

## LIVE STOCK MEN KNOCK WIND OUT OF OLD-LINE FOE

Pres. E. C. Brown Dodges  
Facts to Strike at  
Gaining Co-ops.

## TIMES HAVE CHANGED

Old-Line Outfits are Trailing  
Co-ops. and Don't  
Like It

In an effort to discredit the farmers co-operative live stock selling organizations, Pres. E. C. Brown, of the old-line National Live Stock Exchange, has issued a statement trying to blame the co-operative selling agencies for the present low price of hogs. The facts are that the country is suffering from an over production of hogs and a "dumping process" on light hogs, due to the fact that farmers have neither corn nor money nor credits to buy feed to hold these hogs. The big volume of light hogs rushing to market is pulling down the price of all hogs.

Between Nov. 1922 and July 1923, seven western hog markets received 5,000,000 more hogs than during the same period for the preceding two years. Hog shipments from 11 corn belt states to all markets have increased 32.2 pct. this year in the period from Nov. 1 to June 1 as compared to the same period for last year. Behind it all is the enormous over-production of corn two years ago. With cheap corn every one got into the hog business. With high corn, farmers can't afford to hold them.

### Facts Don't Bother Brown

Mr. Brown ignores the situation, but charges that the co-ops. have so much business that they have "stopped competitive bidding." The facts are that the co-ops. have been holding first place for volume in nearly all markets and that the packers usually flock to the fellows with the volume and buy their goods first. The old-line firms have become the little fellows who may have to wait until the big lots have been sold out and take the tail end prices that often prevail. That hurts.

### Farmers Pay For His System

Mr. Brown claims that distributing hogs through the 85 commission firms in Chicago, for instance, is the correct way to market hogs. Mr. J. H. O'Malley, secretary of the Michigan Live Stock Exchange believes that 40 commission firms would be plenty to handle the Chicago business. With the 85 commission firms riding around on the Chicago market it is well to reflect that each of them is probably paying an average of \$35,000 to \$65,000 operating expenses annually. Farmers must pay for that. Why isn't it better to handle your stock through your own co-op. and eliminate some of this overhead you are paying? On the Buffalo market 18 commission firms are operating and 10 could take care of the business.

It is a matter of record that since February 1st any amount of hogs from 80 to 110 pounds have come on to the Buffalo market and there is no holding them back. The average farmers haven't got the money to buy feed and they have to let them go. Plenty of cars have come in with up to 120 hogs to the dock instead of 70 to 80. Packers don't want these light weights and they have dragged down the price of all hogs.

### Mr. Brown Feels the Gaff

It is not at all surprising that old-line commission man Pres. E. C. Brown should be the very first to point out to the farmers the dangers of their co-operative live stock marketing success. He does it by loose and unfounded charges. As such successful co-op. commission houses as those we have at Buffalo and Detroit continue to grow, we believe we may expect such attacks as President Brown of the National Live Stock Exchange has just delivered himself of.

Beginning with the first issue of the News, the paper has carried many letters of satisfied customers of the Buffalo and Detroit co-ops., letters that have spoken of the superior returns as compared to the old-line returns they had in the past. Last May the Detroit co-op. declared a patronage dividend of 10 per cent on all commissions paid or \$7,000 in all. The business of both co-ops is growing steadily so the service must be quite satisfactory.

## Favors Gas Tax

In support of the Warner two-cent gasoline tax, which was passed by both branches of the Michigan Legislature at its recent session and vetoed by Governor Groesbeck, Mr. John N. Mackall, Maryland's director of public works, said, "The gasoline tax theory is based upon the argument that the man who uses the roads most should be the one who should help more in maintaining them, and I think it is the only sound theory."

## How Potato Growers Exch. Sells John Smith's Spuds

### PRESIDENT



Dr. A. Z. Nichols

Dr. A. Z. Nichols is serving his fourth term as president of the Hillsdale County Farm Bureau. With nine others in 1920 he helped organize the Hillsdale Bureau and was campaign manager for the first campaign, which lined up 2,200 members. With Dr. Nichols as president, the Hillsdale Bureau has worked out a very effective business service to its members. Mr. Nichols' farm is at Wheatland, out of Hillsdale, where his specialty is pure bred Holsteins and Duroc Jerseys. Mr. Nichols is campaign manager for Hillsdale's coming membership campaign.

## FARM BUREAU PAID TOM LLOYD \$91

McGregor and Buffalo Co-ops.  
Beat Drivers' Offer  
That Much

McGregor, July 7.—Tom Lloyd's Farm Bureau membership and the McGregor Farm Bureau local were worth \$91.09 clear profit to him on the sale of 41 lambs, 4 sheep and 1 yearling July 7th through the McGregor Farm Bureau. They brought him \$627.31 less \$48.17 freight, or \$579.14 net. A local drover tried to buy the shipment before Lloyd shipped through the Farm Bureau. The drover offered \$488.05, or \$91.09 under the Farm Bureau return. The Bureau sold through the Buffalo Co-operative Producers Commission Ass'n. Because Lloyd has a State Farm Bureau and a County Farm Bureau, he has his own sales agency at McGregor and another one at Buffalo and he has \$91.09 extra to prove that the thing is worth while. William Bettis is manager of the McGregor Farm Bureau local, Sanilac County.

## Bureau Fruit Locals' Advertising Will Win

Manistee, July 25.—Onkama and Ludington Farm Bureau locals have adopted their own fruit marketing labels, a step in the right direction. These two Farm Bureau associations and the Farm Bureau locals at Scottville, Ludington, Hart and Shelby have been advertising their fruits in the Milwaukee, Wis., papers to hold and to develop that important market for their goods. These Farm Bureau locals are going to get the business because they are going after it.

## Michigan Elevator Exchange Delegates at M. A. C. July 17



Above are the delegates, directors and local managers who represented 25,000 grain growing Michigan farmers at the third annual meeting of the Michigan Elevator Exchange at the Michigan Agricultural College July 17. The 25,000 are members of 107 local Elevator associations affiliated with the Exchange. Starting three years ago with 24 elevators and a monthly business of about \$84,000, satisfactory service given farmers by the Elevator Exchange and local Co-op. Managers has built this organization to its present size and a business of around \$385,000 a month. During the year just closed the Exchange marketed 4,450 cars of grain, hay and beans for members. The business totaled \$4,150,000. During that time it prorated \$8,000 in patronage dividends. The Exchange is in excellent shape financially.

## HILLSDALE'S T. B. CAMPAIGN WILL PAY FOR ITSELF

Bureau's Job Will Increase  
Returns From Stock  
Shipments

## BOOSTS COW VALUES

Packers Will Pay More For  
Stock From T. B. Free  
Counties

Hillsdale, July 25.—Hillsdale County farmers have a Farm Bureau organization that is making money for them. Its work shows that the Bureau has looked a long way ahead on several jobs and know that the final result would be a paying investment for years to come.

One of the first things that the Hillsdale Bureau did after organization in 1920 was to encourage strong breed associations. Out of the breed associations and the County Farm Bureau efforts came a strong demand for a tuberculosis clean-up campaign, which was started in 1921. Hillsdale county has just celebrated the honor of being the first live stock county in the United States to complete its tuberculosis eradication in co-operation with the State and Federal authorities.

Results of Clean-Up  
The results have been that the number of tuberculosis animals has been reduced from 2 per cent to less than half of one per cent. State and federal indemnities alone amounting to \$27,100 or an average of \$56 per head were paid. The County supervisors also appropriated \$7,000 for this work. The Farm Bureau gave \$800 and the services of its office, and its president, Dr. A. Z. Nichols, who acted as County Sanitary officer, and County Agent Sims, who handled the educational campaign. Their services were worth several thousands of dollars. Without the Farm Bureau's help the thing could not have been done except at a greatly increased cost.

### Will Pay For Itself

The campaign has increased the value of every cow in Hillsdale County at least \$5 per head. Hillsdale live stock shippers are soon to receive 10 cents more per cwt. from the packing houses for their hogs and 25 cents more per hundred for cattle coming out of a tuberculosis free county. Hillsdale ships 500 cars of hogs annually. Averaging 17,000 pounds per car, each car would net the shippers \$17 more than he has been getting, or \$8,500 on all the 500 shipments in a year. It can be seen that on hogs alone the Hillsdale tuberculosis campaign will pay for itself in just a few years. Add to that the increased cattle returns. An example of long headedness on the part of a County Farm Bureau.

The Hillsdale people give great credit to Howard Smith of the Chicago Live Stock Exchange and the Michigan State Live Stock officials and James Post, William Ossius, F. E. Haynes and J. W. Sims for the effectiveness of their tuberculosis campaign.

### Co-ops Are Strong

Hillsdale County is a strong co-operative marketing center with very successful co-operative creameries at Litchfield and Montgomery and general co-operative associations at Reading, Pittsford, Prattville, Mosherville, and Osseo and with live stock shipping stations at Jonesville, Moscow, and Allen.

The Pittsford, Prattville and Mosherville co-ops. were organized by the Farm Bureau. All co-ops except the live stock associations handle general Farm Bureau supplies and do a big supplies business for their membership.

### (Continued on page 4)

## RE-ELECTED



W. E. Phillips

President Waldo E. Phillips of the Michigan Elevator Exchange was unanimously re-elected to that responsibility by the directors of the Elevator Exchange at the close of the third annual meeting, July 17. Mr. Phillips was one of the organizers of the Michigan Elevator Exchange and his constructive work has been largely responsible for the remarkable successes it has attained. Mr. Phillips is also president of the State Farm Bureau. He resides at Decatur, VanBuren county, where he has a farm and is manager of the Decatur Co-operative Ass'n.

## STEADY FLOW OF WOOL TO POOL

Pass 1922 Volume; Farmers  
Ship 29,000 Pounds in  
One Day

With requests for wool bags coming daily from farmers who want to ship their wool to the 1923 pool at Lansing, the Farm Bureau's wool pool today has more wool in it than was pooled altogether last year. On July 21 there was 29,000 pounds of wool in transit to the warehouse at Lansing from farmers and co-operative associations. L. Whitney Watkins, State Commissioner of Agriculture and State Farm Bureau director, is pooling 5,000 pounds from his farm at Manchester in Washtenaw County. The pool is not closed and wool will be accepted up to about Sept. 1. Write to the Wool Dept. for wool bags, stating for how many fleeces. Ship by freight collect to the warehouse at Lansing. Wool will be graded promptly on arrival and warehouse receipt will be sent pooler. It is good for the regular cash advance of 25 cents a pound.

## Will Ship To Detroit

Manistee, July 25.—With the aid of the Manistee Farm Bureau, three new co-operative live stock shipping associations have been organized at Copemish, Marilla and Wellston to ship to the Michigan Live Stock Commission House at Detroit. The Live Stock Exchange now has 195 locals and serves about 36,000 farmers.

## Peteet To Speak At Potato Growers' Meet

Cadillac, July 25.—Walter Peteet, Co-operative Marketing director for the American Farm Bureau, will speak at the annual meeting of the Michigan Potato Growers Exchange Wednesday afternoon, August 15, at Cadillac. Mr. Peteet formerly was Secretary of the Texas Farm Bureau and had an important part in its great cotton marketing work.

## ELEVATOR EXCHANGE DELEGATES CONDEMN POLITICAL ATTACKS ON FARMERS' MARKETING AGENCIES

## Gasoline Tax Odor Betrays Politicians' Motives; Elevator Exchange Has Another Great Year; Re-elects Phillips President

Full Text of Elevator Exchange  
Resolutions on Page 3, Col. 1.

Administration political attacks seeking to destroy the co-operative marketing work of the Michigan Agricultural College, to undermine the State Board of Agriculture and thus take away from Michigan farmers their control of the Agricultural College and the County Agricultural Agent system and political efforts to discredit the State Farm Bureau and its marketing work were roundly condemned by delegates to the third annual meeting of the Michigan Elevator Exchange at East Lansing July 17. The delegates represented 107 local elevators and 25,000 grain growing farmer members.

W. E. Phillips of Decatur was re-elected president of the Michigan Elevator Exchange. Vice-President L. C. Kamlow-ske of Washington and Secretary-Treasurer Carl Martin of Coldwater were also re-elected.

## WORLD HAS TOO MANY ACRES IN WHEAT INDUSTRY

Washington Experts Blame  
World Over-Production  
For Low Prices

Washington, July 23.—"What's behind the big slump in the wheat markets?" This is the all-important question which is being asked by wheat growers everywhere as they face the prospect of selling their 1923 crop at prices well below the dollar mark.

Considerable interest attaches, therefore, to the recently announced report of the committee of 15 economists and statisticians selected by Secretary Wallace to study this and similar problems.

In this report they declare, "The expansion in the wheat area of the chief exporting countries, coupled with the decreased buying power of Western Europe, is responsible for the price situation which now prevails." They go on to show that the five chief wheat exporting nations are now growing 28,000,000 acres of wheat more than the pre-war average, and declare that there is no buying power in the world capable of absorbing this tremendous surplus, which in the United States alone amounts to some 14,000,000 additional acres.

The report concludes that only drastic reductions in the wheat acreage in all the chief wheat exporting countries can bring relief to the present world wheat situation.

## BUREAU'S CAMP BLANKETS PLEASE

Sportsmen and Auto Tourists  
Find What They've  
Wanted

The State Farm Bureau's dark Michigan green 100% pct. wool campers' blanket has found an immediate glad hand with tent and cottage campers, automobile tourists, and fishermen. Many persons who have bought one of the blankets have ordered another and the Bureau is beginning to take orders that are due to the recommendations made by the first purchasers.

The blanket is just the thing for out door trips. It is plenty heavy enough for comfort on late fall or winter hunting trips. It will stand the racket of camp life and come out looking just as good as it went in. For as long as they last the Bureau offers the blankets in two sizes 66x84 and 60x72 inches at \$5 each. Orders will be filled C. O. D. postage prepaid.

## Barry Picnic Aug. 14

Hastings, July 20.—Barry County Farm Bureau will picnic at Thornapple Lake Resort, Tuesday, August 14. This will prove a fine opportunity for the members of the Farm Bureau to meet each other.

Two noted farm organization speakers, Hon. J. C. Ketcham and Dr. Eben Mumford will be there. There will be a ball game and other sports with prizes for the winners.

## Ottawa County Breeders Plan

Holstein Tour, August 4th  
Progressive Holstein breeders of Ottawa County working in co-operation with the County Farm Bureau are planning a tour of some of the pure bred herds of the county on August 4th. The tourists will study breeding stock, barns, equipment, feeding and marketing of stock and products.

Re-Elect Directors  
Directors W. E. Phillips of the Decatur Co-op. Ass'n., George McCalla of Ypsilanti Farm Bureau Ass'n., and M. R. Shisler of Caledonia Farmers Elevator were re-elected for two year terms. F. M. Oehmke of Sebewaing Co-op. Ass'n., was elected a director. Other directors are L. C. Kamlow-ske of Washington Farm Bureau local, Carl Martin of Coldwater Co-op. Co.; James Nicol of South Haven; H. D. Horton of Kinde Farmers Co-op. Grain Co.; John Nicholson of Marlette Farmers Co-op. Elevator.

Doing Big Business  
The Elevator Exchange reported a strong financial surplus and that during the past year it had marketed 4,450 cars of grain, hay and beans for 107 local elevators, representing 25,000 grain growing farmer members.

Farmers Tell 'Em  
The former delegates adopted several sizzling resolutions. Declaring that the Michigan Agricultural College Markets Dept., has been of great service to Michigan farmers in helping them build their successful co-operative commodity marketing associations—the Elevator Exchange, Potato Exchange, Livestock Exchange, Milk Producers Association and Fruit Exchange—the delegates resented recent unfair attacks in the newspapers on the State Director of Markets at the College. They approved the college's co-operative marketing program for farmers and pledged active support in protecting college marketing work from interference on part of politicians or others.

Resent Interference  
The delegates took issue with the State Administrative Board suggestion that employment and control of County Agricultural Agents be taken from the farmers and turned over to the Dean of Agriculture at the College. Paying high respect to Dean Shaw, the farmers went on record as resenting the suggestion that they are not competent to hire their own employees and determine their salaries. The resolution called upon the State Administrative Board to rescind such action.

The Exchange delegates also de-  
(Continued on page 4)

## BUREAU HELPING WAYNE WOMEN

Introduces Labor Saving De-  
vices In Many  
Homes

Dearborn, July 26.—Since the home demonstration agent of the Wayne County Farm Bureau has been loaning farmers' wives in her home management groups various time and labor saving articles for a week's try-out in their homes, many women have added one to several of the following articles to their home equipment and are adding more:

Fireless cookers, pressure cookers, Toledo steam cookers, vacuum sweepers, bread mixers, lifting tongs, mystic mits, pot scrapers, stainless steel knives, plate scrapers, dish drainers, steel wool, cream whips, spatulas, egg beaters, and other articles.

These women are also making changes in arrangement of their kitchen, stove, tables, sink and cabinets to cut down the number of steps to do the day's work. They are finding that the use of trays for carrying dishes to and from the table and the use of a dish drainer for instance, are saving them about an hour's time each day.

This is one of the things that the Wayne County Farm Bureau is doing for its woman members through co-operation with the Agricultural College and U. S. Dept. of Agriculture, Miss Bernice Woodworth is Home Demonstration Agent for Wayne County. Miss Marian Rogers of M. A. C. has supervised the work done by these groups.

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E. E. UNGREN, Editor
S. M. POWELL, Ass't. Editor



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HANDWRITING IS ON THE WALL

The election of Magnus Johnson, Farmer-Labor candidate, as United States Senator in Minnesota should prove an object lesson to certain Michigan politicians who have recently sought to discredit the Michigan State Farm Bureau...

ARTICLES FROM THE PRESS

Scalping Mr. Tennant

One ultimate object of the state administrative board's attack upon farm bureau appointment of farm agents is pretty clearly established to be the scalping of Hale Tennant, farm agent director for the state.

Three years ago the state farm bureau was on the rocks—a great red-tape and programless club of 96,000 farmers. Hale Tennant saved it by an idea. He established the commodity form of organization.

Directing College Activities

Again a strong section of the daily press of the state is active in an apparent effort to stir up public sentiment in favor of radical changes in the direction of college activities at M. A. C.

Fortunately, the status of the college and its governing body, the State Board of Agriculture, is fixed by the constitution of the state, which gives this board sole authority in the administration of college affairs and activities.

While former friction in the administration of college affairs at this time is to be deplored, as detrimental to the institution, yet it is desirable that the issue as to who is to run the college, be settled. While the college is a state institution, which should be operated to the best interests of all the people of the state, it seems entirely apparent that this end will be best served by continuing it in fact as well as in name, an agricultural college, operated and directed primarily for the betterment and advancement of the state's agriculture.

kept on this job, and should support them in maintaining the authority in the direction of college activities which the people of the state have given them by constitutional provision.

Crooked Thinking

Whenever prices of farm products go down, spokesmen for the existing marketing system immediately attack co-operative marketing plans as the cause. It is reported, for instance, that Everett C. Brown, president of the Chicago Live Stock Exchange, claims that the co-operative marketing of hogs is responsible for the present low price of hogs.

Of course, this is all rot, and the men who are saying these things know that it is all rot, or are simple-minded people long practiced in self-deception. It was apparent a year ago, as Wallace's Farmer repeatedly stated, that the huge over-production of corn would result a year later in a great over-production of hogs, which would weaken the price correspondingly.

Michigan Roads — Super-Important

In the routine of yesterday's news was the announcement that the State Administrative Board has authorized the Highway Department to build a few more miles of paved roads. There ought to be a great many such announcements—limited only by the maximum funds available for highway development.

The summer tourist who "does" the charm-places of East Michigan is something comparable with Michigan's natural attractions. Perhaps this primarily explains why Michigan's tourist traffic is now estimated by the federal government as an annual \$100,000,000 asset—(an asset worth conserving and developing to our utmost resource).

Perhaps our construction methods, in some of these instances, have been sadly wrong. Certainly the State has been prodigally liberal in its provision of highway funds, to date. But our problem is not alone to locate these faults. It is to correct them and "continue the march."

The road problem is a serious one for Michigan—particularly with an eye to the stupendous prize of the Nation's marvellously expanding summer tourist traffic. Nature has given us an edge, in lures to this traffic, over any other State in the land.

\$807 TRAFFIC CLAIMS COLLECTED BY BUREAU

During last month twelve traffic claims totalling \$1556.71 were filed with the Michigan State Farm Bureau Traffic manager for collection. During the same period the Bureau's Traffic Department collected eleven claims totalling \$807.72, among which were the following:

During this month there was also recovered after eighteen months' vigorous correspondence, \$347.40, which included interest at 8 per cent, from shipper on car of fertilizer, shipped on July 28, 1920, in favor of Farmers Co-op. Elevator Co., of Jamestown, Michigan.

IMPROVE QUALITY, LOWER COSTS, BY THINNING PEACHES

South Haven Exchange Says Quality is Essential for Success

South Haven, July 25—The South Haven Fruit Exchange has issued a statement to its members which will undoubtedly prove of interest to peach growers in all parts of the state.

MADE \$250 SELLING EGGS THROUGH CO-OP.

Members who use Farm Bureau services declare their Farm Bureau dues are the best investment they make. A statement made by Justin Brammel, a young poultry farmer of Marine City, tells of the big dividends which he secured through doing business through the Marine City Co-operative Elevator.

COLEMAN FARM BUREAU CREAMERY DOING WELL

Coleman, July 25—The Farmers' Co-operative Creamery at Coleman, Midland county, has run along for some ten years. Last year two trucks were put on and cream was paid for on delivery, and a dividend declared at the end of the year.

Why Men Sign Up

County Farm Bureaus regularly advise their memberships on the spraying dates for various insects and diseases, announce Hessian fly free dates for seeding wheat, assist anyone on request for help in controlling bugs, blight, fungus diseases,

GREATEST GRAIN FIRMS BID FOR EXCH. BUSINESS

Brody Says Organized Grain Farmers Have Built Wisely

Highest type of business dealing and good service have made the Michigan Elevator Exchange a powerful sales institution and an indispensable service to its members, Clark L. Brody, secretary-manager of the State Farm Bureau, told delegates to the third annual meeting of the Exchange, July 17. He said: "The Michigan Elevator Exchange today enjoys a national and to a considerable extent an international reputation for efficiency and sound business management in the marketing of elevator products."

Improvement in Quality of Peaches

On the other hand, the Exchange has gradually grown in the appreciation of the farmers themselves. Not a single member elevator has during the past year applied for withdrawal from the organization, and three of the five local organizations that had previously withdrawn have been reinstated at their own request.

Elevators Appreciate It

On the other hand, the Exchange has gradually grown in the appreciation of the farmers themselves. Not a single member elevator has during the past year applied for withdrawal from the organization, and three of the five local organizations that had previously withdrawn have been reinstated at their own request.

Build on M. A. C. Plan

"Underlying this great accomplishment, and without which it would not have been possible, is a sound plan of organization developed through the advice and counsel of the marketing and extension departments of the Michigan Agricultural College co-operating with the Michigan State Farm Bureau.

Joe McGuire

Joe McGuire, of the Clinton County (Mich.) Farm Bureau, writes: "Six hundred members saw this big story on the co-operative shipping of Live Stock. It has facts and romance that make it both entertaining and instructive. It drives home a great lesson in co-operation."

Book Joe McGuire

for your next County Farm Bureau's Live Stock Ass'n., Grange program. Write HOMESTEAD FILMS, INC., 722 S. Wabash Ave., Cent. Sta., Chicago, Illinois

HEREFORDS

Young Cows with calves by side consisting of blood from America's foremost herds at prices that enable them under Earle's Hereford Beef Plan to pay for themselves within a year to 18 months.

Meadow Brook Herefords Fairfax and Disturb-or Breeding. Reside's breeding stock for sale, both sexes, any age. Call, phone or write Earl C. McCarty, Bad Axe, Huron Co.



Bureau Offers Bargain On Campers' Blanket

The Farm Bureau is offering a real bargain in a solid dark green, 100 pct. virgin wool outing blanket this summer. It's just the thing for campers, fishermen and motorists. While they last—they may be had for \$5.00 C. O. D., postage prepaid.

MICHIGAN STATE FARM BUREAU Fabrics Division Lansing, Michigan

100 -- SHROPSHIRES -- 100 McKERROW'S ANNUAL SALE

The offering includes all our fitted show ewes. There are as many high class show sheep as ever offered in a McKerrow sale. Senator's Masterpiece, sire of International Champion and 1922; Senator Bibby Third, sire of two International Champions and other noted rams have progeny in this sale.

HOGS WILL MATURE EARLIER If You Feed 'Em Detroit Star Brand Meat, and Bone, Hog Digester Tankage

Builds bone and muscle on young pigs. You can market two months earlier than by feeding with corn alone, besides brood sows will eat NONE of their young'uns.

BEFORE Feeding H. D. Tankage AFTER Feeding H. D. Tankage

Common Sense in Selling Wool

Old line dealers are interested in how little they can pay for your wool and yet get it. The Farm Bureau is interested in making the greatest possible return for the grower.

There is a big demand for wool. There is practically no carry-over from 1922. Foreign countries have no large holdings of wools wanted by American consumers.

When you pool, you market by grade and get the full returns from every grade you have. The pool is your own sales agency, and it sells direct to mills.

Write the State Farm Bureau Wool Department at Lansing for wool bags and ship collect to the Farm Bureau. Tell us about how many fleeces you will have. We grade promptly on arrival of wool and return you your warehouse receipt and your regular cash advance of 25 cents a pound.

Pooling Rewards Care in Handling Wool

MICHIGAN STATE FARM BUREAU Wool Department Lansing, Michigan

### EXCH. DELEGATES TO USE FISTS FOR MARKETING WORK

Resent Political Efforts to Kill Agr'l. College's Co-op. Program

### FARMERS WILL FIGHT Interesting Resolutions Adopted at Elevator Exchange's Meeting

WHEREAS, the economic condition now confronting agriculture is due to the great disparity between the prices of farm products and the prices the farmer has to buy, is one of the most serious problems facing the state and nation, and

WHEREAS, it is generally recognized that co-operative marketing is one of the most important factors in bringing relief to agriculture by developing a more efficient and orderly system of distribution of farm products, and thus serving the best interests of the greatest number of people in the state and country, and

WHEREAS, the Michigan Agricultural College through the advice and counsel of its extension and markets departments, has promoted the co-operative marketing movement in Michigan in a most commendable manner by assisting the farmers in the establishing of the various commodity marketing services, such as the Michigan Elevator Exchange,

BE IT RESOLVED, that the delegates of the Michigan Elevator Exchange, representing local organizations serving at least 25,000 farmers, resent recent attacks made through the various newspapers of the state by the Director of the Markets Department of the College, and

BE IT FURTHER RESOLVED, that the delegates of the Michigan Elevator Exchange, in annual meeting assembled, hereby express their approval of the excellent work accomplished by the College along marketing and extension lines and pledge their active support in protecting the College in this work from interference on the part of politicians and other hostile interests.

### Farmers Capable of Hiring County Agents

2. We, representing 107 elevators, composed of 25,000 members, none with surprise and amazement at the State Administrative Board suggests that the employment and control of the county agricultural agents be taken away from the farmers and turned over to the Department of Agriculture at the Michigan Agricultural College.

While we have the highest respect for Dean Shaw, we resent emphatically the idea that the farmers in their own counties should not be competent to hire their own employees, and determine the remuneration that they shall pay such employees.

BE IT RESOLVED—That we respectfully ask the State Administrative Board to rescind their action as reported in the daily papers in regard to the method of employing county agricultural agents.

We also believe that any action is illegal that would deprive the county farm bureaus of their right to dictate

who shall act as their agricultural agent in such county and the salary paid him.

We also resolve and demand that the members of the State Board of Agriculture who were elected by the voters of the State of Michigan steadfastly maintain all the rights and duties of their respective offices given by the constitution of the State of Michigan, and also diligently oppose any attempt or interference in the performance of such duties.

### Protest Mixing Other Beans With Our Own

3. WHEREAS, it seems to be a practice of some unscrupulous dealers to mix foreign beans with Michigan beans and sell the mixtures as Michigan grown beans, to the great injury of the Michigan bean industry, and

WHEREAS, certain Michigan jobbers are selling beans picked as high as 4 per cent, calling them choice hand picked Michigan beans.

BE IT RESOLVED, that we, the members of the Michigan Elevator Exchange recommend and advise that all bags used for the shipment of beans by our members be marked with a prominent and plainly visible trade mark, and that the President appoint a committee to arrange this matter with instructions to the effect that the 1923 crop be marketed in bags carrying our own trade-mark, and

BE IT FURTHER RESOLVED, that every car of beans sold through the Michigan Elevator Exchange shall be accompanied by a certificate from the official inspector of the Michigan Bean Jobbers' Association describing the grade of the beans shipped.

### Give Credit Where Due

4. WHEREAS, the Michigan Elevator Exchange has now become one of the most successful if not the most successful farmer owned and controlled co-operative grain marketing organization in the United States, and

WHEREAS, the Michigan Elevator Exchange is performing an indispensable service to Michigan farmers in securing more efficient distribution through a better system of marketing of elevator products, and

WHEREAS, the success of this great enterprise would not have been possible without the high class business ability and efficient business management of men of the type of Mr. Osmer and his assistants, Messrs. Benton, Sowle and Bass,

BE IT RESOLVED, that the delegates in annual meeting assembled hereby express their great appreciation of the unselfish service and steadfast attention to the interests of the Elevator Exchange of Mr. Osmer and his assistants, and

BE IT FURTHER RESOLVED, that the delegates pledge the best support of their respective local organizations the coming year for the continued progress of their grain marketing interests.

### Appreciate Managers

5. WHEREAS, the success of a large commodity association such as the Michigan Elevator Exchange is dependent in no small measure on the loyalty and support of the local co-operative managers,

BE IT RESOLVED, that the delegates of the Michigan Elevator Exchange in annual meeting assembled hereby express their high appreciation



"I can say it is easily the best and most practical book that has yet been written on this subject and I am delighted that you have brought it out."—H. J. Walters, Managing Editor, The Weekly Kansas City Star, read by 200,000 farmers in the middle west.

### IONIA CO. BUREAU PROMOTES PICNIC

Ionia, July 27. — Arrangements have been completed by the various committees in charge of the second annual farmer and community picnic to be held at Riverside Park in Ionia August 4 by the Farm Bureau, Grange, Gleaners and Farmers' Clubs.

Featuring this year's program will be a special address on present day farm problems by Prof. Eben Mumford of the Michigan Agricultural College. Prof. Mumford is recognized as one of the leading agricultural speakers of the middle west and he is expected to bring with him a message that will be well worth listening to. It has been decided to hold the picnic dinner at noon.

The program committee was named so as to include a member from each of the farm organizations. Lester M. Campbell, of Portland, is general chairman. Other members of this committee are Herbert E. Powell, of Ronald; Lee Lampkin, of Saranac; Mrs. Nelson O'Beirne, of Boston township, and William Tean, of Portland township.

tion of the unselfish efforts put forth by the local managers of the state to promote loyalty among their members and maintain the business of the Elevator Exchange in its present high state of efficiency.

### To Aid Bean Sales

6. RESOLVED that we recommend that our Board of Directors instruct the Manager to call the bean shippers together at some convenient point at least every six days during the shipping season.

### Congratulate Bureau

7. RESOLVED, that we congratulate the Michigan State Farm Bureau on the increased efficiency in all their departments, and promise them our united support in all their problems and activities.

### CAMPAIGN SHOWS THOUSANDS ARE BEHIND BUREAU

Farmers Drop Field Work to Build Powerful Organization

By Alfred Bentall, State Organization Director

Eleven months ago we commenced the real job of carrying the Farm Bureau story to every farm home in Michigan. We were then and we are still sure that the farmers of Michigan wish to know, and have a right to know, all about their Farm Bureau organization. We also believe that if the facts are presented to them by Farm Bureau representatives they will again indorse the organization and renew their membership.

When the campaign for membership renewals began last August, there were all sorts of discouraging comments to be heard on every hand. We were told it was impossible to successfully stage another membership drive.

### Counties Sign 500 to 1,000

The fact is that our men have met with a friendly reception everywhere and the information they give about the Farm Bureau is listened to with great interest. In each of the counties so far covered, from five hundred to one thousand of the best farmers have signed up for another three years. The work in these counties is by no means complete because from thirty to thirty-five per cent have been away from home and in many cases the county is not all covered. These people will be canvassed by "follow-up men" and this work is now going on in addition to the work of the regular solicitors crew.

During last fall from one to two townships per day were covered each day and so far during this year we have worked at this rate.

Another crew has been started and we will be able to work in three counties at the same time, thus covering about three townships per day.

### Fine Home Co-operation

The most hopeful feature of the campaign is the splendid co-operation of the Farm Bureau people in the counties. It means something these days to leave haying or grain harvest and drive the Farm Bureau representative. This is what from one to two hundred or more of the best farmers in every county are doing and to this fine co-operation is due the success of the membership drive. These drivers themselves would form a splendid center around which to build a live farm organization.

More than eleven thousand of the leading farmers in the counties so far worked have signed up and they are now boasting to get their neighbors to do likewise. The "follow-up" work is also progressing very satisfactorily and large increases are being made to the number signed in the "first-time-over" by the regular crew.

The drive so far has demonstrated that farmers want to know the facts about their organization and that many thousands of them are willing to again back the Farm Bureau with their money and their influence. It has also demonstrated that it is possible to have a second and successful membership campaign in Michigan and that the final results are going to put the Michigan State Farm Bureau in a position of much greater strength than ever before.

# Feed Milkmaker Next Winter

## At This Summer's Low Prices.

Michigan Farm Bureau Milkmaker is a 24% protein, public formula feed developed by the Farm Bureau for its members. Every one of the 10 milk making ingredients is printed on the tag, pound for pound, along with the analysis. You know exactly what you get for your money. Not an ounce of "filler" in Milkmaker. Study the Milkmaker formula in this advertisement.

**HIGH PRODUCERS OWNED BY**  
**J. B. STRANGE, Oneida**      **MR. AND MRS. WARREN, Delta**  
 These cows broke Eaton County's cow-testing records for 30 days, producing 93.18 and 93.53 lbs. of fat, respectively  
**Both These Cows Were Fed On Farm Bureau Milkmaker**

Beginning August 6 you can contract your winter feed requirements of Michigan Farm Bureau Milkmaker for delivery in equal monthly shipments from September through March and get the ration at the lowest summer feed prices! Last February lots of fore-sighted men were feeding Milkmaker at August, 1922, prices. They were saving about \$10 to \$12 a ton and getting more milk. You can do it this winter. Last winter more than 8,000 tons of Milkmaker were fed.

**YOU PAY FOR THE FEED AS YOU GET IT**

The best time to buy the winter's supply of feed is at late summer and early fall prices, but the problem of paying for all the feed at one time and storing it ties up too much money for any one man. Here the Farm Bureau serves you by buying the feed stuffs in huge volume and at the right time, mixing them economically at the best mill in the country and delivering Milkmaker to you fresh every month as you want it. You pay for it as it comes.

Milkmaker will be handled through your local Co-operative Association just as was done last year. Your part is to get hold of your local manager at once and tell him what your needs will be for the winter. If you have no Co-operative Association, write the State Farm Bureau Purchasing Dept., at once for full information on how to get Milkmaker.

**The Guaranteed Analysis of Milkmaker**

Protein	24% (min.)
Carbohydrates	45% (min.)
Fat	5% (min.)
Fibre	9% (max.)
INGREDIENTS (As Shown on tag)	
500 lbs.	Gluten Feed
260 "	Cottonseed Meal—43%
240 "	O. P. Linseed Oil Meal
200 "	Corn Distillers' Grains
200 "	Stand. Wheat Bran
100 "	Yellow Hominy
100 "	Ground Oats
100 "	Stand. Wheat Mid. 3X
100 "	Cane Molasses
100 "	Peanut Meal—40%
20 "	Salt
20 "	Calcium Carbonate

2000 lbs. of honest feed.

**Get More Milk With Milkmaker**

Cows fed Milkmaker Dairy Ration give more milk at a lower cost and are healthier, stronger animals than on any other feed. There's a reason. Read what these feeders say:

"I have been 40 years in the dairy business. Previous to feeding Milkmaker I had been using another 24% protein dairy ration, but after feeding the same amount of Milkmaker for a week my eight cows gained 4 1/2 gals. of milk per day. This feed keeps the cows in good condition and is entirely satisfactory." Loren Hoffman, Three Oaks, Mich.

"My production from the 12 cows was 12,008 lbs. with Milkmaker for the month of January. I know this is the best result I have ever had in a mixture of feeds. Besides my cows are in fine condition." C. M. Urch, Durand, Mich.

"At the end of 10 days my five cows each gave 3 to 4 pounds more milk with Milkmaker. My best producer went from 40 to 47 lbs. I credit Milkmaker. The man who figured that ration knew his business." Orville Morris, Wayland, Mich., Route 2.

"I milk 14 cows. After feeding them Milkmaker for a week they gained over 12 gals. of milk daily and would gain more if I fed them heavier. Some cows had begun to fall off in milk but Milkmaker brought them back." Tom Foster, Galien, Mich.

**WHEN TO BUY—HOW TO FEED**

The time to act is now. See your Co-op. manager. Write to the Farm Bureau Purchasing Department at Lansing for booklet on feeding suggestions and complete description of Milkmaker.

**The Michigan State Farm Bureau**  
 Purchasing Department  
 Lansing, Michigan



The above is a picture of the home of Mrs. Hayward of Leelanau county, after the visitation of a windstorm. Photo taken by M. F. Andrus, Secretary of Michigan Mutual Windstorm Insurance Co., Hastings, Mich.

**The Michigan Mutual Windstorm Insurance Company Has--**

- 1st—79,725 Members (Jan. 1st, 1923).
- 2nd—\$255,000,000 Assessable Assets.
- 3rd—\$307,039 Cash in Bank and drawing interest.
- 4th—All Adjusted Claims and Debts Paid.
- 5th—Conservative Management.
- 6th—An Absolutely Accurate System of Handling All Its Business.
- 7th—Has Regular Auditing of Company's Books and Is Under Jurisdiction of State Insurance Department.
- 8th—Back of It, 38 Years of Success—Adjusting and Paying Its Losses Fully and Promptly.

## Protect Your Home

### WITH A CYCLONE INSURANCE POLICY

— IN THE —

## Michigan Mutual Windstorm Insurance Company

Hastings, - - Michigan

Your policy in this Company is not only based upon good faith and commercial honor, but is backed by assessable assets of

**Over \$255,000,000**

For 38 years the Company has experienced prosperity and adversity has never been found wanting. Here are two of the most important things you should remember about the Michigan Mutual Windstorm Insurance Company:

**This Company has paid about Two Million Dollars in Losses to its members since its organization.**

**The Losses and Expenses of this Company for 38 years have been paid with only 13 assessments, or an average of 5 1/3 cents per hundred per year.**

**OFFICERS**  
 President, Hon. H. Clay McNitt, Cadillac    Vice-Pres., Guy E. Crook, Hastings    Sec'y-Treasurer, M. F. Andrus, Hastings

