

CO-OPERATIVE GRAIN MARKETING CO. TAKES OVER THE ELEVATOR SYSTEMS OF FIVE NATION-WIDE CORPORATIONS

Big Firm Started by the American Farm Bureau Now Handling New Crop; Old Management Is Retained to Direct the Business During Transition Period

Chicago, August 12.—Some weeks ago the American Farm Bureau Federation astonished the country by announcing a proposed co-operative Grain Marketing Company of farmers and their organizations for the purpose of taking over and operating in a co-operative way the properties of five of the largest terminal elevator and grain marketing firms in the country.

Events have moved quickly and since August 1 the Grain Marketing Company has been operating the great terminal elevator properties and other facilities of the Armour Grain Company, Rosenbaum Grain Corporation and Rosenbaum Brothers, the J. C. Shaffer and Company and the Davis-Noland-Merrill Grain Company, retaining the necessary operating management of each of these companies to insure the success of the one big co-operative grain marketing organization. The Grain Marketing Company is purchasing the above properties at a valuation to be fixed by competent, disinterested appraisers. Stock in the Grain Marketing Company will be held by grain farmers and their organizations.

Provides Co-op Service

The purpose of the Grain Marketing Company is to provide grain growers with complete co-operative grain marketing facilities, starting with completely equipped and successfully operating elevators and other facilities in all the great terminal markets—and connecting therewith existing local and state-wide co-operative grain marketing institutions and developing more of them.

It develops that this plan of co-operative purchase and operation of the above properties has been under consideration for the past ten months, that the irresistible growth of the co-op marketing movement toward a national grain marketing plan and the success of farmer legislation affecting grain marketing have had considerable to do with the situation.

Location of Properties

The Grain Marketing Company will purchase the elevator properties and leaseholds of the five above corporations at the following terminals: Chicago, Minneapolis, Kansas City, Texas City, Savannah, Ill., Erie, Pa., Fairport, Ohio, Depot Harbor, Canada, Fort Worth, Tex., Omaha, Galveston, Tex., Norfolk, Va., Winona, Minn.

According to the contract entered into between the Grain Marketing Company and the above corporations the selling price of the above properties and lease holds is to be the figure decided by a disinterested board of appraisers. The Grain Marketing Company is purchasing only the physical assets of the elevator corporations—elevators, railroad sidings, office and other equipment. If they find any of the elevators are out of date, they may reject them. Nothing is to be paid for "good will" or other intangible property of that kind.

Its Capitalization

The Grain Marketing Company is to be capitalized at \$25,000,000, to be financed by the sale of 1,000,000 shares of membership stock at \$1 each and 1,000,000 shares of "A" stock at \$25 each, to be sold large grain producers and co-operative ass'ns as financing stock. Only producers may hold this stock. For early financing purposes the Company is issuing 500,000 shares of non-voting "B" stock at \$50 a share which is to be retired as soon as sales of the "A" stock will permit. Both the \$25 and \$50 stock will pay 8 per cent dividend, less two per cent, which will be set aside as a reserve fund. Any earnings over that amount are to be pro-rated back on a patronage basis.

In order that the Grain Marketing Company might get under way with the new crop, it entered into an agreement with the grain firms to lease their property for one year at 8 per cent of its value. In the meantime the properties will be appraised. The grain companies have advanced the Grain Marketing Company \$4,000,000 as operating capital, which is the first money to be repaid.

Retain Key Men

By a contract between the Grain Marketing Company and the grain elevators, the key men of the elevator managements, together with all necessary assistants, become the sales force for the Grain Marketing Company within the next five years. The employment of these experts who have a life-time of familiarity with the intricacies of grain marketing is an insurance against any well-meaning but costly moves which might be taken by those not so well

PLANS ALL MADE FOR DAIRY PICNIC AT M. A. C. AUG. 22

Everything In Readiness For Record Breaking Crowd Of Dairymen

MILLER & GLOVER SPEAK Each Minute of the Day Will Be Packed With Fun And Instruction

Friday, August 22nd will be a red letter day for Michigan dairymen and especially for members of the Michigan Milk Producers Association. On that date more than 5,000 dairymen are expected to gather on the M. A. C. campus for a big picnic and out-door meeting. Headline attractions on the speaking program include two of the foremost authorities on dairy problems, Judge John D. Miller of Susquehanna, Pa., President of the National Milk Producers' Federation, and A. J. Glover, of Ft. Atkinson, Wis., editor of Hoards Dairyman.

This picnic is being held on the M. A. C. campus as a result of an invitation of the Dairy Department of the College which was extended to the dairymen at the annual meeting of the delegates to the Michigan Milk Producers Association last October. The working out of the plans for the picnic and the splendid program which was prepared has been accomplished by the co-operation of the College Dairy Department and the Michigan Milk Producers' Association.

Better Come Early

During the forenoon Mr. O. E. Reed, Professor of Dairy Husbandry of M. A. C., will have charge of a demonstration by the Dairy Department to show what is being done in a practical way toward bettering dairy conditions in Michigan. This, together with inspection tours, etc., will take up the forenoon period.

Several contests and stunts have been scheduled for the middle of the day with very liberal cash prizes. There will be a buttermilk drinking contest and an attendance contest open to the various locals in the Michigan Milk Producers Ass'n, an attendance contest for the various cow testing associations and special prizes for the person who is present with the largest number of children, for the father who brings the largest number of sons, for the heaviest man, the lightest man, the tallest man, the shortest man, the man coming the longest distance by auto and the man who walks the farthest to attend the meeting. All of these latter special prizes are limited to members of the Michigan Milk Producers' Association.

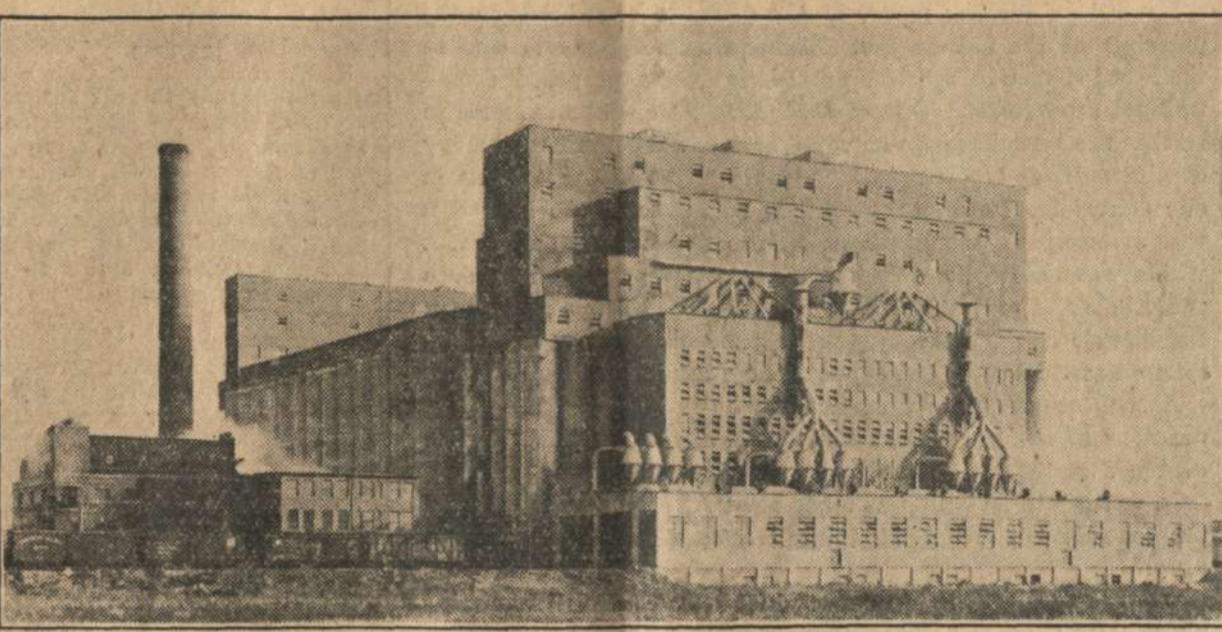
Hull vs. Moon

One of the unusual features of the picnic which is attracting more than ordinary attention is the milk-throwing contest for the state of Michigan championship which will be held between Mr. N. P. Hull, president of the Michigan Milk Producers Ass'n, and Mr. M. L. Noon, director of that organization and president of the Michigan State Farm Bureau.

Too much cannot be said as to the ability of the two exceptionally strong speakers who will talk to the dairymen in the afternoon. Judge John D. Miller is not only president of the National Milk Producers' Federation, but is also first vice-president and general counsel of the Dairymen's League Co-operative Ass'n, Inc. of New York City. Mr. Miller is considered one of the best informed men on the matter of producers' organizations for marketing dairy products that can be found in the United States. He has been closely connected with co-operative dairy marketing organizations for many years and it has been the genius of Mr. Miller as a lawyer and a man who understands the desires and needs of farmers that has guided the great Eastern farm organization in a legal way to many notable achievements.

Mr. Miller has represented the Dairymen's League as their attorney in several big law suits instituted by enemies of the organized farmers' program and has won important legal victories that have made it easier for farmers' organizations to keep up the good fight. He has this same speaking and ability as a platform convener and on many occasions has had audiences of dairy farmers fair-

One of the Great Elevators Taken Over By Farmers' Grain Marketing Company



WOOL POOL SELLS 2,000,000 POUNDS

Michigan-Ohio Growers Are Moving Clip to Market Rapidly

Columbus, Ohio, Aug. 13.—Sales of approximately 2,000,000 pounds of 1924 wool belonging to Michigan and Ohio Wool Growers Co-operative Marketing Ass'n members have been announced by officials of the Ohio Ass'n in charge of the 1924 wool pool warehouses here. Receipts of wool up to the present indicate that the Ohio-Michigan pool will have about 4,000,000 pounds. This year. Prices received for the above wool have been very satisfactory, according to officials of the Ass'n. Delivered east, Delaine wools have brought as high as 50 to 54 cents.

This year members of the newly organized Michigan Wool Growers Co-operative Marketing Ass'n are co-operating with the Ohio folks at their invitation. Michigan members are guaranteed a handling and sales charge of 2 and three-fourths cents per pound. Every man in the pool stands his own wool freight, which amounts to about one cent a pound. The Michigan wool pool closing date was August 1, for counties south of Saginaw Bay. September 1 is the closing date for the northern counties. No wool was accepted except on the contract of the new Wool Growers Ass'n. Every member of the Ass'n. Non-Farm Bureau members are paying half a cent a pound extra handling charge.

Ship By Local Freight

No more wool should be shipped to Lansing. Any wool grower living south of Saginaw Bay and holding a Wool Growers Ass'n pool contract should ship direct by freight to the Ohio Wool Growers Ass'n warehouse at South Columbus, Ohio, not forgetting to put stout cards bearing his name and address and weight of wool both inside and outside of the wool sack. Write the Ass'n when you ship; if you want a cash advance, say so. Until Sept. 1 the Michigan Wool Growers Co-op Marketing Ass'n at Farm Bureau headquarters, Lansing, will accept applications for wool marketing contracts from wool growers living north of Saginaw Bay. This wool would also be shipped direct to South Columbus, Ohio.

LOWDEN SPEAKS AT POTATO MEETING

Cadillac Exchange Holds Sixth Annual Meeting August 20 and 21

Cadillac, Aug. 14.—Frank O. Lowden, former governor of Illinois, who refused the Republican nomination for vice-president, and Herbert F. Baker, of Cheboygan, candidate for the Republican nomination for governor, are to be the principal speakers at the sixth annual meeting of the Michigan Potato Growers Exchange, to be held here Wednesday and Thursday, August 20-21. Mr. Lowden is equally known as the president of the Holstein-Friesian Ass'n of America and is prominent in co-operative marketing work.

Business sessions will be held at the Cadillac Opera house. The delegates will have a free banquet Wednesday evening in the pavilion at the Park of the Lakes.

During the first session on Wednesday afternoon the various phases of co-operative marketing as applied to potatoes will be considered. Two new directors will be elected at the business meeting on Thursday, the terms of Ernest Snyder of Lakeview and Fred Smith of Elk Rapids expiring at this time.

SAFESEED, INC., TO SERVE MICHIGAN

National Co-op Seed House Now Lining Up Supplies of Alfalfa

Michigan's connection with SAFESEED, INC., the national co-operative seed buying concern organized recently at Chicago, will probably become apparent with the new crop of northwestern grown Grimm and Utah alfalfa. In behalf of the Michigan, Ohio, Indiana, New England and other state Farm Bureaus, SAFESEED, INC., is in the west lining up stocks of alfalfa seed. It probably will be shipped to the various state Farm Bureaus in SAFESEED, INC. sacks. In Michigan such seed would take on the Michigan State Bureau seed analysis tag, and guarantee and be distributed as before, only in SAFESEED sacks.

With the growth of Farm Bureau seed services in the various states the need for a central seed buying and financing agency for handling western seed became apparent. SAFESEED, INC., was organized to handle this work co-operatively for the Farm Bureaus. J. W. Nicolson, for four years the head of the Michigan State Farm Bureau Seed dept., was called to Chicago to manage the new concern. At present he is in the northwest, looking up alfalfa seed from the growers' organizations just as he did for the Michigan Farm Bureau only today he has the buying power of several states.

SAFESEED, INC., will purchase only certified seed, backed up as to origin, genuineness of strain, etc., by affidavits of the growers and their organizations. This is the policy of the Michigan Farm Bureau. All seed records of the SAFESEED organization will be open to inspection by the Michigan and other interested Farm Bureau seed depts. The result will be stronger co-operative seed organization.

PROF. F. A. SPRAGG KILLED IN WRECK

Was Known Throughout Nation as Noted Plant Breeder

Michigan farmers learn with sorrow of the tragic death of Frank A. Spragg, Associate Professor of Farm Crops at the Michigan Agricultural College, his wife and youngest son, which occurred the evening of Aug. 13, when their car was struck by a Pere Marquette passenger train at a grade crossing near Okemos, a few miles from the college. The Spraggs were returning from a trip to Cincinnati and were almost within sight of their home. Two young sons, 11 and 9 years of age, survive.

Prof. Spragg had been with the College some 20 years and was considered a national authority on plant breeding. He is best known for his scientific labors which gave to Michigan agriculture such improvements in grain varieties as Red Rock and Berkeley Rock; rosen hard winter wheat varieties; rosen rye; the Worthy, Wolverine and Alexander varieties of oats; the Michigan two-row, the Michigan Black Barbliss and Michigan Winter varieties of barley; Robust beans and Hardigan alfalfa. Mr. Spragg's work was responsible for a tremendous advancement in Michigan agriculture along farm crop lines.

Course in Co-op M'k't'g At Cornell University

The New York Legislature during its recent session, appropriated \$45,000 for the purpose of establishing a course in co-operative marketing at Cornell University.

CHAIRMAN OF EXECUTIVE COMMITTEE OF MICH. STATE GRANGE SHOWS FARM BUREAU DELEGATES NEED OF LOYALTY

Declares Value of Organization Clearly Shown; Now Farmer's Duty To Support—Not Leave It All To Leaders, If The Greatest Success Is To Be Secured

Probably there is no man in Michigan whose advice and counsel commands greater respect than does that of N. P. Hull of Lansing, chairman of the Executive Committee of the Michigan State Grange, President of the Michigan Milk Producers' Ass'n and officer in several national dairy organizations.

Partly because of the prominence of the man and partly because of the solid worth of the address, we are giving NEWS readers herewith rather complete extracts from Mr. Hull's very timely speech to the last meeting of the Michigan State Farm Bureau Board of Delegates. It was all so good that we wished to print it in full, but it was a little too long for that. But anyway read this. It might well be read aloud at your local Grange, Farmers' Club, or Community meeting. It is a gem of sound counsel and stern advice which we should all heed and take very much to heart.

Long Interest in Farm Organizations

"Mr. President, Ladies and Gentlemen, and Fellow Farmers: I am rather glad to be here and am going to assure you that I won't misuse your courtesy by talking too long, and another thing that I want to assure you of, I have no desire this afternoon in the short time I will be before you to make a speech. There is a temptation to a man when he can get in a lot of flowery language and to bring out some of the adjectives that have flowed over his tongue several times so they come easier, for rhetorical effect, but next to my own personal interests and the interests of my family, for the last thirty years the interests of farm organizations have been uppermost in my mind.

"I can remember the day when people said to me, 'It is a forlorn hope, Hull, you cannot get farmers to get together and stick. It can't be done.' I felt that it could be done. I have had confidence in the farmers all these days and I have confidence in them yet. Today we have demonstrated that we can get together and have demonstrated that we are sticking together a great deal better than we ever stuck before.

"I am not so much interested in any more farm organizations. The great thing that invites my interest and attention is that we shall make our organizations stronger more effective, more powerful to



N. P. HULL

do good to that class of people that God knows needs something done for them.

Agricultural Slackers

"I heard the Master of the National Grange say yesterday upon this campus that the man engaged in farming who is not a member of either the Grange or the Farm Bureau is today an agricultural slacker, and I believe he is right. I believe that his industry, that his community, that his family, his own interests, aye, if you please, his state and nation demand of him that he shall be a sufficiently good citizen to stand shoulder to shoulder with his fellows that today the industry of agriculture may be raised to the plane that it should occupy in America and that it must occupy, my friends, if America is to go onward and upward as she has a right to go.

"I believe it is a duty that we owe not only to ourselves but to our community and state and nation. What can be said of the man who is willing in the face of all the proof today of what can be done by organized co-operation and that cannot be done without it—I say—in the face of all that proof, how any man can look behind his family in the face, devoting his life to the great industry of agriculture and then not be will-

ing to give something of his time and effort along with his fellows to protect and elevate the industry he is putting his life into! There is something wrong with him somewhere. Either he has not the mental power that he should have or he has not the backbone that God Almighty expects him to have.

Value of Organization

"Now, I am sure it is not necessary for me to spend any time to clearly demonstrate to any man here the value of organization—the effectiveness of organization. It seems to me that that day has gone by. This has been demonstrated repeatedly. If any man who has any perception at all, looking about him, especially if he is a farmer, can conceive of any way whereby he can use his influence to protect his own business and protect his own life and the life of his family and industry, and can do it effectively in any other way than through organized co-operation, then I would be glad to have him come up here and make this speech and I will sit down.

"I have had the opportunity of visiting with a great many of the best farmers in Michigan and in other states, and not only that, but I have come in contact with some of the best minds along other walks of life, and I have yet to find one single, solitary individual who has even suggested any other way whereby a man in the industry of agriculture can hope to effectively protect himself to the extent that he owes it to himself to be protected, in any other way than through the power of organized co-operation. I might spend all the afternoon bringing up illustrations to force that thought home, but as I say I am sure that is not necessary.

Personal Experience

"But what is necessary—and I am not talking from theory because I have been in this business and closely associated with it not only with the Michigan Milk Producers' Association and the other dairy organizations, but with the Grange organization in Michigan and many other lines—and what today we farmers—all of us, need—is not to be convinced of the necessity of organization, but that our mental attitude shall be so adjusted that we shall be able to be true co-operators; that we can bring ourselves to the mental attitude where we can be loyal to somebody else. I will put that stronger than that, and make it loyal to ourselves. Let me repeat: If you are putting your life into the great industry of agriculture and you are not willing to adjust your mental attitude and your actions on a plane that will enable you to better

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