Published by the Michigan State Farm Bureau for its Membership

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 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,

Facts Don't Bother Brown

Mr. Brown ignores the situation, paign. but charges that the co-ops, have so much business that they have "stopped competitive bidding." The facts FARM BUREAU PAID 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 oldline firms have become the little felows 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 and 10 could take care of the busi- the thing is worth while, William Bettis is manager of the McGregor

It is a matter of record that since Farm Bureau local, Sanilac County. February 1st any amount of hogs from 80 to 110 pounds have come onto the Buffalo market and there is no Bureau Fruit Locals' olding them back. The average armers 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 deck instead of 0 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 oldine commission man Pres. E. C. keting success. He does it by loose and unfounded charges. As such suctor it. cessful 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 Ex-

Beginning with the first issue of he 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.

change has just delivered himself of,

Favors Gas Tax

In support of the Warner twocent 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 sound theory.'

How Potato Growers Exch. Sells John Smith's Spuds

PRESIDENT



Dr. A. Z. Nichols

Dr. A. Z. Nichols is serving his seven western hog markets received fourth term as president of the 5,000,000 more hogs than during the Hillsdale County Farm Bureau. With same period for the preceding two nine others in 1920 he helped organyears. Hog shipments from 11 corn ize the Hillsdale Bureau and was belt states to all markets have in- campaign manager for the first camcreased 32.2 pct. this year in the paign, which lined up 2,200 memperiod from Nov. 1 to June 1 as com- bers. With Dr. Nichols as president. pared to the same period for last the Hillsdale Bureau has worked out house of his local association where year. Behind it all is the enormous a very effective business service to they are loaded and put into a bin over-production of corn two years its members. Mr. Nichols' farm is for temporary storage. He gets a been reduced from 2 per cent to less With cheap corn every one got at Wheatland, out of Hillsdale, the hog business. With high where his specialty is pure bred the crop is all in he finds that he has into the hog business. With high where his specialty is pure bred the crop is all in he finds that he has federal indemnities alone amounting corn, farmers can't afford to hold Holsteins and Duroc Jerseys. Mr. two carloads. The price suits him, Nichols is campaign manager for Hillsdale's coming membership cam- the local manager to sell them all.

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

Farm Bureau membership and the Petoskey" trademark always insures nogs through the 85 commission firms McGregor Farm Bureau local were a premium, it is for the interest of in Chicago, for instance, is the cor- worth \$91.09 clear profit to him on growers to produce stock eligible for rect way to market hogs. Mr. J. H. the sale of 41 lambs, 4 sheep and 1 this fancy grade. If it merely O'Mealey, secretary of the Michigan veal calf July 7th through the Mc- grades U. S. No. 1, with no out-Live Stock Exchange believes that 40 Gregor Farm Bureau. They brought standing evidences of superior qualcommission firms would be plenty to him \$627.31 less \$48.17 freight, or ity, it will be put into plain sacks handle the Chicago business. With \$579.14 net. A local drover tried to and tagged U. S. grade No. 1, 150 the 85 commission firms riding buy the shipment before Lloyd ship- lbs. net weight when packed. around on the Chicago market it is ped through the Farm Bureau. The The next step is the ordering of well to reflect that each of them is drover offered \$488.05, or \$91.09 un-cars. This is done by the local man-be seen that on hogs alone the Hills-be graded promptly on arrival and alone amounts to some 14,000,000 probably paying an average of \$35,- der the Farm Bureau return. The 000 to \$65,000 operating expenses Bureau sold through the Buffalo Coannually, Farmers must pay for that. operative Producers Commission Why isn't it better to handle your Ass'n. Because Lloyd has a State 20 Communities Visit stock through your own co-op. and Farm Bureau and a County Farm Bueliminate some of this overhead you reau, he has his own sales agency at are paying? On the Buffalo market McGregor and another one at Buffalo 18 commission firms are operating and he has \$91.09 extra to prove that

Advertising Will Win

Ludington Farm Bureau locals have county, and Miss Schurr of Ottawa Litchfield and Montgomery and genadopted their own fruit marketing county, Home Demonstration Agent, eral co-operative associations at labels, a step in the right direction. and Allegan County Agent, O. I. Reading, Pittsford, Prattville, Mosh-These two Farm Bureau associations Gregg. The main addresses were erville, and Osseo and with live stock ville, Ludington, Hart and Shelby Dean of Home Economics, Michigan cow, and Allen, Brown should be the very first to hold and to develop that important gan State Farm Bureau. All co-ops except the Wednesday afternoon, August 15, at point out to the farmers the dangers market for their goods. These Farm mary of Allegan county's home dem- live stock associations handle gen- Cadillac. Mr. Peteet formerly was business because they are going af-

Combs Country For Highest Net Return to Growers

Cadillac, July 26 .- When the potato crop is short and buyers flock into the producing districts, anyone can sell potatoes.

Unfortunately years of shortage are few and far betwen. States which Packers Will Pay More For formerly grew less than enough for home consumption are now exporting, and grower competition is becoming more and more keen. In dividual bartering is being rapidly succeeded by organized systematic scientific salesmanship, and that is where the Michigan Potato Growers Exchange enters as an important factor in the profitable disposition of Michigan's potato crop.

Selling Smith's Spuds Let us assume that John Smith is busy farmer who has grown five or six acres of potatoes. In the fall he finds himself with two carloads of marketable tubers for sale. Like most growers he knows almost nothing about the art of selling, but he is a member of a local marketing association.

Let us assume also that John Smith has accepted the Rural variety for standardization and has grown a crop of white or russet Rurals, according to his particular tastes or the character of his soil. He hauls these potatoes to the warehe needs the money, and he orders head were paid. The County super

stock. If it has come from dry, oamy soil and is free from dirt and evidences of disease; if it is also rather uniform in size, mature and comparatively free from hollow heart and mechanical injuries, it will be packed in branded sacks, that is, sacks marked with the registered trade-mark of the Michigan Potato McGregor, July 7 .- Tom Lloyd's Growers' Exchange. As the "Chief

(Continued on page 4)

Allegan Bureau Exhibit part of a County Farm Bureau.

ties were an important feature of the campaign.

short talks by Miss Clark, Home operative marketing center with very Manistee, July 25.—Onekama and Demonstration agent of Kalamazoo successful co-operative creameries at

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

Bureau's Job Will Increase Returns From Stock Shipments

COW VALUES

Stock From T. B. Free Counties

Hillsdale, July 25, - Hillsdale county farmers have a Farm Bureau organization that is making noney for them. Its work shows that the Bureau has looked a long ways ahead on several jobs and knew 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 Coun-United States to complete is tuberculosis eradication in co-operation with the State and Federal author-

Results of Clean-Up The results have been that the number of tuberculosis animals has to \$27,100 or an average of \$50 per visors also appropriated \$7,000 for From the time Smith orders the this work. The Farm Bureau gave erop sold his control over his product \$800 and the services of its office, ceases. The local manager will, as and its president, Dr. A. Z. Nichols a rule, advance him about three who acted as County Sanitary officer quarters of the present market price and County Agent Sims, who handled and proceeds to sack and load the the educational campaign. Their services were worth several thousands of dollars. Without the Farm

Will Pay For Itself that the increased cattle returns. An advance of 25 cents a pound. example of long headedness on the

The Hillsdale people give great Allegan, July 15 .- Representatives credit to Howard Smith of the Chi-

Co-ops Are Strong An interesting program included Hillsdale County is a strong co- and serves about 36,000 farmers.

(Continued on page 4)

RE-ELECTED



W. E. Phillips

President Waldo E. Phillips of the Michigan Elevator Exchange was unanimously re-elected to that re-Farm Bureau efforts came a Elevator Exchange at the close strong demand for a tuberculosis the third annual meeting, July 17 lean-up campaign, which was start- Mr. Phillips was one of the organed in 1921. Hillsdale county has izers of the Michigan Elevator Exjust celebrated the honor of being change and his constructive work the first live stock county in the has been largely responsibile for the remarkable successes it has attain-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.

WOOL TO POOL

Pass 1922 Volume; Farmers ant question which is being asked Ship 29,000 Pounds in One Day

With requests for wool bags com-Bureau's help the thing could not ship their wool to the 1923 pool at report of the committee of 15 econohave been done except at a greatly Lansing, the Farm Bureau's wool mists and statisticians selected by peol today has more wool in it than Secretary Wallace to study this and ing them build their successful cowas pooled altogether last year. On similar problems. value of every cow in Hillsdale County at least \$5 per head. Hillsdale live stock shippers are soon to receive 10 county as 10 county marketing asexpansion in the wheat area of the chief exporting countries, coupled with the decreased buying power of the chief exporting countries. Livestock Exchange, Milk Producers Association and Equit Explorers and Countries as 10 countries a The campaign has increased the July 21 there was 29,000 pounds of eive 10 cents more per cwt. from kins, State Commissioner of Agriculthe packing houses for their hogs ture and State Farm Bureau director, the price situation which now preand 25 cents more per hundred for cattle coming out of a tuberculosis farm at Manchester in Washtenaw vails." They go on to show that the five chief wheat exporting nations free county. Hillsdale ships 500 cars County. The pool is not closed and are now growing 28,000,000 acres of proved the college's co-operative marof hogs annually. Averaging 17,- wools will be accepted up to about wheat more than the pre-war aver-000 pounds per car, each car would Sept. 1. Write to the Wool Dep't. age, and declare that there is no pledged active support in protecting net the shippers \$17 more than he for wool bags, stating for how many buying power in the world capable college marketing work from interhas been getting, or \$8,500 on all fleeces. Ship by freight collect to of absorbing this tremendous surthe 500 shipments in a year. It can the warehouse at Lansing. Wool will plus, which in the United States others. dale tuberculosis campaign will pay warehouse receipt will be sent pooler. additional acres. for itself in just a few years. Add to It is good for the regular cash

Will Ship To Detroit

Manistee, July 25 .- With the aid of twenty Farm Bureau communities cago Live Stock Exchange and the of the Manistee Farm Bureau, three met for the fourth annual home Michigan State Live Stock officials new co-operative live stock shipping demonstration conference at Allegan, and James Post, William Ossius, F. associations have been organized at Tuesday, July 10th. Splendid cloth- E. Haynes and J. W. Sims for the ef- Copemish, Marilla and Wellston to ing exhibits from various communi- fectiveness of their tuberculosis ship to the Michigan Live Stock Commission House at Detroit. The Live Stock Exchange now has 195 locals Sportsmen and Auto Tourists

Peteet To Speak At Potato Growers' Meet

Cadillac, July 25 .- Walter Peteet, and the Farm Bureau locals at Scott- given by Mrs. Louise H. Campbell, shipping stations at Jonesville, Mos- Co-operative Marketing director for the American Farm Bureau, will Bureau locals are going to get the onstration work of the year was giv- eral Farm Bureau supplies and do a Secretary of the Texas Farm Buen by Muriel Dundas, home demon- big supplies business for their mem- reau and had an important part in its great cotton marketing work.

ELEVATOR EXCHANGE DELEGATES CONDEMN POLITICAL ATTACKS ON

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

Administration political attacks seeking to destroy the cooperative 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. Kamlowsponsibility by the directors of the 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 ing the past year it had marketed markets?" This is the all-importby wheat growers everywhere as they face the prospect of selling their 1923 crop at prices well below the dollar mark

Considerable interest attaches, ng daily from farmers who want to therefore, to the recently announced

In this report they declare, "The

The report concludes that only present world wheat situation.

BUREAU'S CAMP **BLANKETS PLEASE**

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 cothave been advertising their fruits Agricultural College, and Mrs. Edith in the Milwaukee, Wis., papers to Wagar, woman member of the Michigan Potato Growers Exchange and fishermen. Many persons who have bought one of the blankets have tage campers, automobile tourists, Introduces Labor Saving Deordered another and the Bureau is beginning to take orders that are due to the recommendations made by

the first purchasers. out door trips. It is plenty heavy loaning farmers' wives in her home enough for comfort on late fall or management groups various time and winter hunting trips. It will stand labor saving articles for a week's the racket of camp life and come out try-out in their homes, many women looking just as good as it went in. have added one to several of the For as long as they last the Bureau following articles to their home 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

Farm Bureau will picnic at Thornap- spatulas, egg beaters, and other arple Lake Resort, Tuesday, August 14. ticles. This will prove a fine opportunity for These women are also making the members of the Farm Bureau to changes in arrangement of their

speakers, Hon. J. C. Ketcham and steps to do the day's work. They Dr. Eben Mumford will be there, are finding that the use of trays for There will be a ball game and other carrying dishes to and from the table sports with prizes for the winners, and the use of a dish drainer for in-

Ottawa County Breeders Plan

products.

FARMERS' MARKETING AGENCIES

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

Re-Elect Directors
Directors W. E. Phillips of the Deatur Co-op. Ass'n., George McCalla of Ypsilanti Farm Bureau Ass'n., and 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. Kamlowske of Washington Farm Bureau local, Carl Martin of Coldwa-

ers Co-op. Grain Co.; John Nicholson of Marlette Farmers Co-op, Elevator. Doing Big Business The Elevator Exchange reported a 4,450 cars of grain, hay and beans for 107 local elevators, representing 25,000 grain growing farmer mem-

ter Co-op. Co.; James Nicol of South

Haven; H. D. Horton of Kinde Farm-

Farmers Tell 'Em The farmer delegates adopted several sizzling resolutions. Declaring that the Michigan Agricultural College Markets Dep't, has been of great operative commodity marketing as-

Resent Interference The delegates took issue with the State Administrative Board suggesdrastic reductions in the wheat acre- tion that employment and control of age in all the chief wheat exporting County Agricultural Agents be taken countries can bring relief to the 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 dministrative Board to rescind such

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

BUREAU HELPING WAYNE WOMEN

vices In Many Homes

Dearborn, July 26. - Since the The blanket is just the thing for Wayne County Farm Bureau has been home demonstration agent of the 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 Hastings, July 20-Barry County drainers, steel wool, cream whips,

kitchen, stove, tables, sink and Two noted farm organization cabinets to cut down the number of stance, are saving them about an hour's time each day.

Holstein Tour, August 4th This is one of the things that the Progressive Holstein breeders of Wayne County Farm Bureau is doing Ottawa County working in co-opera- for its woman members through cotion with the County Farm Bureau operation with the Agricultural Col-Above are the delegates, directors July 17. The 25,000 are members of given farmers by the Elevator Ex- 4,450 cars of grain, hay and beans are planning a tour of some of the lege and U. S. Dep't. of Agriculture, by these groups

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



argument that the man who uses the and local managers who represented 107 local Elevator associations af- change and local Co-op. Managers for members. The business totaled pure bred herds of the county on Miss Bernice Woodworth is Home roads most should be the one who 25,000 grain growing Michigan farm- filiated with the Exchange. should help more in maintaining ers at the third annual meeting of Starting three years ago with 24 ent size and a business of around rated \$8,000 in patronage dividends. breeding stock, barns, equipment, County. Miss Marian Rogers of M. them, and I think it is the only the Michigan Elevator Exchange at elevators and a monthly business of \$385,000 a month. During the year The Exchange is in excellent shape feeding and marketing of stock and A. C. has supervised the work done

the Michigan Agricultural College about \$84,000, satisfactory service just closed the Exchange marketed financially.

has built this organization to its pres- \$4,150,000. During that time it pro- August 4th. The tourists will study Demonstration Agent for Wayne

MICHIGAN FARM BUREAU NEWS

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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 and to play horse generally with Michigan farmers' institutions to further their own ends. An overwhelming, aroused farmer vote in Minnesota swept the old-line parties into discard. Once aroused, farmers are not to be satisfied with soothing statements. The signs are evident in Michigan for those who can or will read them.

ARTICLES FROM THE PRESS -:-

Scalping Mr. Tennant

farm bureau appointment of farm agents is pretty clearly established to be the scalp of Hale Tenant, farm agent director for the state. Mr. Tennant has offended Governor Groesbeck politically by his stand on the Friday resignation and other matters, and no matter what the loss may be to the farmers of the state, the governor in one of his stubborn spells, is wielding the tomahawk.

reau was on the rocks-a great rud-000 farmers. Hale Tennant saved it named board. by an idea. He established the comchange.

College a part of the University of may be recommended for the job. that institution,

lege and its governing body, the ern areas-highways that equal any-One ultimate object of the state by the constitution of the state, State Board of Agriculture, is fixed thing in the land. But a chain is no administrative board's attack upon which gives this board sole authority in the administration of college in some of these instances, have been affairs and activities. At the present sadly wrong. Certainly the State has time this authority is in apparent been prodigally liberal in its provisdanger of being nullified, or at least ion of highway funds, to date. But hampered, by the state administra- our problem is not alone to locate tive board which is reported as these faults. It is to correct them threatening to withhold funds ap- and "continue the march." propriated for college extension work unless these activities are directed in accordance with their views. This assumption of authority over a conassumption of authority over a con-primary contributors should be the Three years ago the state farm bu-stitutional body by one of legislative users of the roads. These are the creation is due to the control of the motorists. The best method of measderiess and programless club of 96,- funds so appropriated by the last uring road usage yet devised is a tax

While further friction in the ad- men to object should and would be modity form of organization. The ministration of college affairs at this potato growers' exchange, which time is to be deplored, as detrimention as low as ten miles to a gallon— Tennant had fathered two years be- tal to the institution, yet it is defore, was the nucleus. The Michigan sirable that the issue as to who is would cost a motorist but \$1.00 for Elevator Exchange followed; then in to run the college, be settled. While order the live stock exchange, farm the college is a state institution, great and essential convenience be bureau produce exchange and this which should be operated to the best cheaper? year, the new fruit growers' ex- interests of all the people of the charges that much toll to cross a state, it seems entirely apparent that single bridge—and nobody objects! Farmers of Michigan look up to this end will be best served by con-Hale Tennant as a capable leader. tinuing it in fact as well as in name, for Michigan—particularly with an He is a personal factor in the pres-ent co-operation between farm bu-directed primarily for the betterment mer tongist traffic. Nature has given reaus and agents and the extension department Governor Greenback and advancement of the state's agri- us an edge, in lures to this traffic, Governor Groesbeck, culture. And certainly it would apover any other State in the land, But in the sense that he should be look- pear that a constitutional board we must wholly do our part. Road ing out for the state's best interests, elected by the people of the state be- building methods are vital-some of seems to be making a serious mis- cause of their supposed individual our methods have been superb in re-

Editorial-GRAND RAPIDS ability to direct it along these lines sult-some have been pathetically would be likely to do a better job of rotten. But underneath everything is directing than would the board of the need for a permanent method of regents of the university or the state equitable and adequate financing of Directing College Activities administrative board. The present creation and upkeep. Straight as a members of the State Board of Agri-Again a strong section of the daily culture are nearly all directly and -and the need will grow upon our press of the state is active in an ap- closely identified with the state's ag- convictions in proportion as we ac parent effort to stir up public senti- riculture. They are undoubtedly quaint ourselves with the road-works ment in favor of radical changes in more capable of the right direction of our competitors in summer hos the direction of college activities at of college activities than any other pitalities. It would be silly to reply M. A. C. The apparent object of agencies that may seek to assume that a constitutional "gas" tax law this effort is to promote sentiment the authority which is theirs by pro- cannot be drawn. Of course it can-

who understand their problems are 1923.

kept on this job, and should support \$807 TRAFFIC CLAIMS them in maintaining the authority in in the direction of college activities which the people of the state have given them by constitutional pro-vision,—Editorial, THE MICHIGAN claims totalling \$1556.71 were filed FARMER, week of July 23, 1923.

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. The Wall Street Journal, in a recent editorial, infers that the present low price of wheat is a result of the Capper-Tincher law for regulating the grain exchanges.

Of course, this is all rot, and the men who are saying these things Jamestown, Michigan. know that it is all rot, or are simple minded people long practiced in self-deception. It was apparent a year IMPROVE QUALITY, 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. And so far as wheat is concerned, it was also common knowlbreak in the weather, both western Europe and Russia would be coming back sufficiently in wheat production so that there would not be nearly such a great demand for American play than was formerly the case. thinning it says: Editorial, WALLACE'S FARMER, July 20, 1923.

Michigan Roads — Super-Important

Administrative Board has authorized of interest: 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. Until Michigan's "When thinning your peaches, representations of interest:

15,000 2 ½" peaches weigh 2,000 lbs.

15,000 2 ½" peaches weigh 4,000 lbs.

15,000 2 ½" peaches weigh 4,000 lbs.

15,000 2 ½" peaches weigh 5,201 lbs.

15,000 3 " peaches weigh 6,909 lbs.

"Then too, when we consider that all of this has been accomplished through the worst and most programment."

"When thinning your peaches, representations that had previously withdrawn have been representations." paved road development. Indeed, in peaches. Michigan's road needs— if she shall "Picking supremacy against intense competidefinite that the adequate and equittion by many other States-are so able financing of a sufficient road

next Michigan Administration.
The summer tourist who "does" the charm-places of the East finds MADE \$250 SELLING natural attractions. primarily explains why Michigan's tourist traffic is now estimated by the federal government as an annual \$100,000,000 asset-(an asset worth resource). But despite our splendid Michigan road development in many important directions, this same summer tourist finds road development in the East that puts us definitely upon our mettle. Frankly, t is something of a jolt to leave ,500 miles of uninterrupted pavedway through a dozen eastern States, and, for example, to land on "M 16" -the main artery from Detroit to Lansing-which, except for a few short stretches, would not be tolerated even as a detour in other states. There are, of course, miles and miles of beautifully developed Michigan Fortunately, the status of the col- highways in our western and northstronger than its weakest link-and we still have too many "weak links.

on gasoline consumption. The last tion as low as ten miles to a gallonthe privilege of running over 500 miles of good roads. Could any Many an Eastern State

in favor of making the Agricultural vision of the constitution, or that here as in 35 other States. It will be equal folly to make this issue the toy

COLLECTED BY BUREAU

with the Michigan State Farm Bureau Traffic manager for collection, During the same period the Bureau's Traffic Department collected eleven Brody Says Organized Grain laims totalling \$807.72, among which were the following: Two for the Farm Bureau Seed Dep't., one for \$54.39 and one for \$249.93, both overcharges on two cars seed; one for Purchasing Dep't. for \$31.02, overcharge on one car cedar posts; and one for \$73.16 for loss on live stock in favor of the Addison Co-op.

During this month there was also ecovered 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

LOWER COSTS, BY THINNING PEACHES

edge a year ago that with an even South Haven Exchange Says Quality is Essential for Success

wheat in 1923 as there had been Haven Fruit Exchange has issued a not regarded as an outlaw organizapreviously. The grain futures act has statement to its members which tion by the grain trade. The affairs not yet hampered legitimate grain will undoubtedly prove of interest to of the organization have been handtrading in the least. In fact, it is peach growers in all parts of the led so that the largest grain compossible under the grain futures act state. Calling attention to the valfor supply and demand to have freer ue of quality and the benefits of country are seeking the business of

ing something that pleases your cus- the farmers of Michigan.

the expense of quality.

to weigh ten pounds; while thirty- a single member elevator has during In the routine of yesterday's news eight 2½ in. peaches have the same the past year applied for withdrawal was the announcement that the State weight. The following table will be from the organization, and three of

roads are superior, or at least equal member that one 21/2 in. peach is the longed period of depression the to, the roads of every other tourist-state in the country, there is no such thing as raising "too much money" (one of Governor Groesbeck's complaints against a two-cent gasoline in. peach, which makes one 2 1/2 in. tainment that has never been exceltax) for permanent and effectual peach as valuable to you as four 2 led and seldom equalled in the history of co-operative marketing ef-

"Picking cost decreases as size forts. maintain her summer playground increases, which is another good reason why large fruit is more desir-

"Fruit picked too green means a program puts the mooted "gasoline loss in tonnage. Off grade fruit sound plan of organization developed tax" at the top of the program of the means low sales and rejections at the markets."

services declare their Farm Bureau der the Michigan plan, is based on conserving and developing to our ut- dues are the best investment they strong local rather than centralized make. A statement made by Justin control. Its farmer members who Brammel, a young poultry farmer of are producing the grain, beans and Marine City, tells of the big dividends hay marketed by the Exchange govness through the Marine City Co- through their own local co-operative operative Elevator.

At the recent annual meeting of this live co-op., Mr. Brammel said: "I couldn't be doing business if it February, because of doing business

through the elevator. "Buyers from the city came to me last season before I had any eggs to with the Michigan State Farm Busell, with an offer of 40 cents. At that time the elevator quoted us 65 er of elevator products, while concents. When I was ready to market, trolling absolutely the marketing of cents, instead of 40 cents the buyers terference from the Farm Bureau or were still offering.

and it was worth about \$250 to me er of all is mobilized in the Michigan that one chance. Who wouldn't take a chance like that."

COLEMAN FARM BUREAU CREAMERY DOING WELL

Coleman, July 26-The Farmers' Midland county, has run along for trucks were put on and cream was paid for on delivery, and a dividend leclared at the end of the year.

The Board of Directors and the new manager, J. R. Mainprize, with the done without in any way weakenhelp of the County Agricultural Agent, decided on a more completely co-operative proposition. With the first of July they began making settlements twice a month. A third has already been made necessary. The patron must own two cans and the truck calls twice a week during the summer season. Eggs are also gathered. The company, however,

urnishes crates for these Frequently the trucks come in so crowded with cans of cream and egg cases that some are piled up in the cab.

Last year the output was 183,000

pounds of butter. This year every indication points to the making of over 300,000 pounds. John Clark, one of the staunchest Bureau.

Farm Bureau members in Midland ounty, is president of the creamery,

Why Men Sign Up County Farm Bureaus regularly advise their memberships on the spraying dates for various insects College a part of the University of May be recommended for the job.

Michigan under the direction and Michigan farmers should interest control of the board of regents of themselves in seeing that members GRAND RAPIDS HERALD, July 19, anyone on request for help in controlling bugs, blight, fungus diseases,

GREATEST GRAIN FIRMS BID FOR **EXCH. BUSINESS**

Farmers Have Built Wisely

Highest type of business dealing and good service have made the Michigan Elevator Exchange a powerful sales institution and an indespensible 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.. This has been made possible by the businesslike manner in which the membership, through its board of directors, has administered the affairs of the organization.

"The business of the organization has been handled in such a manner that the institution is unexcelled from the standpoint of service to the producers, and at the same time has maintained a most enviable standing with the grain companies, mills and exporters in the United States. While it is strictly a farmer owned and con-South Haven, July 25-The South trolled co-operative institution, it is the Michigan Elevator Exchange, "Business success lies in produc-which means thousands of dollars to

Elevators Appreciate It "Do not try to produce tonnage at "On the other hand, the Exchange has gradually grown in the apprecia-"It takes seventy-six 2 in. peaches tion of the farmers themselves. Not the five local organizations that had

Built on M. A. C. Plan

"Underlying this great accomplishment, and without which it would not have been possible, is a through the advice and counsel of the marketing and extension departments of the Michigan Agricultural College co-operating with the Michigan State Farm B EGGS THROUGH CO-OP. ernment of the Michigan Elevator Exchange, like that of the other com-Members who use Farm Bureau modity organizations organized unwhich he secured through doing busi- ern their central organization associations, through which they

ship their products. "Nor is this all. In addition to federating the local elevator associawere not for the farmers' elevator. I tions into the Michigan Elevator Exam about \$700 ahead since last change, the members have joined with the members of the other large commodity exchanges of the state and affiliated their organization Through this plan, the grow reau. sold through the elevator for 60 his hay, grain and beans without inother organizations, unites with "The buyers said I'd be taking a the other big commodity groups of big chance. But I took the chance, the state so that the combined pow-State Farm Bureau and made available for the solution of the big statewide problems, including legislation, transportation, publicity and other

nterests the commodity organizations have in common. "The Michigan Elevator Exchange started three years ago without capo-operative Creamery at Coleman, ital or experience. It is truly a pioneer in this field of co-operative ensome ten years. Last year two deavor. In spite of all this, during the past year it has handed back to its member associations a very comfortable sum in the form of patronage dividends. Moreover, this was ing the Exchange, for it still has a substantial surplus in its treasury. "The Michigan Elevator Exchange is performing an indispensable service for its members. It is now one of the permanent, big business in-

> August 1st the Kent County Farm Bureau annual picnic at Camp Lake. Dr. Eben Mumford will speak.

> > WE ENJOYED

stitutions of the country.'

Joe McGuire

Writes the Clinton County (Mich.) Farm

"Six hundred members saw this big story n the co-operative shipping of Live Stock. It has facts and romance that make it both entertaining and instructive. It drives home great lesson in co-operation."

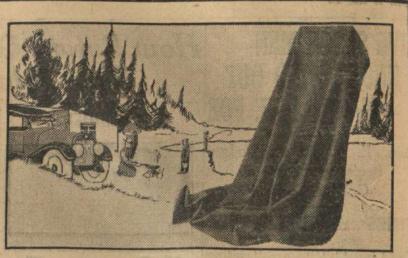
Book Joe McGuire

for your next County Farm Bureau's Live Stock Ass'n., Grange program. Write HOMESTEAD FILMS, INC. 732 S. Wabash Ave., Cent. Sta. Chicago, Illinois

Young Cows with calves by side consisting of blood from America's foremost herds at prices that enable them under Earliripe Hereford Beef Plan to pay for themselves within a year to 18 months. Bulls including prize winners at the larger shows at practical prices. Herd headed by Straight Edge 1169786, one of two sons of Perfection Fairfax out of a daughter of the Famous Disturber. T. F. B. Sotham & Sons (Herefords since 1839), St. Clair. Mich.

HEREFORDS MeadowBrookHerefords Fairfax and Disturb.





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 pre-

This blanket comes in two sizes 66x84 and 60x72 inches. State your choice. The blanket is built for wear and warmth. It will come out of a real camping trip looking just as good as it went in. After that it will make an ideal automobile blanket. You will find it very satisfactory for use on your own bed or for the youngsters. It's one cracker-jack of an all-around blanket for summer or winter use. Order yours today. Prompt delivery.

At the same time ask for samples and prices on Farm Bureau tailor-made suits and overcoats.

MICHIGAN STATE FARM BUREAU Fabrics Division Lansing, Michigan

--- SHROPSHIRES --- 100

McKERROWS ANNUAL SALE

AUGUST 15, 1923

50 Yearling and 2-year-old rams
35 Yearling and 2-year-old ewes
15 Show Lambs

The offering includes all our fitted show animals. There are as many high class show sheep as ever offered in a McKerrow sale.

Senator's Masterplece, sire of International Champion ewe 1922; Senator Bibly Third, sire of two International Champions and other noted rams have progeny in this sale.

At least 25 newly imported sheep from Great Britain will be sold, including first selections from the famous Buttar show flock.

Strengthen your show flock—buy foundation stock at this Our Greatest Sale of Quality Shropshires

WRITE FOR CATALOGUE

MCKERROW FARMS, Pewaukee, Wisconsin

McHERROW FARMS, Pewaukee, Wisconsin
Broughton-Rink-Miles Sale at Madison, Aug. 14.
J. C. Andrew Sale, West Point, Ind., Aug. 16.
Easy train connections between sales.

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.

There's a Difference in Condition of Hogs'



DETROIT PACKING CO., Detroit, Mich. Give this product a trial! It means money for you. Guaranteed 50%

take your order and fill promptly.

protein. Packed in 100 lb. bags. Your local co-op, manager or the Michigan State Farm Bureau will

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. Authorities in the wool trade believe the entire 1923 clip should find a ready market.

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. The profits are yours and you get them.

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. Final settlement when the pool is sold out.

Pooling Rewards Care in Handling Wool

MICHIGAN STATE FARM BUREAU Wool Department Lansing. Michigan

CH. DELEGATES TO USE FISTS FOR MARKETING WORK

Kill Agr'l. College's Co-op. Program

eresting Resolutions Adopted at Elevator Exchange's Meeting

to the great disparity between try, and prices of farm products and the

HEREAS, it is generally recogel of its extension and mar- mark, and

Michigan Elevator Exchange, IT RESOLVED, that the dele- shipped. of the Michigan Elevator Exge, representing local organizaserving at least 25,000 farmers, t recent attacks made through ent of the College, and

erference on the part of politias and other hostile interests.

County Agents

We, representing 107 elevators, Benton, Sowle and Bass, posed of 25,000 members, nowith surprise and amazement sts that the employment and mers and turned over to the Dean mer and his assistants, and

petent to hire their own emes, and determine the remunthat they shall pay such

ard to the method of employing co-operative managers,

county agricultural agents.

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

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 sent Political Efforts to given by the constitution of the State of Michigan, and also diligently oppose any attempt or interference in the performance of such du-

RMERS WILL FIGHT 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 WHEREAS, the economic con- Michigan grown beans, to the great n now confronting agriculture injury of the Michigan bean indus-

of the most important factors in Exchange recommend and advise read by 200,000 farmers in the mid- there were all sorts of discouraging ging relief to agriculture by de-ping a more efficient and order-of beans by our members be marked Copies of this book may be obtain-We were told it was impossible to de in the state and country, and matter with instructions to the ef- exchange to personal checks. HEREAS, the Michigan Agricul- fect that the 1923 crop be marketed ral College through the advice and in bags carrying our own trade-

departments, has promoted the BE IT FURTHER RESOLVED, erative marketing movement in that every car of beans sold through higan in a most commendable the Michigan Elevator Exchange er by assisting the farmers in shall be accompanied by a certificate establishing of the various com. from the official inspector of the marketing services, such as Michigan Bean Jobbers' Association describing the grade of the beans

Give Credit Where Due

evator Exchange has now become Clubs. various newspapers of the state one of the most successful if not the Featuring this year's program will one of the most successful if not the controlled co-operative grain mar- farm problems by Prof. Eben Mum-

edge their active support in pro-ting the College in this work from

possible without the high class busi-

gates in annual meeting assembled of Portland township. the State Administrative Board hereby express their great appreciae State Administrative Board hereby express their great appreciation of the employment and of the county agricultural tion of the unselfish service and steadfast attention to the interests be taken away from the of the Elevator Exchange of Mr. Os-

While we have the highest respect bean Shaw, we resent emphatish the idea that the farmers in the idea that the idea that the farmers in the idea that the idea that the farmers in the idea that the farmers in the idea that the farmers in the idea that the idea that the farmers in the idea that the idea th own counties should not be continued progress of their grain 6. RESOLVED that we recommarketing interests.

Appreciate Managers

5. WHEREAS, the success of a E IT RESOLVED—That we res- large commodity association such as during the shipping season. tfully ask the State Administra- the Michigan Elevator Exchange is e Board to rescind their action as dependent in no small measure on eported in the daily papers in re- th loyalty and support of the local



WHEREAS, certain Michigan job- "I can say it is easily the best if the facts are presented to them by s the farmer has to buy, is one bers are selling beans picking as and most practical book that has yet Farm Bureau representatives they he most serious problems facing high as 4 per cent, calling them been written on this subject and I will again indorse the organization choice hand picked Michigan beans.

HEREAS, it is generally recogthat co-operative marketing is

that co-operative marketing is

choice hand picked Michigan beans.

The Weekly Kansas City Star, ship renewals began last August,

vstem of distribution of farm with a prominent and plainly visible ed direct from the American Farm successfully stage another memberducts, and thus serving the best trade mark, and that the President Bureau, 58 E. Washington St., Chi- ship drive. ests of the greatest number of appoint a committee to arrange this cago, Ill., at \$1 per copy. Add 5c

have been completed by the various from thirty to thirty-five per cent committees in charge of the second have been away from home and in annual farmer and community picnic to be held at Riverside Park in Ionia ered. These people will be canvass-August 4 by the Farm Bureau, 4. WHEREAS, the Michigan El. Grange, Gleaners and Farmers is now going on in addition to the

be a special address on present day most successful farmer owned and be a special address on present day TIT FURTHER RESOLVED, the delegates of the Michigan Keting organization in the United States, and College. Prof. Mumford is recognized to Exchange, in annual meet-WHEREAS, the Michigan Eleva- nized as one of the leading agriculassembled, hereby express their to Exchange is performing an intural speakers of the middle west to Exchange is performing an intural speakers of the middle west to Exchange is performing and he is expected to bring with him about three townships per day. mplished by the College along relations and extension lines and distribution through the control of the middle west and he is expected to bring with him about three townships per day.

WHEREAS, the success of this named so as to include a member great enterprise would not have been from each of the farm organizations. Lester M. Campbell, of Portland, Farmers Capable of Hiring ness ability and efficient business bers of this committee are Herber. E. Powell, of Ronald; Lee Lampkin, of farmers in every county are doing Mr. Osmer and his assistants, Messrs. Saranac; Mrs. Nelson O'Beirne, of and to this fine co-operation is due

> members and maintain the business worked have signed up and they are of the Elevator Exchange in its now boosting to get their neighbors to

mend that our Board of Directors in- over" by the regular crew. struct the Manager to call the bean shippers together at some convenient point at least every sixty days

Congratulate Bureau

BE IT RESOLVED, that the dele- reau on the increased efficiency in and that the final results are going We also believe that any action is gates of the Michigan Elevator Ex- all their departments, and promise to put the Michigan State Farm Buegal that would deprive the county change in annual meeting assembled them our united support in all their reau in a position of much greater bureaus of their right to dictate hereby express their high apprecia- 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 Bureau story to every farm home in still sure that the farmers of Michito know, all about their Farm Bureau

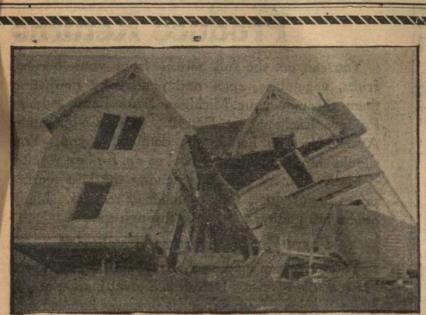
Counties Sign 500 to 1,000 The fact is that our men have met with a friendly reception everywhere and the information they give about the Farm Bureau is listened to with great interest. In each of the counties so far covered, from five hundred to one thousand of the best farmers have signed up for another three years. The work in these counties is by no means complete because many cases the county is not all coved by "follow-up men" and this work 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 coun-

The most hopeful feature of the of the Farm Bureau people in the counties. It means something these days to leave having or grain harvest and drive the Farm Bureau representative. This is what from one to two hundred or more of the best BE IT RESOLVED, that the delea splendid center around which 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-

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 pos-7. RESOLVED, that we congratu- sible to have a second and successful late the Michigan State Farm Bu- membership campaign in Michigan strength than ever before.



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.

Protect Your Home

WITH A CYCLONE INSURANCE POLICY

__ IN THE ___

Michigan Mutual Windstorm **Insurance Company**

Hastings,

Michigan

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

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.

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 51/3 cents per

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

THE REAL PROPERTY OF THE PROPE

hundred per year.

Feed Milkmaker Next Winter

At This Summer's Low Prices.

Michigan Farm Bureau Milkmaker is a pound, along with the analysis. ed by the Farm Bureau for its members. money. Not an ounce of "filler" in Every one of the 10 milk making ingredi- Milkmaker. Study the Milkmaker forments is printed on the tag, pound for ala in this advertisement.

24% protein, public formula feed develop- You know exactly what you get for your



J. B. STRANGE, Oneida 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 Septemer 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

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 Dep't., 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 Cottonseed Meal-43% 240 " O. P. Linseed Oil Meal 200 " Corn Distillers' Grains 200 " Stand. Wheat Bran 160 " Yellow Hominy 100 " Ground Oats 100 " Stand, Wheat Mid. 3X 100 " Cane Molasses 100 " Peanut Meal-40% 20 " Calcium Carbonate

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:

2000 lbs. of honest feed.

"I have been 40 years in the dairy business. Previous to feeding Milk-maker 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.

"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.

"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.

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

MGR'S. REPORT TO DELEGATES

Sales Agency Closes a Good Year; Market Situation Is Reviewed

Following is the report of L. E. local elevator association members: for fruit and vegetable products.

"Another year in the life of the bers were lost. We are glad to re- eral loading point inspection. port that not a single local withdrew this year and that seven of the nine withdrawals have found prices and service of the Exchange good enough their business

reau drive in this state was inaugu- this work. rated during 1920, grain, livestock, were feeling quite prosperous and it the proposition across. Almost immediately came the depression which caught agricultural prices among the first and for the past two years the greater majority of our farmers have taken tremendous losses. The best brains in the country today are attempting to solve the agricultural question and they are finding themselves up against economic laws which do not seem to permit the American farmer today to find his dollar yielding better than sixty cents in buying power

Surplus Worries

and every grain man interested in September. Cotton seed meal market tion of Michigan. We feel there seeing the producer get a fair re- is firm but expect decline on new should be a good demand for new turn is wondering where we are to crop. put the surplus, and which surplus largely governs the price for the entire crop. Europe, still financially weak but strong for the God of War, has raised the best crop of grain for bushels. many years. Russia should work quite an export trade this year to the disadvantage of the American farmer who has raised rye.

enough for consumption in this coun- of the mills this week. try have been criticized severely, but, will help the wool market situation. viewed from some angles, supporters of this plan have at least given us something to think about. The farmer is in a buyers' market for what he if the farmers of the United States that wheat would now be selling for we get more foreign business we beand it is going to keep every one of prices. us busy to keep this crop moving,

Local Manager Important and local associations responded readily to the idea of such an Exchange. Too much was promised and expected right from the start and it has been no easy task to satisfy the two hundred co-operative associations Farmers Condemn In Michigan we are now doing business with. Each local manager has his own style and way of doing business and we have found that we had to alter some of the original ideas and laws. Your present staff of employees at Lansing has endeavored to make the affiliation of each Association to the Michigan Elevator Exchange as agreeable to the local manager as possible. If each stockholder and patron of a farmers' association appreciated the fact that fully 75% of the success or failure of their business rested with their manager. we feel sure that the stockholders would mix in a boost to the manager once in awhile. We have one or two local associations which are changing managers three and four times a year. It's a question of how long before the sheriff will get them. One thought we want to send home with you directors is, once you find a good manager stick to him tight and keep him feeling right. You have hired him to run your business and handle your money. Treat him as a man responsible to fill the job and watch him sweat to make good

Exchange Business Good

pect to pro rate back another dividend next spring. The Elevator Exchange trade-mark. claims the distinction (and in Michiery legitimate draft on first presenta- and pledged united support, tion. Over ten million dollars of drafts of co-operative associations structed to call the bean shippers to- Ass'n., discussed organization opporyour consideration,

"The past twelve months have been situation, hard pulling for many co-operative elevators. Several have failed and but very few new ones begun. The outfits were lost before they started. 1923: failures were for the most part due to mismanagement and under-financ- should justly feel he is part owner of Cash on hand ing. The chance of failure goes with the Exchange. It's your money be- Office Equipment anyone entering business, but some hind it and it's your business that Accounts Receivable of the failures could have been avoid- keeps it going. Criticize the Lansing ed if the local boards had looked force when they need it, boost for around for some advice. Too many the Exchange to your neighbors, and Working Capital five thousand dollar plants were it's dead certain that Michigan will Accounts Payable bought for fifteen thousand, then continue to lead all other central SURPLUS capitalized for twenty thousand with states in this type of marketing mathree thousand paid in cash. These chinery.'

Mich. Fruit Growers Set To Market State's Fruit

Will Use Sales Service of the Federated Fruit and Vegetable Growers

have definitely taken out member- amount through the courts. Osmer, manager of the Michigan Ele- ship in this new central exchange. vator Exchange, to the third annual Marketing agreements have been meeting July 17, which closes a year perfected with the Federated Fruit the U. S. inspectors for a re-inspecin which 4,450 cars of grain, hay and and Vegetable Growers Inc., the big tion, for which he must pay \$12, or in which 4,450 cars of grain, hay and and regular three times the usual inspection fee. beans were sold for members of 200 national co-operative sales agency three times the usual inspection fee. held in the busiest season of the take care of matters of this kind,

"Another year in the life of the Michigan if they sustain the buyer's appeal, ilies attended each meeting. These ing money and increasing members' Michigan Elevator Exchange is behind us. Measured in dollars of busiFruit Growers Inc. was held at Benthe original certificate is reversed were truly representative meetings of returns by getting together on ness, better satisfaction of local ton Harbor on Friday, July 6, to sea and the buyer's re-inspection fee is the wide awake and progressive things. members, and wider recognition by cure loading point inspection for refunded. Otherwise the sale holds. farmers of the respective counties. the general trade, we have closed a Michigan. Mr. R. C. Butner of Chisuccessful year. At the end of the cago, representative of the U. S. Defirst year in business four locals withpartment of Agriculture, told the ization, the Michigan Fruit Growers
July 10. Even though the farmers effects a savings by getting a gendrew from the Exchange, at the end fruit growers the conditions under Inc. will become one of the regional were right in the midst of having eral carlot rate. This spring it of the second year five more mem- which they might obtain such fed- exchanges affiliated with the Fed-

May Get Inspeciton Service Bureau of Foods and Standards of dividual growers, the local co-operato come back with a liberal portion of the State Department of Agriculture, tive fruit association, the Michigan to secure the co-operation of the Fruit Growers Inc., and the Federa-"When the first general Farm Bu- State Department in carrying out ted Fruit and Vegetable Growers Inc.

and all general produce were selling by Michigan co-operative fruit ship- problem only by a national sales for peak prices. Farmers generally pers and all other fruit shippers who agency can the flooding of certain have been at the mercy of a situation markets be prevented, the best adwas comparatively easy sailing to put whereby firms could reject perfectly vantage taken of temporary shortgood shipments in the face of a fall- ages in any given markets, overhead

certificates, these shipping point cer- the least cost

portant commercial documents. If sale is concluded on the basis of such U. S. certificate, and the certificate shows that the product shipped was actually of a certain grade, the trans-The Michigan Fruit Growers Inc., action is legally closed and the shipnow has 16 local associations that per can force payment to the full

The receiver has a right to ques-Two U. S. inspectors will then year did not reduce the attendance, also to work out uniform methods An important meeting of the thoroughly inspect the product and

Part of National System Inc., the national sales agency. There in the program. Negotiations are under way will thus be four units in the pro-W. P. Hartman, head of the posed sales arrangement - the in-

Michigan fruit growers realize This is a protection long desired that marketing fruit is a national ing market and get away with it. | marketing expenses kept down to Under the provisions of the law the minimum and the best and most covering these federal inspection efficient distribution be obtained at

MARKET CONDITIONS

As Reported By State Farm Bureau Marketing Departments

FARM SUPPLIES

Mill feeds market has been strong with an advance in prices. We an-"Another crop of wheat is made ticipate lower prices in August and looking good over the greater por-

> Oil meal market is steady. Last year's government estimate on flax seed was 12,000,000 bushels. This year the estimate is 18,500,000

> > WOOL

Wool market has been inactive the past 6 weeks. The tendency is to be-"Those who have advocated the come more active. June imports curtailment of wheat acreage to a have dropped off considerably. Next figure which will just permit of spring's woolen goods will be out

We do not look for much higher prices in wheat at the present al- beans. The worst of the proposition grade, sells and a sellers' market for what though there is a brisk demand from is there is nothing ahead to encourhe buys. It would be very interesting flour millers. Very little export busi- age holding old beans, had raised a crop of 600,000,000 Canada are just starting to cut. The bushels of wheat this year, with the big movement hasn't started yet. duty now in force. The chances are About thirty days from now, unless at least \$1.50. Instead, we have a lieve this wheat will start piling up, surplus of over 200,000,000 bushels although it is now at starvation

OATS

Some new oats arriving in Chicago from Iowa reported fair quality. Oats oats, when you consider the difference in price between corn and oats. However, this grain usually follows in sympathy with the other grain markets. CORN

Corn crop looking good all over the corn belt. New crop should sell at a great reduction under present to be very high throughout the sea-

BEANS

est crops of beans ever raised. If the to locate a market, crop comes through in good shape

(Continued from page 1) manded that members of the State Board of Agriculture elected by the voters stand by all the rights and duties of their office as given by the constitution and oppose any interfer-

nce in performance of such duties. Michigan farmers view political inerference with the State Board of agriculture in the Dr. David Friday esignation as president of the M. A. and the present attack of the County Agricultural Agent system and attempts to discredit the State Farm Bureau as administration efforts to ham-string the State Board be much improved this season beof Agriculture, to take control of the cause the Pere Marquette has added able quality, dealers in the markets Agricultural College and the County considerable to its equipment; and Agent system away from the farm- H. O. Barnhouse of Hulburd, War- stiff price. ers and to wreck the forward mov- ren & Chandler of Toledo who ing co-operative marketing work discussed the growth of co- by the Sales Manager they are turnwhich is being fostered by the Farm operative marketing and declared ed over to the traffic expert who Bureau organization,

Protest Bean Mixing

Other resolutions protested the mixing foreign beans with Michigan how by advertising beans to the conbeans and hurting the Michigan prod-sumers the bean industry could great-cussed in a future article. One of uct on the market. The Exchange ly increase the consumption of Amer-the aggravating things about pres-"The Exchange is in excellent delegates recommended that their ican beans, with resulting good prices ent marketing methods is that a sale financial condition and if volume of elevators protect themselves and the to the producers. The raisin grow- is never complete until the draft has our business continues steady we exbags plainly marked with a protective orange growers have proved that it have discovered to their sorrow,

The State Farm Bureau was congan it is a distinction) of paying ev- gratulated on its increased efficiency of the Farm Bureau, Hale Tennant of The Elevator Exchange was in-

paid the first time presented is worth gether at least every 60 days dur-tunities, ing the shipping season to review the

"Each member of this Exchange

Compliment Local Managers Exchange expressed high appreciation quotations of the work being done by local elevator managers.

Speakers at the meeting were O. M.

is assured. To Increase Bean Sales The delegates heard William

can be done Clark Brody and C. H: Runciman firmed order and final settlement. the M. A. C. Markets Dep't., and H. C. Rather of the Crop Improvement Emmet Bureau Still

FINANCIAL STATEMENT Following is the financial state-Manager Osmer and his assistants, ment of the Michigan Elevator Ex- Mr. C. L. Brody, Sec'y.-Mgr., change for the year ending June 30,

LIABILITIES \$16.820.00 7.100.94 17,868,12 \$41,789.06

THUMB FARMERS **BEHIND BUREAU**

tificates of grade become highly im- Many Attend St. Clair, Huron and Sanilac County Meetings

> Bad Axe, July 15-The keen in-Clair, Sanilac and Huron counties.

Under the present plan of organ- held at Bad Axe, Monday evening, for Farm Bureau seed, on which it

Earl McCarty, president of the Huron County Farm Bureau, prein which the chairman handled it.

reau leaders. Mr. Moore discussed which is doubling Hillsdale's alfalfa manner and the fact that his state- demonstrations attended by 2,200 ments represented accurately the people last year, hundreds of boys farmers' view-point, made his address and girls interested in club work all the more appreciated. with a result that scores of pure-

C. L. Brody, secretary-general bred herds have been started in the manager of the State Farm Bureau, county. discussed the question from the

each year, and one that actually rep- splendid work that it has well unesents them and fights for their in- der way.

How Potato Exch. Sells John Smith's Spuds (Continued from page 1)

ager who asks for box cars or re prices. Old cash corn will continue frigerators, according to the season. As soon as the cars are placed the manager secures the initials and numbers and reports them by phone The market on Michigan beans is or wire to the Sales Manager of the \$2.00 per hundred lower than the Michigan Potato Growers' Exchange market was six weeks ago, much to at Cadillac. At the same time he reof about 500 cars of old Michigan be loaded into each car and the Loeb Farms, to picuic, receive in-

In most cases the Sales Manager draw cuts for their pigs. is able to give shipping instructions girls who made their start with purein fine imm shape and it is generally expected to be filled, he makes note of the car Michigan will have one of the larg- numbers and contents and proceeds

In the terminal markets potatoes our guess would be beans will be in carlots are handled by wholesale John Healey, Fay Martin, Theodore selling nearer four cents per pound buyers, commission men, jobbers, than anything else. Buyers all brokers, retail stores, chain stores, through the country have been read- and consumers' clubs. The regular ing the last government report on operators are listed in huge books of Healey, W. F. Wurn, Maier John-"Your Elevator Exchange was begun during highly prosperous times gun during highly prosperous times aged trade but at such low prices per cent more been such as a such low prices per cent more per cent seed trade, but at such low prices that the farmer cannot afford to sell. Rye is a very cheap feed as compared to the price of corn.

per cent more beans than we had last year. Naturally a report of this kind does not stimulate much buying a head.

per cent more beans than we had last year or may not have been for mer customers are solicited for orders by letter, by wire and by long distance phone. The Sales Mandistance phone. The Sales Mandistance phone. The Sales Mandistance phone and Sales or Sales Mandistance phone. The Sales Mandistance phone are solicited for orders by letter, by wire and by long distance phone. The Sales Mandistance phone are solicited for orders by letter, by wire and by long distance phone. The Sales Mandistance phone are solicited for orders by letter, by wire and by long distance phone. The Sales Mandistance phone are solicited for orders by letter, by wire and by long distance phone. The Sales Mandistance phone are solicited for orders by letter, by wire and by long distance phone. The Sales Mandistance phone are solicited for orders by letter, by wire and by long distance phone. The Sales Mandistance phone are solicited for orders by letter, by wire and by long distance phone. The Sales Mandistance phone are solicited for orders by letter, by wire and by long distance phone. ager quotes his quality and seeks ham, Raymond Snider, Walter Dyer, Messrs. C. S. Benton, D. P. Sowle and the best possible price for the vol-Neil Bass were congratulated on their the best possible price for the volume he has to move. He also spreads frank Winnik, Charles Celear, all of Politicians' Actions efficient management of the Ex- his quotations over a wide range of Charlevoix. country, always looking and hoping Local elevator directors and the temporary famine, will jump at his for a market which, by virtue of a

Will Pay For Quality

In case of heavy and general move-Gibson, Baltimore exporter, who said may have to modify his prices to ment, as occurred last season, he that until the Ruhr situation in Ger-many is cleared up the export business to Europe must continue to be uncertain; F. A. Butterworth, Chicago freight agent of the Pere Mar. or shipper with a reputation for alcago freight agent of the Pere Marquette, who said that refrigerator ways filling orders with high quality stuff has a great advantage. car and general car service would Potatoes are sold on a quality basis; will not haggle over a reasonably

When orders have been obtained that with good management its future gives billing and shipping instructions to the local manager who reported the cars ready to move. practice of certain bean dealers in Clendenin, advertising expert, tell of potatoes on the road and their

there is many a slip between a con-

Stands For Gas Tax

Petoskey, Michigan,

Michigan State Farm Bureau, Lansing, Michigan. My Dear Mr. Brody:

672.85 olution, endorsed the action of the will find in Michigan. 22,802.50 State Farm Bureau in supporting the gas tax and wish no compromise, talk the matter over with you? There \$41,789.06 The sentiment in this county is are many features about our work unanimously in favor of the gas tax. that we would like to explain to you Very truly yours,

Emmet County Farm Bureau, (Signed) Laura E. Gibson Secretary. Charlotte

Hillsdale's T. B. Drive Will Pay For Itself

(Continued from page 1) The co-ops have from 100 to 400 members each and Litchfield and the Tri-County Co-op. at Montgomery have paid some very good patronage dividends.

Organizes Associations The Co-ops. and the Farm Bureau

work together very closely. They Bad Axe, July 15—The keen in-terest shown by the farmers in the Price for cream and stopping the Thumb District is surely very en-couraging. During the past few ing the price way up where there weeks preliminary membership camis a Co-op. and making up their tion the grade, but he must call on paign meetings have been held in St. losses in communities without a Coop. The Farm Bureau has organized The fact that these meetings were the Co-ops, into an association to as 200 to 260 farmers and their fam- of handling live stock, means of sav-

At Hillsdale the County Farm Bu-In Huron County the meeting was reau is the county distributing point and harvest, over 260 attended, handled 58,000 pounds. The Bureau erated Fruit and Vegetable Growers, many of whom took an active part also helps the Co-ops. line up twine

Farm to Farm Service

The County Farm Bureau helps sided at the meeting and much of its maintain County Agricultural Agent success was due to the able manner Weinberg, a county club agent leader and gives both the use of all its A short address was given by office and field equipment and the County Agricultural Agent E. E. services of the County Farm Bureau Twing. All who heard Mr. Twing secretary. This service to the Hillsrealized that they were listening to dale County members costs the Buone of the best and most experienced reau about \$400 a month. The County organization leaders in the state. Farm Bureau is well satisfied that One of the best numbers of the the expenditure is justified, by the evening was an address by John results of the tuberculosis campaign, Moore, one of the local Farm Bu- a recent dairy-alfalfa campaign the Farm Bureau in a most able acreage each year, poultry culling

These are just a few of the things State Farm Bureau's angle and out- that the Hillsdale County Farm Bulined the accomplishments and ac- reau is doing. Its program is broad tivities of the central organization. and has room for attention to every The Farm Bureau ranks high with farm problem. Beginning the sixth Thumb District farmers as an organ- of August the Bureau will campaign ization that is gaining in strength again for members to carry on the

> CHARLEVOIX ORGANIZES PURE-BRED PIG CLUB

Boyne City, July 25 .- July 24th was a big day for 36 Charlevoix County boys and girls. Through an arrangement by the Charlevoix County Farm Bureau each received a pure-bred Duroc Jersey gilt under a very liberal contract with the Loeb-Farms at Charlevoix. These future farmers gathered from all parts of the disappointment of the holders ports the exact number of sacks to Charlevoix County to inspect the structions on swine raising and

Helen Hardy, Ruby Hardy, Walter Kintz all of Boyne City; Alice Nowland, John Martin, Fred Martin, LaCroix, Daniel Reich, Wright, Roscoe Wright, Russel, Frances Russel, Clayton

Just think what would happen if, when you needed a doctor, you had to wait as long for him as he sometimes has to wait for his money .- Farm

BUSINESS NEWS

POULTRY FARM, completely equipped flust be seen to be appreciated. For particulars write MACALWHITE POULTRY FARM, Caro, Mich.

FALL SEED GRAINS — Make plan now to sow Registered or Certified grain seed this fall. The Farm Bureau Seed Dep't., is prepared to supply you with the best Rosen Rye, Red Rock Wheal and Winter Barley. STATE FAR BUREAU SEED DEP'T., Lansing, Michigan.

FARM BUREAU VIRGIN WOOL out-ing blankets, \$5 each. Just the thing for campers, canceists, sportsmen. Color dark Michigan green. Soft and warm Two sizes—Columbia, 66x84 inches and dark Michigan green. Soft and warm.
Two sizes—Columbia,
the Collegiate, 60x72
postpaid. A bargain. Mich. Farm Bureau Clothing Dep't.,
Lansing, Mich.

Monuments

If you contemplate erecting a July 6, 1923 monument or stone to the memory of some departed one, we solicit an opportunity to submit an estimate on the work. The R. W. Carr shops in Charlotte and Battle Creek have as Our Executive Committee, by res- large and complete a stock as you

Will you give us an opportunity to in person. Drop us a card.

> R. W. CARR Battle Creek

FOR SALE

1 Acme Model No. 11, 32 volt motion picture projector equipped with the following:

2 lamps, 50 feet of heavy duty extension cord to be used with farm light plants, 50 feet of extension cord and 1 rheostat to use with 110 volt circuit.

1 "Homelite" Portable Electriclight Plant developing 500 volts and weighing 100 lbs., operates above motion picture machine perfectly four hours on 1 gal. of gasoline and four ounces of lubricating oil; an ideal outfit for schools, churches, Granges, Farm Bureaus or county agent work; new, used but very little. Will sell entire outfit for \$350.

B. E. Shaffer, Co. Agr'l. Agent,

TIX-TON-MIX

An economical protector of sheep health sold by drug and gen-eral stores or a \$3 package enough for 30 sheep six months by paid parcel post from

PARSONS CHEMICAL CO., 400 E. Mich. Ave., Lansing, Mich.

Insurance Co. Lansing, Michigan

Michigan Mutual H.

\$264,909.45

Paid to Michigan Farmers in Pa Five Years, Eleven Years Suc ful Operation,

Assessable Capital Over \$10,000,0 Hail Insurance with this comp is not an experiment—we have the losses. During 1921 Michigan farmers received from us

\$74,670.25

No farmer can afford to be without Hail Insurance in this reliable of This company guarant assessments shall not exceed the per cent in, any one year.

Better Wheat Marketing Days Ahead

Hold Back Your Wheat! The Michigan Elevator Exchange believes that we have seen the worst of the low wheat price storm and that the market should do better. We encourage farmers to hold back their wheat and not dump it at present low

Last week one of the biggest Chicago houses sought to contract with the Elevator Exchange for an entire year's supply of wheat for its cereal mills at the low price on that date. The Chicago house believed that prices were as low as they could be in the next twelve months. We believe you will do well to hold back on your wheat.

At the third Michigan Elevator Exchange annual meeting on the 17th of July, 140 delegates, local managers and local directors sat down to dinner together. There was not a sore spot in the meeting. The business for the year was 4,450 cars of grain, hay and beans. That looks as though the service is good and satisfactory to all concerned. Is your local co-operative elevator selling through the Elevator Exchange? Would you like this service? Ask your directors and manager to get at for you.

MICHIGAN ELEVATOR EXCHANGE Lansing, Michigan

You Can Better Your **Produce Returns**

You can get the full return from your berries. fruits, vegetables, eggs, and poultry by marketing them through your Michigan State Farm Bureau Produce Exchange at Detroit. Your Co-operative Association can handle the details for you, You should ship through your local co-op. for best results.

Many farmers are not receiving the best market prices for produce, for a number of reasons. Many others are getting top prices through the

Farm Bureau Produce Exchange

You have been reading about them in the Michigan Farm Bureau News. Detroit is a great market and is eager for good farm produce, properly handled and brought to the consumer in good condition. We keep your Co-operative Manager thoroughly informed on WHEN and HOW to make shipments. Increase your returns by working with him and with

SHIP NOW All Kinds of Poultry

Especially Broilers, Hens and Ducks Shipping tags and information gladly furnished on request

Other Products Handled and Marketed

Asparagus, Strawberries, Gooseberries, Raspberries, Celery, Potatoes, and all kinds of fruits and vegetables, also eggs. Producers unable to ship through a co-op. should write us for information on how this service may be obtained.

A Dep't. of Michigan State Farm Bureau



Detroit, Michigan

2729-31 Russell St.

Cadillac 2270