the farmer would be sacrificed in order to make a better market for the goods of the large industrial concerns.

The following, taken from an editorial in "United States Live Stock News," explains the situation quite well:

A Disease Menace
Under existing tariff and sanitation laws, fresh beef cannot be imported from foreign countries unless the Bureau of Animal Industry first certifies that foot and mouth disease does not exist among live stock of the exporting nations. Foot

and mouth disease is prevalent in portions of Brazil, Uruguay and Argentina and the Bureau has thus far been unable to issue certificates as to those countries.

Malignant and terrible, foot and mouth disease has been brought into this country in the past and it has taken prompt action, the slaughter of hundreds of thousands of head of live stock and the expenditure of many millions of dollars to eradicate it.

In 1908 smallpox virus brought from Japan and contaminated with

OIL COOPERATIVES PAY BENEFITS TO COUNTIES

In a day when private profit business organizations are looking for government financial assistance in an attempt to weather the depression, it is encouraging to find Wisconsin and Minnesota cooperatives paying dividends to the state and local government rather than seeking federal aid. Farmers Union Oil Cooperatives paid last month to the Highway Departments of St. Croix and Dunn Counties Wisconsin, \$26.58 and \$36.14, respectively, in patronage dividends on savings made possible by cooperative distribution of gasoline and oil. The Cooperative Society of Princeton, Minnesota, returned to the State of Minnesota more than \$300.00 in patronage dividends last year. In each case the state agency has purchased single shares in the cooperative and is entitled to benefit by savings in the same manner as other members. The Farmers' Equity Union News, commenting on this development points out that thousands of dollars could be saved tax payers through the extension of this policy.

foot and mouth disease germs started an outbreak. In 1914 contaminated hog cholera serum imported from abroad created another epidemic. More than 3,500 herds of live stock were destroyed, the carcasses burned or buried, and millions of dollars of damage caused before the outbreak was stopped at a tremendous cost of taxpayers.

In 1924 garbage from a South American steamship containing meat scraps from South American beef carcasses was fed to hogs in California. Hoof and mouth disease broke out. Before it was stopped many thousands of head of very valuable cattle were killed and finally thousands of head of deer in the Stanislaus National Forest of California had to be shot before the plague was checked. The cost again was very great.

Argentine Canned Beef
Canned beef from the Argentine is imported to this country regularly because heat destroys the virus of the hoof and mouth disease. Despite the regular tariff of 6c a pound and the very low price of canners in this country, almost 20 million pounds of canned beef came to us from the Argentine last year. An even greater amount is being imported this year.

The average wholesale price of steer carcasses in New York last week was around 18c a pound. Thousand-pound steers were selling in western markets at 9c to 12c a pound. Although this price is substantially less than the average from 1925-1931, one does not need to be a mathematician to see that under the proposed treaty, additional millions of pounds of Argentine beef might enter this country, resulting in a drastic reduction in present live stock prices.

Good for Packers
Among those who could profit by such a situation would be our packers who own South American packing plants. It would be a short-sighted policy on their part to seek that profit. American packing house labor, and men who market the live stock, the railroads that transport it, as well as our producers would suffer as a result of diminished volume, because it is manifest that our stockmen cannot continue to produce live stock under the present high feed costs at lower prices than they are now receiving.

It has been pointed out that the absence of public, competitive livestock markets in South America, with the consequent inability of the small producer to sell his live stock on a parity with the large producer, has concentrated the production of meat animals in the hands of a relatively few great landowners. These men, employing thousands of underpaid peons and fattening their vast herds on alfalfa and native grasses, enjoy a very low production cost.

The dressed beef from these low-cost, under-bought cattle of the Argentine, where good steers are now reported selling for three cents a pound or less, threatens to enter the great consuming centers of the United States.

No Economic Purpose

The live stock industry is thankful for the help it received from the administration during the drought. It has believed that a sincere attempt is being made to establish a price parity between agriculture and industry. It will go far to excuse mistakes and give support to those in control. But, without consistency, such plans have neither moral strength nor economic purpose.

Are we to approve on the one hand the expenditure of millions of dollars to eradicate live stock disease, and on the other ratify a treaty which is likely to result in the introduction of active infective agents of the most dangerous disease known to the animal kingdom? Are we to curtail the natural volume of live stock production, spend millions of dollars to reduce it to the level of domestic consumption in order to raise prices, and then turn down those prices by the withdrawal of protection to our domestic market for meat?

Wire Your Senators

It is the imperative immediate duty of every man interested in live stock production to wire or write the senators who represent him at Washington and demand that the proposed treaty be not ratified. Delay may mean ratification, and this would be not only unfair but disastrous to a great industry.

BOOST WHEAT BENEFITS UP TO 33 CENTS 1935

Secretary of Agriculture Officially Places Adjustment Payments Four Cents Higher than in 1934; Two Installments

MAY GO HIGHER

If Difference Between Market Price and Parity Increases, Parity Payment will Go Up, Too; Processing Tax Same

1935 wheat adjustment payments have been fixed at a minimum of 33 cents per bushel with a possibility of going higher, according to official announcement coming from the office of the secretary of agriculture on July 8. This 1935 payment of 33 cents compares with a 29 cent payment in 1934. Payments for both years are subject to slight deductions for county administrative costs.

Chas. C. Davis, AAA administrator, said the increase of four cents a bushel for the 1935 allotments represents additional income to cooperating wheat producers of approximately \$14,000,000.

Under the new schedules, Davis announced, producers will receive adjustments of at least \$115,000,000 on the 1935 crop instead of \$100,000,000 on the 29 cent basis.

Processing Tax Unchanged
No change was made in the processing tax rate of 30 cents a bushel. The AAA said the additional adjustment payments were made possible by savings accumulated from the tax on wheat produced by the farmers not under allotment contracts. The increased payment, it was said, will not result in any deficit in the wheat budget since available funds are sufficient to cover the increase.

The 1935 payments are to be made in two installments. The first installment payable as soon as compliance with contracts is checked will be at the rate of 20 cents a bushel and the final payment will be made when local administrative costs for the fiscal year, 1935-1936, have been determined and deductions made.

May Even Be Increased
Officials said the second installment may be increased above 15 cents if the difference between the average farm price and the wheat parity price for the current market year is more than 33 cents a bushel.

Officials emphasized that this payment on the 1935 crop would have no connection with the new four-year contracts now being prepared.

Adjustment payments for 1933 were established at 29 cents a bushel and increased last year to 29 cents.

Auditing of compliance reports necessary before the final 1934 and final 1935 payments can be made, will begin next week.

Estimated payments by states on a 33-cent basis are:

Colorado, \$2,552,000; Kansas, \$28,154,000; Missouri, 1,931,000; Montana, \$7,494,000; Nebraska, \$7,154,000; Oklahoma, \$7,938,000; South Dakota, \$5,995,000; Texas, \$3,550,000.

This increase in benefit payment for the 1935 wheat crop was announced soon after a series of meetings of the Wheat Advisory Committee in Washington, in which the policies of the wheat section of the AAA were discussed. Cal Ward, president of the Kansas Farmers Union, is a member of the Wheat Advisory Committee, and attended the Washington meetings in which 1935 wheat benefits and other subjects were discussed, and policies formulated.

FARMERS WARNED AGAINST STORING WET NEW WHEAT

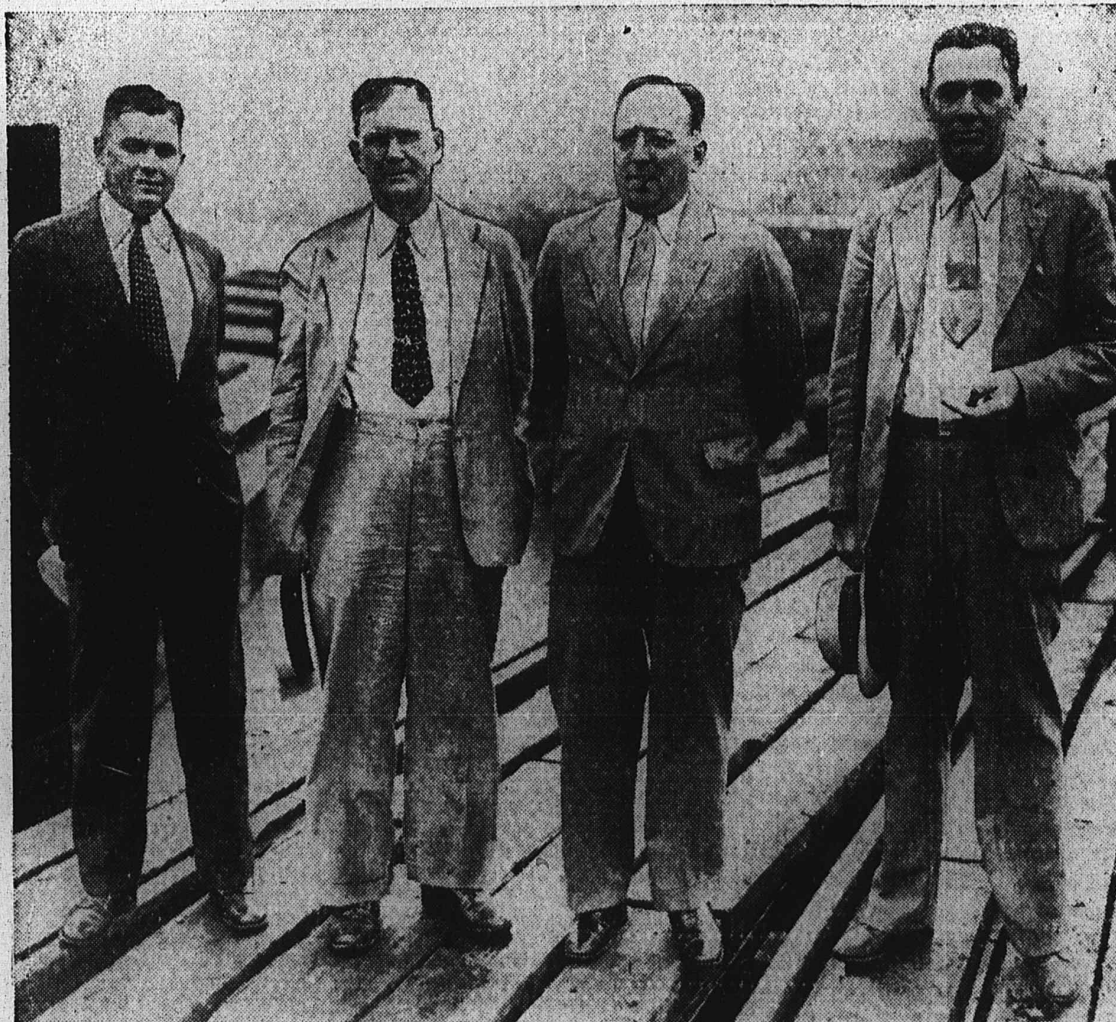
Grain inspectors in the Southwest winter wheat area report an unusual proportion of "Tough" and "Sample" grade wheat, the result of high moisture content, and are warning farmers against storing it except where it can be dried and conditioned. This information was in a statement issued July 6 by Federal Grain Supervision officials of the U. S. Department of Agriculture.

Early receipts of winter wheat, by markets, in this area show that from 15 percent to 45 percent of the receipts contain more than 14 percent moisture. Department research shows that in southern or humid climates wheat containing more than 14 percent moisture, and in northern areas 14 1-2 percent moisture, is not safe for storage in places that will not permit handling and drying.

"All wheat containing excessive moisture should either be marketed as once," the department says, "or put into properly ventilated bins. 'Damp' wheat should never be stored exposed to the sun as this may start heating in the grain itself. Wheat that contains green weed seeds cannot be stored safely even in vented bins, but should be cleaned before being stored. Many country elevators are now equipped with commercial grain driers where farmers may have their damp wheat dried.

The Farmers Union and its benefits are open to all farmers. It is the only militant farm organization which depends entirely on farmers to support it and to formulate its policies.

Witnessing a Cooperative Achievement



Four cooperative leaders stood on the docks at the Kansas City Municipal wharf recently and witnessed another step in cooperative progress. Here are shown, left to right, Otto B. Pecha, assistant secretary of the Equity Union Grain Company; H. E. Witham, vice president and general manager of the Farmers National Grain Corporation of Kansas City; James J. Rick, vice president of the Farmers National Warehouse Corporation, and M. R. Miller, secretary of the Missouri Grain Growers Corporation and secretary of the Missouri Farmers Union. This picture was taken as the men lined up to watch the new 300-foot barge, loaded with 51,000 bushels of wheat, start its trip down the channel of the Missouri river on its way to Chicago, loaded in Kansas City by the Farmers National and consigned to that cooperative in Chicago.

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When change of address is ordered, give old as well as new address, and R. F. D.

Notice to Secretaries and Members of Farmers Union of Kansas. We be in seven days before the date of publication. Notices of meetings can be handled up until noon Saturday on the week preceding publication date.

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SALINA, KANSAS, THURSDAY, JULY 11, 1935

COOPERATIVE PROGRESS

Cooperative progress of the Farmers Union variety is being made every day. One of the latest and most noteworthy steps in cooperative progress is that taken by the Farmers Union Live Stock Commission Company on July 1, when they opened a new branch office and business in Parsons.

The establishment of this new branch of the great cooperative live stock marketing firm is much more than just another office. It marks a real and definite step in progress. It shows that the cooperative firm, owned and controlled by the farmers themselves, is alive to all possibilities, and that it is determined to keep up with the procession. It shows, further, that it is courageous and willing to step into new fields, when new fields are in the line of cooperative progress.

Changes in marketing trends and tenures require changes in marketing firms. Cooperative marketing firms are no exception. When the Farmers Union firm first started business in Kansas City, the large terminal markets were about all that were to be considered. This was because traffic followed the rails almost exclusively.

Formed Shipping Associations

Following the establishment of the Farmers Union firm on the terminal market, hundreds of cooperative live stock shipping associations were formed to dovetail into the central cooperative marketing firm. Cooperators brought their live stock together at local points, marked them for individual ownership, and sent in one carload shipment—or in more than one car if necessary—to the cooperative firm at Kansas City. That was the beginning, and everything worked out to near perfection.

Then, with the growth of cooperative marketing of live stock in Kansas, it was found to be advisable to open a branch in Wichita. That trade center was becoming an important point in the handling of live stock. A progressive change was under way, and the Farmers Union firm suited its actions to the new conditions. Time has proven that the step was a wise one.

As time went on, the trucking industry was developed. Live Stock not only moved to the terminal markets by trains, but the highways became filled with trucks engaged in hauling thousands of head of live stock daily to the markets. This was a natural change—with some holding out that it was a bad change and with others maintaining such a change was good for the live stock industry. Be that as it may, the change came about.

Fitting Service to Conditions

This change brought about other changes. The cooperative shipping associations handled less and less business, until most of them became inactive or had their activities seriously curtailed. Farmers shipped their stock in small lots by truck, and ceased shipping with their neighbors

through their cooperative associations.

The Farmers Union Live Stock Commission Company kept up with this change by fitting their service to the truck shippers as well as to car load shippers.

With the elimination of shipping associations, and because of other reasons, Parsons, down in southeastern Kansas, began to grow in importance as a concentration point for live stock. This live stock went not only to Kansas City, but to St. Louis and Fort Worth. The Farmers Union Live Stock Commission Company, having its finger on the live stock trade pulse of this territory, noted the development. It watched it with growing interest. Here was progress in another direction—but progress, just the same.

Keeping Step with Progress

There was only one thing to do—and that was to keep in step with progress. The Farmers Union firm did just that. It extended an arm of its service right down into the territory where it could do the greatest good to the greatest number. These cooperators in the Parsons territory can now have full cooperative benefits which they otherwise could not have had.

The Warehouse Move

Another cooperative step similar in many ways to the Parsons venture of the Farmers Union live stock firm, was the establishment of the new cooperative warehouse of the Farmers Union Jobbing Association, in Kansas City, Kansas, and the moving of that cooperative's general offices to the site of the warehouse. This was brought about or made necessary by progressive changes. The trucks figured largely in the move. Merchandise and transportation are not handled the same as they were when the Jobbing Association first went into business, so the Jobbing Association had to change in order to keep up with progress.

Advantage of Barge Service

Another outstanding example of changing cooperative service, brought about because of progress in transportation, is that of the Farmers National Grain Corporation barge service. This firm, of course, does not own the barge service, but it was quick to take advantage of the improvements offered.

Many other instances of cooperative change and progress could be noted.

Principles Do Not Change

While the principles of cooperation and organization do not change, yet the application of these principles, and the methods of applying them, are constantly changing. We, the membership of the Farmers Union, should be thankful that the leaders of our great cooperatives are awake to these changes, and are keeping to the front.

PRESIDENT'S COLUMN

CAL A. WARD

President Kansas Farmers Union

OUR STRUGGLE GOES ON

I have just returned from a hurried trip to Washington. The Federal Wheat Advisory Committee, of which I am a member, was called to meet with Washington officials and a group of County Allotment Committeemen. The tentative program for wheat covering the next four years, including the proposed contract, was discussed in detail.

Those who give this subject any considerable amount of thought appreciate that there are many angles to a program so vast, which calls for attention. These various programs have to be framed to work in all sections of the country.

The work of the Committee of which I am a member was well accepted in Washington. I am sure that our suggestions and conclusions will again mean millions of dollars to the wheat growers of the nation.

Suits Cause Delay

Since the Supreme Court has declared unconstitutional the NRA, the farmers throughout the country are wondering about the constitutionality of the AAA. Many mills, packers, and processors of farm commodities have filed suits in various courts protesting the payment of the processors tax. In most courts where suits are filed, the processors tax is being impounded, pending a trial case in the U. S. Supreme Court. It is not expected that the U. S. Supreme Court will meet and take action on the constitutionality of this law until some time around the first of October. This delay is to be regretted because millions of dollars will fail to get in the United States Treasury because of these pending suits. All of this may cause some delay in the farmer getting his benefit payment on the various major commodities.

Must Fight for Improvements

It is my opinion that the pending amendments to the AAA will pass the Congress and become law. If this be true, then the permanency of the law itself, with its provisions, will be assured. A large majority of our farmers are not going to be hoodwinked or misled by our enemies with reference to the fight that is being put up for farm legislation. The farmers of the country, however, will look for leadership who will revise and make more practical any legislation which tends to help the American farmer.

Of course I am not satisfied, with all details of the farm legislation. It seems to me that we must not give up until we have stopped the importation into this country of commodities that come directly in competition with the farmers' surpluses. I am afraid that industry and the manufacturer still have an advantage over the farmer when it comes to our foreign trade. Again I say this challenge is to our farm leaders to straighten this whole matter out, which is causing so much disturbance at the present time.

Frazier-Lemke Sentiment

The sentiment of the Congress is to pass the Frazier-Lemke Refinancing Bill. Congressman Lemke and his army of supporters have worked untiringly on this measure. Only a few more signatures are required to bring the bill out for vote. The Bill does not have the support of the administration, and when the required number of signatures is about secured, strong interests seem to be able to get some signatures removed from the petition. It is my belief that if Congress gets a chance they will without question pass this bill. All our Kansas Congressmen and our two United States Senators seem favorable to the bill. I had the opportunity of visiting most of our Kansas representatives while in Washington and I think our delegation can be depended upon to go along with the farm organizations for about what we want.

Membership

It is now mid-summer and our farmers throughout the state are mighty busy harvesting their grain, cultivating corn, and making hay. For the next 30 days it will be difficult to hold meetings with good attendance. However, we ought to be doing some careful thinking and planning.

I am happy to state that for the past three months, our paid up membership is in excess of what it was for the same three months last year. It is up to all of us, through cooperative effort, to bring our membership up to what it was last year, and to show an increase, by convention time. We ought to do this very thing. The wheat crop in Kansas is short but other crops will be far above what they were last year, and we will go into the winter in much better condition. Benefit payments to cooperating farmers in the corn-hog and wheat programs will be coming in and our Farmers Union members and their neighbors should use a percentage of these benefit payments in appreciation for what the Union

NEWS THAT WAS SUPPRESSED

(By A. W. Ricker in Farmers Union Herald)

On March 5, 1917, Ambassador Walter Hines Page sent President Wilson a cablegram which has been kept in secrecy until Senator Nye's investigating committee uncovered it in mid-December. In it were such statements as these:

"England cannot continue her present large purchases in the United States without shipments of gold to pay for them and she cannot maintain large shipments of gold. I think that the pressure of this approaching crisis has gone beyond the ability of the Morgan financial agency for the British and French government. The need is becoming too great and urgent for any private agency to meet, for every such agency has to encounter the jealousy of rivals and of sections. Perhaps our going to war is the only way in which our present pre-emptive trade position can be maintained and a panic averted."

On the day before Mr. Page sent this cablegram Mr. Wilson, after a campaign on the slogan, "He kept us out of war," had been inaugurated. One month and one day after Mr. Wilson received the cablegram he signed the resolution declaring war. The cablegram was given in full to the press by the Nye committee.

Now the New Republic reports that an examination of 20 leading newspapers shows that only four of those which received the cablegram—the New York Post, the New York World-Telegram, the Pittsburgh Press, and the Louisville Courier-Journal—printed it. Can any reader guess why the other papers did not?

Comment: The above was printed in the Progressive, published at Madison, Wisconsin. We are reprinting it in the Herald, and it should be widely printed by all papers whose owners desire that the people have the facts.

At last we have proof of what some folks went to jail in 1917 for telling. We entered the World War not "to make the world safe for democracy," but to make it safe for the international bankers, whose representatives in this country were J. P. Morgan and Company.

The world democracy which we set out to make safe, wound up with the notorious treaty of Versailles, communism in Russia, Hitlerism in Germany, Fascism in Italy, a despotism in Austria, and 50,000,000 people in the world on the dole.

The cablegram from Ambassador Page was only a small part of the facts which were suppressed during and after the war. Of course the big daily newspapers which helped to arouse America to a frenzy of hate back in 1917, that we might make the world safe for the Shylocks, are ashamed to print what their owners knew when they were shouting to the draft youth of America, "Over there," "Get the Huns, and do your bit," while the government was suppressing all liberal newspapers and jailing the editors.

And what price we have paid for that hypocritical ballyhoo.

The Cloak Room

W. P. Lambertson

THE CLOAK ROOM

W. P. Lambertson

It was a sweltering night here. A lady sitting herself among friends on the lawn and fanning, said to the next one, "Believe in God? Take either side."

We don't all vote just for or against the President. We vote on measures that affect our lives. It will be great satisfaction to me when that is gotten over substantially to the people of the First District.

One thing I don't like about the Power Trust. The Kansas Power & Light, one of the best types of utility companies, one that could not reasonably be expected to come within the purview of that section of the Holding Company Bill as useless, should not have been fighting shoulder to shoulder with the pyramided and unnecessary holding companies beyond the first degree, to eliminate section eleven. Good bankers and other groups for their own sakes have tried to get rid of the "black sheep" in the field.

It was the most telling time I have felt here in seven years on the question of whether or not this government "hung from the top." From the top I don't mean the President either. The power interests in national politics today in both parties is similar to the railroad influence of thirty years ago in the several states.

John G. Cooper, from Youngstown, allotted the time for the Minority side on the Holding Company Bill. He argued against the bill clear through. Cooper was one of the Ohio group who had caused so much trouble in trying to block the passage of the Atchison Free Bridge Bill. Unnecessary Holding Companies and the Old Bridge Company of Atchison are at least cousins.

Cooper has the background that great conservative interests look for in public servants. He is clean in his personal life, and has strength with labor because he was a railroad engineer, but at heart is some different than his early companions. Every Republican in the Northeast except the little Italian from the old LaGuardia District voted alike. One of the leading Republicans from that section told me that they didn't split on occasions like this for they had their instructions.

Judge C. W. Ryan, of the twenty-

has done for them in this and other connections, by paying their dues. Let's all boost for the Farmers Union and every one of our cooperatives.

second district, is one of the most outspoken friends I have in the first district, and occasionally we differ. Two or three times I have suggested to him, on argument from friends, what he ought to do on his recommendations for certain paroles. Each time he has gently told me to "jump in the lake" and I like him better each time he tells me. We in public service are not hard but we do have to make decisions.

The coming Anniversary Celebration of the settlement of Washington County is the kind of a picnic that I like to attend. The real pioneers have a change to be heard and seen. The hulla-loo of the street carnival is left off. The new generation should enjoy mingling with the heroes of the early days; it should be an inspiration to everyone.

We felicitate Senator Arthur Capper on rounding so well an important milestone in the accumulation of years. The story of his success as a publisher is equalled only his long, steadfast, industrious, and fearless public service.

TRIPLE "A" FACTS

By H. Umberger, Director Kansas State College Extension Service

Q: I live in the section of Kansas to be crossed by the shelterbelt. Can I lease my wheat contracted acres to the Forest Service for strip planting purposes without violating my contract?

A: Yes. But you will not be paid twice for the use of the land. A new agreement between the Forest Service and the Agricultural Adjustment Administration permits the Forest Service to use acres taken out of basic crop production under AAA contracts, without the specific consent of the contract signer receives the regular AAA payments for such land for the duration of his contract and the Forest Service rental payments thereafter.

Q: I wish to rent some additional land not specific in my application for a corn-hog contract. Can I do this without violating my contract?

A: Yes, provided you fulfill all the requirements of the new ruling which permits acquiring, using additional land. Briefly stated, the new ruling does not permit you to plant any corn on this additional land if the land is not already under contract. If the additional land which you rent is under contract and is being cropped by the contract signer because of an emergency, you can plant as much corn on it as he would have been permitted to plant under his contract. There are several other important provisions too long to give here, so I advise you to consult your county agent before acquiring or dropping land.

Q: Is the Federal Seed Stocks Committee going to buy up seed wheat for use in drought areas this fall?

A: No. However, a Kansas seed conservation program is under way right now. Seed members of drought committees in 35 counties inspected fields of standing wheat last week to locate potential supplies of Turkey, Kanred, blackhull, and tenmarg. They will send to the Kansas State College the names of the growers who will have suitable seed with the amount each will have for sale and the premium above market price which will be asked. This information will be compiled in a seed list for distribution to those counties where a possible seed shortage is expected. Field inspection is being used to locate seed that is very pure and free from noxious weeds.

Q: Have any Kansas corn-hog contracts been shipped to Washington?

A: Yes. The state board of review in Topeka has shipped the group 1 contracts from Reno and Chase counties. The contracts from approximately 30 other counties are being held by the board pending further instructions from Washington.

Q: Are Kansas wheat growers being given a chance to offer suggestions on the provisions of the new wheat contract which the Agricultural Adjustment Administration is preparing?

A: Yes. Producer representatives from 24 principal wheat-growing states met with AAA officials in Washington, D. C., on Monday and Tuesday, July 1 and 2, to discuss the new wheat contract and the recommendations which growers in the various states had to offer. Kansas was represented by John Mermis, of Gorham, Ellis County. He carried recommendations from the allotment committees of 70 Kansas Counties.

Q: When will the new wheat contract be ready for signature?

A: The final draft of the new contract was started immediately after the conference with representatives of wheat producers. The contracts will be printed and submitted to producers as soon as possible, which probably means late July or early August.

Q: I note that the Crop Reporting Board forecasts an unusually large rye crop. Is it the Agricultural Adjustment Administration considering an adjustment program for that crop?

A: Yes. In response to many requests from rye growers, a conference was held in Washington, D. C., on Wednesday, July 3, at which representatives of 16 important rye-producing states talked the situation over with AAA officials. The Kansas representative was John Mermis, of Gorham, who was already in the capital attending the conference on the new wheat program.

Q: Is the corn-hog administration going to offer a supplementary contract like the supplementary wheat contract to permit farmers whose corn was flooded out to make new plantings in excess of their allotments?

A: No. The grower whose crop has been damaged by flood has the option of complying with the acreage provisions of his contract and receiving his adjustment checks or canceling his contract and growing as much corn as he wishes. However, continued rain and the lateness of the season makes it evident that the average corn farmer won't wish to put in more than his allotment.

Q: How many 1935 corn-hog contracts have been sent to Washington, D. C.?

A: The latest report from the state board of review, Topeka, shows that

HOW THEY USE THE TELEPHONE

A KANSAS farmer has wheat to sell. He telephones Kansas City for prices.

An Iowa farmer who sells his hogs in Chicago calls to find out the price before he ships, that way avoiding a weak market.

A farm woman near Columbia, Missouri, sells dressed chickens by telephone. She finds it an easy way to locate customers.

A Kentucky farmer needs the help of a neighbor in the hayfield. He uses the telephone. It saves him a trip.

Unnumerable are the ways the telephone makes itself useful every day on the farm. It helps find the market where you can sell to best advantage. It sends the word around when there is something doing in the community. It is always ready to summon the doctor or veterinarian in time of emergency. Its value on the farm can hardly be measured in dollars and cents.

BELL TELEPHONE SYSTEM

875 contracts have been sent to Washington upon request of the corn-hog section of the AAA. Our reports from the counties show that 8,181 contracts have been sent to the board of review. These will be forwarded to Washington when the corn-hog section indicates that it can handle them.

Q: Is the price of butter expected to rise sharply as a result of the Agricultural Adjustment Administration's buying program?

A: No. Although the AAA is buying up one million pounds of cheese, five million pounds of butter, and five million pounds of dry skim-milk to be turned over to the Federal Surplus Relief Corporation for distribution to needy families, these purchases are relatively small when compared to the volume of trade on the large central markets. Some temporary strength in the market is all that is expected.

"BUSINESS GOOD" SAYS MR. KINNEY REGARDING COAL

(continued from page 1)
result is that last year's bookings have just about been doubled. That's why Mr. Kinney says, "Business is mighty good."

Two weeks ago Mr. Kinney went out with Ralph Wilson of the Wier City Coal Co., on an 8-day booking trip. On that trip 313 cars were booked. Last week, Mr. Kinney was out three days with Kyle Melick of the Oliver Coal Company, booking Western Slope, Colorado coal, known as Red Glow coal. They are at it again this week. During their three days of booking last week, these men booked 65 cars of Red Glow w. in addition to 23 additional cars of Wier City coal.

Red Glow coal was handled last year for the first time by the Job-

bing Association. Its universal popularity is responsible for the increased bookings this year. It has a very low ash content—a little more than 3 per cent—and is one of the hottest coals in Colorado.

Speaking of prospects for Red Glow business this year, Mr. Kinney said Monday morning of this week, "We expect to book 200 cars in the next week or ten days. I'm glad to recommend it to our cooperative dealers, and you know I wouldn't recommend it or anything else, if I didn't feel sure that it is the right thing to handle."

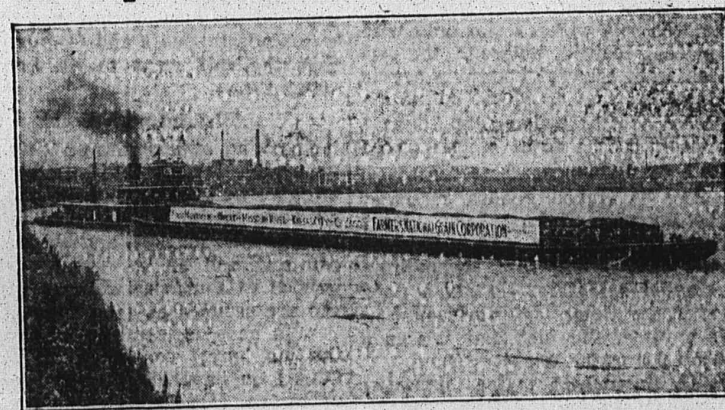
Mr. Kinney is not new in the coal business. He had a long experience along that line while serving as a manager of a cooperative at Huron, and while with the Jobbing Association several years ago. In fact, Mr. Kinney was responsible, in a large measure, for the first satisfactory contract the Jobbing Association ever had with a coal company—and that was with the Wier City people, seven or eight years ago.

Since that contract was made, the Farmers Union Jobbing Association has been a real factor in the coal business in Kansas. Through the Wier City company, the Association handles Cherokee Deep Shaft, the best grades of Henrietta, Oklahoma, coal, and Arkansas Semi-anthracite and anthracite.

Any dealer who may be interested in booking coal orders with the Jobbing Association is urged to write to The Farmers Union Jobbing Association, Central and Water Streets, Kansas City, Kansas.

The farmers' entrance into the better way of economic and social living is through cooperation with his fellow farmers in an organization. If he refuses to get into the entrance, he cannot expect to improve his lot.

Co-Op Initiates Missouri Channel



Farmers National Grain Corporation, cooperative, started 50,000 bushels of wheat from Kansas City, Missouri, to Chicago, June 26, via the Missouri River, whose channel was opened to barge navigation just a week prior to that time. It represents the first waterway shipment of wheat between Kansas City and St. Louis on the bosom of the newly-deepened channel, and is a resumption of traffic on the Missouri after 17 years.

By July 15, the 400,000-bushel terminal owned by Farmers National at Leavenworth, Kansas, will be equipped with adequate truck dumps and a marine leg for loading barges on the Missouri River there, giving the corporation the first marine terminal in the Kansas City area. The corporation was first to use barges between Peoria, Illinois, and Lake Michigan, in 1933, when the Illinois River channel was completed into Lake Michigan.

The newly-completed Missouri channel brings the Atlantic Ocean to the land-locked Middle West, and brings to the doors of grain farmers there the face-work of inland waterways from the Mississippi River to the Gulf of Mexico. Farmers National is using these facilities increasingly, at a tremendous saving to producers over land-rail rates. The service the National Cooperative is giving with regard to waterways is typical of the service farmers have come to expect from their own central selling agency.

Junior and Juvenile Department

Juniors from 16 to 21

Juvenile's from 16 to 6

Kansas Junior Leader

GOOD REPORT COMES FROM ALLEN COUNTY—AND GETS PUBLISHED IN THE PAPER

La Harpe, Kansas, June 22, 1935
Cal Ward,
Salina, Kansas.
Dear Mr. Ward:

Say, what kind of a request do we have to send to get it in the paper? Our schools are closed and the people will think that Allen County is asleep, and they are NOT. We're wide AWAKE!

We have had some very interesting meetings regardless of the weather and busy time. We feel that we have only gotten started.

We closed Friday night, June 14 at Rock Creek with our representative, Mr. A. R. Sleeper, as the main speaker. It was a very interesting meeting.

Tuesday evening, June 18, came the close of Fairview with an attendance of 58. We had a short talk on "Money, Banking and Credit" and then Mr. Art Gibson of Iola, who is a slight of hand performer, gave us a very good program and it was enjoyed by one and all.

Wednesday was the close of Belfry. This, too, was a good meeting and the subjects were on "Farm Credit," and "Money, Banking and Credit." These two worked very nicely together. We talked of our mortgages, and then it takes the money to have them, so we used it for the subject.

It was planned to have a gathering for the three classes at the close. We had a picnic for them at Fairview. The picnic was Friday, June 21. There were over 50 that came with filled baskets and ready for a good time together. We had our good picnic supper and then I opened a five gallon can of ice cream and we all again enjoyed ourselves.

After our feast we had a program. Then our county president of the Farmers Union, Perry Abbott, gave us a nice talk. Next came a talk from one from each school on "THE BENEFIT OF OUR SCHOOL." These talks were very interesting and each one felt that we had only gotten started, and was in hopes it would start again this fall.

We have some very good people who attended the schools. There were Stanley Harris and Edd McVey who attended the school every time at Fair View. They should receive a slice of cake. I also had a number of people who attended the schools every time except once.

I hope that this will be interesting enough to get announcement in the paper of our close, and our good time we have had together. I think that everyone that has attended the school feels that it has been a benefit to all. So in closing I want to say we have had a grand and glorious time down here in Allen County!

Sincerely yours,

Mrs. Opal H. Larson.

MORE GOOD WORK BY

MRS. WES SWOBODA

Mrs. Wes Swoboda, Bremen, sends in another Junior membership this week, along with two names of new Juveniles. Mrs. Swoboda is doing effective work among the young folks in Harvey Local, and in that way is contributing much to her Local and to the Farmers Union as a whole. Here is her letter, dated July 6 at Bremen, Kansas, and addressed to Floyd Lynn:

I am sending the names of three new members of our Junior and Juvenile classes:

Claus Remmers, Jr., age 19;
Ida Remmers, age 11;
Herman Remmers, age 13.
Address, Bremen, Kansas. Parents' names—Mr. and Mrs. Claus C. Remmers, Harvey Local.

Enclosed find 25 cents for the Junior membership card.
Yours truly, Mrs. Wes Swoboda.

The best money a farmer can invest is that which he invests in dues for the Farmers Union. That money supports the organization which has a program designed, by farmers, to make farming worth while.



8484. Slenderizing Apron Frock. Designed in Sizes: 34, 36, 38, 40, 42, 44, 46 and 48. Size 36 requires 5 yards of 35 inch material, with 7-8 yard of contrasting. Price 15c.

8149. Play Dress. Designed in Sizes: 6 months, 1, 2 and 3 years. Size 2 requires 1 7-8 yard of 29 inch material. Price 15c.

GET IN CONTEST WIN PRIZES AND CONVENTION TRIP

All Farmers Union States with Organized Junior and Juvenile Departments Entering Essay and Speaking Contests

STARTS IN LOCALS

Later Elimination Contests in Counties and Districts with Five Winners Competing at State Convention at Iola in October

A great deal has been heard about various contests in which Farmers Union Juniors and Juveniles are to take part. This week, we have definite information from the National Farmers Union Junior Leader regarding two contests. These contests are arranged in such a way that every Junior and Juvenile in Kansas will have a chance to enter, and every entrant will receive a special token or remembrance whether he or she wins in the contests or not.

Now is the time to get started in your Local. As you will see when you read the rules as laid down by the National Union Junior Leader, the contests start in Local. The Local winner enters a County Union contest.

Then the various county Union winners engage in a district contest, and since there are five Farmers Union districts in Kansas, there will be five to contest for first place at the state convention in Iola next October. There will be two contests, so that means ten altogether—five Juniors and five Juveniles. The state winners will go to the National Convention.

The Juniors will compete in an essay contest, and the Juveniles will find out who is the best public speaker. More contests may be arranged later.

ESSAY CONTEST

(For Juniors)

Below is printed the explanation, as prepared by the National Leader, of the basis for judging National contests:

Subject Matter—100 Per Cent—

Shall be upon the blessings, evils and problems brought into our social structure by the invention and use of machines. They are to be not over 2100 and not less than 1500 words in length.

Thought content—20 Per Cent—

An accurate knowledge of the subject treated in such a manner as to show study and observation.

Presentation—15 Per Cent—

The subject matter of the essay should be so handled that facts follow each other in a clear and logical sequence from the informative introduction to an effective climax.

Authenticity—15 Per Cent—

Statements must be free from errors, as regards facts and statistics.

Originality—10 Per Cent—

The style must be the writer's own. There must be no copying. Quotations, enclosed in quotation marks and with credit given to the source, may be used sparingly.

Social Value—40 Per Cent—

The essay should show that the student of the topic has given the writer a real knowledge of the subject and of social structure as touched by this subject. It should show that the student has been given an incentive for further study along the lines, and is better equipped to adjust himself to existing conditions with a view to bettering them. It should show that the student has some knowledge of the fundamentals of economics as shown by this topic.

Elimination contests should be held in locals, counties, districts, and the state. The state winner in the essay contest is sent on by the state to National essay contest which is held at the National convention. The National Union gives all state entrants gold, silver or bronze medals.

Essays are judged entirely in the written form at the state and National contests. Only the one placing first is read before the National convention.

We are organizing a National fraternity, made up of state essay winners, who will be known as The Keepers of the Soil.

THE ART OF PUBLIC SPEAKING

(Juvenile projects)

Believing in the very popular idea that the best way to make adult speakers who will be able to present their ideas clearly and effectively is to begin educating boys and girls at an early age to speak correctly, directly and fearlessly before their fellows—first from memory and then extemporaneously—we are going to make of our contest idea in Juvenile work this year one that will be of real worth to each individual. Each member will have an opportunity, in an interesting and entertaining way, to hear pieces given, to give them, to judge and be judged for the general result of better speaking for all, and the best speaker in each division to represent his local in the contests.

We are going to have a lot of rules and helps for each division so that each member will know the fundamentals or main rules, but each must keep in mind at all times that it is he who must think, and to express his ideas (or those of others in the case of poems, etc.) in the most interesting

whether you guessed it or not, I'm glad you think I am only a "little bit" homely. When you finally see my picture in the paper, you'll know whether that "little bit" belongs in there or not. I'm glad you gave your age and birthday again. Some one who is your twin may see it, and if so, I hope he or she writes to you right away. Keep on writing to me, please.

—Grandpa Gus.

and correct way it is within his power to do.

CONTEST DIVISIONS—

A. Two classes of declamatory contests.

(1) Children under fifth grade.

(2) Those above Class 1 and not more than 16 years of age.

(a) To end at state convention, while class 1 ends at district meetings.

B. Essay contests and four minute speech contests for young people of high school and college ages.

Special Prizes are Given From the State Office to Every Junior Who Enters His or Her Local Contests.

Poetry and Declamatory Readings—

Far too many people make the mistake of thinking that all there is to giving a poem or reading is to memorize it. Nothing could be farther from the truth. In fact, "memory" in most contests is considered about one-fourth in the final check-up of points, which are usually divided somewhat like this: Memory—20 per cent. Voice—20 per cent. Interpretation—40 per cent, and Gestures—20 per cent.

Suggestions—

1. In choosing your selection try to get something that seems to fit you—something you will like and will enjoy telling others about. Be sure you understand it thoroughly by reading it over several times, determining just what the "feeling" of it is to be (whether thoughtful, careful, care-free, happy, sad, etc) and mark the places to which you wish to give special attention.

2. In memory work, divide the selection into easy lines or groups, keeping in mind the idea, learn part by part, finally putting it all together. To be thoroughly and correctly prepared is your aim.

3. Voice. Begin slowly, speak distinctly, and be conversational in tone. All key-words (beginning lines and those of special importance) must be firmly and naturally spoken. Observe your pauses, (particularly in a short poem) and remember that pauses do not necessarily come at the end of a line, but are used when something is to be brought out with special clearness, and to add interest. Don't let your voice "get high," and breathe from your abdomen. Don't speak too rapidly, but be sure that each word is heard and understood.

4. Interpretation. Put your whole self into what you are doing. If you are telling of a little boy, be that little boy, and if he sees a "great, big bear—" don't just say the words, but put a picture in the middle of your audience of the way the bear looks to that little boy—(a gr-cat big BEAR—!). Remember that every word in your selection is there for a purpose and has its hidden meaning; think out that purpose and express it to your listeners. Be sincere and try to do your best. Above all things do not be "parrot-like" (just "saying" the words), but put meaning into them, and don't "sing-song" in giving your selections. If you follow the above rules you will not, and in learning these principles you will have achieved something that will always be of value to you.

5. Gestures. The common mistakes in using gestures are (1) to use too many and (2) to use none at all. The best rule is to use only those which come to you naturally, as helps to expressing your ideas; and then to make them easily and naturally, following the motion with the eyes. The hands should at all other times hang loosely and easily at your sides.

A WAR ON WEEDS

(By Lady Bard of Skunk Hollow)

Good afternoon, girls and boys from 6 to 16 in the farm homes.

Before you read this, July 4th will have come and gone—I hope you all had a fine day on Independence Day. Some time, I should like to tell you about the first 4th of July when I had money to spend on the holiday.

But this time, our good editor permitting, let us just talk about weeds. Weeds on our farmsteads and along the roads by our homes. Have all of you really thought of the wonderful privilege of the farm, and of each of you shouldering just one responsibility? If you never have, let us just shake hands with Dad and Mother real hard by lending a hand without suggestion, all during July and August, and declare war on the weeds.

Sharpen up the old corn knife, the hoe, scythe, and get busy. Three dry years in succession, high winds, dust, brought loads of weed seed to our farmsteads, so now with so much moisture, the weeds are about to take our crops and garden.

Dad and Mother are overworked, so let us all help.

If I had one thousand dollars to spend, I would love to spend it on this worthy cause. I'd give it to all the boys and girls over the state who killed the most weeds. And to the boys and girls who wrote the best essays on the weeds that were good for our soil and the weeds that were bad for our soil.

So let us all put our shoulders to the wheel and help these next two months with war on the weeds. I know Dad and Mother will be so pleased for your help and cooperation in the battle, and you who help will be pleased as you drive back home after the drives and the roadsides have been cleaned.

As Kansas boys and girls you will be proud of your home and farm, inasmuch as you have helped Dad and Mother with the task.

We Manufacture—

Farmers Union Standard

Accounting Forms

Approved by Farmers Union

Auditing Association

Grain Checks, Scale Tickets

Stationery

Office Equipment Printing

The C

CONSOLIDATED

printing and stationery co.

SALINA - KANSAS

This Is One of the Busy Seasons on the Average Kansas Farm

It is easy to fall into the habit of neglecting to attend the meetings of our Farmers Union Local. Let us guard against such an evil habit.

Remember—

that without the Farmers Union, our farming operations would not be worth much. We need the Farmers Union to safeguard our interests as a class of citizens entitled to every advantage that is accorded any other class of people. What will it profit us if we produce and market without system—without cooperation—and thus give the results of our labor to some other, well organized, group?

Keep up your membership in the

Kansas Farmers Union

