

7TH ANNUAL SUMMER FARMERS' DAY TO OFFER PROGRAM OF INSTRUCTION AND INFORMATION FOR ALL FARMERS

All Branches of M. A. C. to Throw Themselves
Open to Rural Visitors; Strong Program
of Speeches Announced; Parade,
Tours, Picnic Are Features

Michigan farmers and their families, recruited from the four corners of the state, will gather at the Michigan Agricultural College on Friday, August 1, for the seventh annual summer Farmers' Day at the college.

Starting with a Wheat Day in 1918, when war conditions called for special consideration of crop conditions, this summer Farmers' Day has grown to a point where crowds of more than 5,000 have attended the conferences in recent years. No longer limited to any one branch of agriculture, the Farmers' Day program now includes every department of the agricultural division at the college and contains material of interest and value to anyone engaged in agricultural work in the state.

The plan of the day calls for an equal division of "work and play" in the program. Band concerts, a big basket picnic lunch at noon, and informal gatherings of a social nature feature the entertainment side, while inspection of the college experimental plots, livestock herds, and specially prepared outdoor exhibits, together with the speaking program, will form the backbone of the instructional side of the conference.

Special Observation Tours
Eight special observation or inspection tours have been mapped out by the committee in charge of Farmers' Day arrangements, the morning being given over to these trips. The tours run all the way from a short circuit to view the various M. A. C. buildings and laboratories, to an automobile drive which will cover the most outlying points of the big college experimental farm.

The eight tours will be as follows: College Buildings and Botanical Gardens; Horticultural—Experimental Plots and Orchards; Forestry Nurseries and Experimental Plots; Farm Crops Experiments; College Herds and Flocks; Poultry; Engineering Shops, Laboratories and Power House; and a Bird's Eye View of all the College Farm and Experimental Work.

Basket Lunch at Noon
One of the most enjoyable features of past Farmers' Days has been the basket picnic lunch at noon. Groups of farm people gather informally under the beautiful trees on the M. A. C. campus and join in great family parties. Neighbors greet neighbors, and friends from distant parts of the state renew acquaintances during this picnic hour.

Only rain can serve to dampen the ardor of the picnickers at the noon gathering, and even then the commodious college buildings would care for the crowds in comfortable style. Special outdoor exhibits are to be prepared by the different departments of the college agricultural division, and these will be on display near the general meeting ground in the center of the campus. Timely farm problems are illustrated in these exhibits, and visitors find much of interest and profit from their study before and after the general meeting.

Big Afternoon Meeting
The climax of the Farmers' Day events is reached in the big afternoon meeting, which is to be held under the campus trees in the section known as the college as the Forest of Arden. A band concert will furnish entertainment during the program, while speakers of state and national reputation in the agricultural world will deliver addresses upon subjects of timely and popular interest.

G. I. Christie, director of extension work and of the agricultural experiment station at Purdue University, in Indiana, is scheduled to deliver the leading address of the afternoon. Mr. Christie is recognized as one of the best speakers among the ranks of the country's agricultural authorities.

A livestock parade, or "Livestock Style Review," will be one of the outstanding features of the afternoon program. Prize winning individuals from the M. A. C. herds and flocks will be led past the speakers' stand, while specialists from the various departments will discuss the merits of the animals. The parade thus combines a short course of instruction with the interest of a general parade and proves doubly entertaining for the audience.

Women Have Own Headquarters
As has been the custom in past years, women visitors at Farmers' Day will have a headquarters of their own. The parlors of the new M. A. C. home economics building are to be thrown open for the day, and the faculty of the home economics department will act as hostesses in the afternoon, when tea is to be served the visiting ladies.



E. A. Beamer

LEADER IN CO-OP LIVESTOCK M'KT'G

A real co-operator at heart and a man who has given a lot of time to it—gentlemen, permit us to introduce E. A. Beamer of Blissfield, Michigan. As president of the Buffalo Producers Co-operative Commission Association, the Michigan Live Stock Exchange, and a few other well known organizations, Beamer has been working to make his principal job as owner and operator of 320 acres of good corn land in Ogden township a greater success.

Baby beavers are grand champions after they go through his feed lots, and quality is his motto always. Beamer was one of the first men to see that the greatest necessity of the co-operative commission houses in eastern markets was a larger outlet for their stock, and consequently he took an active part in organizing a live stock purchasing association known as the Eastern States Company, of which he is a director. He was first president of this organization.

There are very few angles to the live stock industry that have not come within Beamer's experience. He was director of the Michigan Live Stock Shippers Exchange for six years. This organization operates a co-operative commission house in Detroit that made a profit last year of \$17,000. The success of the Buffalo Producers under his administration is not open to argument.

Beamer is a member of the National Board of Directors of the National Live Stock Producers Ass'n.—N. L. S. P. Ass'n. News.

Bradfute and Stockman Are Headliners for Calhoun Picnic

Business Men Are Interested;
Promise Million Glasses
Of Lemonade

Marshall, July 24—The farmers of Calhoun are going to be given a real treat at the sixth annual Calhoun County Farmers' picnic, which is to be held on August 6th, at the Calhoun County Fair grounds this year.

O. E. Bradfute, President of the American Farm Bureau Federation, is to speak to the farmers on that date. Mr. Bradfute is a native of Ohio and has risen in the ranks of farm organization until now he occupies the highest position obtainable in the Farm Bureau organization. This will be an opportunity for the farmers of Calhoun county and adjacent country to meet personally the man who is at the head of their organization, and whose constant activity is directed towards protecting the interests of the American farmer.

A Million Lemonades
Plans are being made to accommodate between two thousand and three thousand farmers and their families at the Fair Grounds on that date. The business and professional men of Marshall are co-operating with the farmers through their organization, the Marshall Community Club, and are going to be prepared to serve one million glasses of lemonade to the farmers and their families, free, for the occasion.

The other speaker on the program as outlined by the committee for that date, will be Mrs. Dora Stockman. Mrs. Stockman is known by practical-

General Program For Farmers' Day

To be given on the campus, near the new Home Economics Building.

(Fast, or Eastern Time).
Acting President R. S. Shaw—
Presiding

1:30—Music—Reo Motor Car Company Band and Glee Club.

1:45—Parade of College Livestock.

2:15—Music—Reo Motor Car Company Band and Glee Club.

2:30—Progress in Agriculture—A. M. Brown, Schoolcraft.

2:45—Effective Marketing—J. T. Horner, M. A. C.

3:15—Music—Reo Motor Car Company Band and Glee Club.

3:30—Agricultural Thought—G. I. Christie, Director of Experiment Station and of Extension Work—Purdue University.

4:00—Music—Reo Motor Car Company Band and Glee Club.

GLOVER TO SPEAK AT BIG DAIRY DAY AT M. A. C. AUG. 22

Thousands of Dairymen Will
Gather for Meeting of
Milk Producers

A special summer meeting of the Michigan Milk Producers Association will be held at the Michigan Agricultural College on August 22, according to announcement made recently by officers of the association.

Headlining the speaking program for the afternoon meeting will be A. J. Glover, editor of Hoards Dairyman; W. H. Miller, president of the National Milk Producers Association; and Prof. O. E. Reed, head of the dairy department at the Michigan Agricultural College.

Other features of the day will be inspection of the M. A. C. herds and experimental plots and of the special dairy experimental work being carried on on an extensive scale by the investigators of the college dairy staff. A basket picnic lunch at noon will draw the crowd together in informal social gatherings.

Between 5,000 and 10,000 of the 20,000 members of the Milk Producers Association in Michigan are expected to be in attendance for the conference, which will be one of the biggest ever held in the state.

The state Allied Dairy Association is joining with the Milk Producers Association for the meeting, thus bringing together practically all dairy interests of the state.

This big summer meeting should be of special interest to Farm Bureau members, as the Michigan Milk Producers Ass'n is one of the commodity exchanges affiliated with the State Farm Bureau and the Farm Bureau is a contributing member of the Allied Dairy Ass'n.

BUREAU WINS IN FIGHT TO ABOLISH PITTSBURGH PLUS

Federal Trade Comm. Decision
Means \$75,000,000 Saving
To Steel Users

GREAT FARMER VICTORY Ending Vicious Practice Will Benefit Mich. Farmers \$2,000,000

Washington, July 22.—Organized agriculture, as represented by the American Farm Bureau Federation, won another tremendous victory today when the Federal Trade Commission by a 4 to 1 vote, handed down a sweeping decision outlawing the Pittsburgh Plus system of fixing rolled steel prices. The decision of the Commission is directed against the U. S. Steel Corporation and its subsidiaries and orders them to cease and desist from charging imaginary freight from Pittsburgh on steel no matter where it is made.

Thus ends this memorable case which has been before the Commission in one form or another for the past five years and in which the American Farm Bureau Federation has taken a most active part on behalf of its membership.

Plus System Unfair
The decision of the Commission not only holds that the Pittsburgh Plus system is unfair but that it is a direct violation of the Federal Trade Commission act and the Clayton act to prevent price discrimination. The Commission report declares that the Pittsburgh Plus is contrary to public interest, not based on the law of supply and demand, is a price-fixing system succeeding the old steel pools, "Gary dinners," etc., that it lessens and eliminates competition and is made possible by the alleged domination of the steel industry by the United States Steel Corporation.

The report goes on to show that, because of the above conditions, Pittsburgh Plus retards business in all steel centers except Pittsburgh and adds greatly to the cost of steel products. The report specifically mentions the fact that Pittsburgh Plus costs the farmers in 11 Western states \$30,000,000 a year in higher steel prices.

This is probably the most important decision ever rendered by the Federal Trade Commission and it is acknowledged to be largely a Farm Bureau triumph. The American Farm Bureau Federation had the active support of the Michigan State Farm Bureau in this fight. It will be remembered that it was through the influence of the Michigan State Farm Bureau that a resolution was passed through both branches of the Legislature of the 1923 session urging Congress and the Federal Trade Commission to take immediate steps to secure the abatement of this indefensible practice.

Means Huge Saving
The order of the Commission abolishing Pittsburgh Plus will mean a saving to American steel users of \$75,000,000 a year and will benefit Michigan farmers at least \$1,000,000 annually. The average farmer buys over a ton of steel and steel products each year and has been paying for them on the Pittsburgh Plus basis.

Pittsburgh Plus increased the price of a grain drill \$2.76, of a tractor plow \$5.65, of a grain binder \$6.28, and of a tractor \$17.82.

Because of our nearness to Gary, the point of cheapest steel production, the abolition of Pittsburgh Plus will greatly reduce the price of all our farm implements and steel supplies of every kind. Probably in the near future steel mills will be established along the east shore of Lake Michigan, perhaps at Grand Haven and Muskegon.

Organization Did It
The practice of selling rolled steel on the Pittsburgh Plus basis had nothing to defend it. It was only tolerated because it was already established and the public generally did not understand its rank and flagrant injustice. Probably it would have remained in effect for years to come had not the farmers organized and put forth a united effort against it.

The defendants in this case, the United States Steel Corporation and its subsidiaries, produce 50 per cent of the total rolled steel of the United States. Their annual business is \$1,500,000,000. They have an undivided surplus of over \$500,000,000 which they used liberally in their efforts to retain the Pittsburgh Plus system which was so effectively opposed by the Farm Bureau organization.

The abolition of Pittsburgh Plus is another great Farm Bureau victory. If our organization had never done anything else, this one accomplishment alone would have justified all that the American farmers ever put into their Farm Bureau. A study of this and other achievements of our organization reveals that Farm Bureau dues pay big dividends.

NOTICE TO 1924 WOOL POOLERS

As there will be no further wool loading dates at local shipping points for the 1924 pool, all growers who have signed the Michigan Wool Growers Co-operative Marketing Ass'n contract and have received bags and shipping tags, are hereby instructed to ship direct to the Ohio Wool Growers Ass'n, South Columbus, Ohio, by local freight. Fill out tags completely; put one inside bag, attach the other outside. Write the Ohio Ass'n if you want a cash advance.

All wool growers who have applied for or have signed Marketing Agreements and have not yet received wool bags and tags are hereby notified that bags and tags were shipped to them about July 18. Should yours fail to have arrived by this time, notify us. Shipping directions for you are the same as for shippers mentioned above.

MICH. WOOL GROWERS
CO-OP M'KT'G ASS'N
Michigan State Farm Bureau
Lansing, Mich.

WOOL MARKETS STRONG AS POOL CLOSING NEARS

Aug. 1 South of Saginaw Bay;
Sept. 1 for Northern
Counties

With the wool markets strong, the closing date of the Michigan Wool Growers Co-operative Marketing Ass'n and Farm Bureau wool pool is at hand—August 1, for all counties south of Saginaw Bay. Applications for wool marketing contracts and membership in the Wool Growers Marketing Ass'n can not be accepted after that date. See application coupon, page 4.

For counties north of Saginaw Bay, the closing date for signing wool marketing agreements and membership blanks in the Ass'n is September 1. Wool from these northern counties must be shipped direct to the Ohio Sheep and Wool Growers Ass'n at South Columbus, Ohio, local freight.

The 1924 Plan
As has been stated before in the News, Michigan is pooling her wool with the Ohio Wool Growers Ass'n this year. More than 3,000,000 lbs. of Ohio wool has been contracted. Michigan accepted an invitation to pool with them at a guaranteed handling charge of 2.75 cents per pound and freight, about one cent extra, and a cash advance up to 75 per cent of the graded value of the wool to the growers at 5 per cent if they want it. Every grower in this pool has a definite contract with his Ass'n, and the Michigan and Ohio wool growers ass'ns are accepting only wool which has been contracted to them.

If the wool growers do not have sacks, they should ask for them when sending their application for (Continued on page four)

H. D. HORTON NAMED PRESIDENT OF ELEVATOR EXCHANGE AS DELEGATES HOLD HARMONIOUS ANNUAL MEETING

Reports Reveal Steady Growth; Business Last
Year Totalled \$4,850,000 or 4,744 Cars;
\$10,000 Patronage Stock Dividend
Distributed to Members



W. E. Phillips, retiring president of the Michigan Elevator Exchange.

MILKMAKER SALES BREAKING RECORDS

Large Orders Show Dairy-
men's Attitude Towards
Open-Formula Feed

More farmers than ever before are taking advantage of the Milkmaker Dairy Feed Pool this year, according to the Michigan State Farm Bureau Purchasing Department. Sales agents representing the Department are now out visiting Michigan dairy farmers and booking their orders for their fall and winter dairy feed requirements.

Both a definite price and a pool proposition are being offered to the dairymen, but it is interesting to note that practically all of them are signing up for their Milkmaker allotment on the pool basis, thus evidencing their faith in the fair treatment which will be given them by the Farm Bureau Purchasing Dept.

There is every evidence that the Farm Bureau's 1924 feed business will exceed that of any previous year and with feed prices going up it looks like a good proposition to plan on buying dairy feed through the Farm Bureau. Full announcement of the Milkmaker proposition is contained in an advertisement on page 4 of this issue. Dairymen and interested farmers should remember that the time is very short and they should get in touch with their local co-operative manager at once or write direct to the Michigan State Farm Bureau Purchasing Dept.

J. S. Green Ascends Alfalfa Throne With 157 Acres of It

Cass County Member Breaks
All Records; Tells How
He Does It

Michigan has a new alfalfa acreage king. He is Jesse S. Green of Dowagiac, Cass County Farm Bureau member of Wayne township. His 157 acres of alfalfa takes the crown from the brow of William Smith, Tuscola County member of Colling, and permits Mr. Green to doff the lid he is wearing in the photograph below and wear his honor.

Started 7 Years Ago
"I am mowing 98 acres of alfalfa this year, pasturing 20 acres and sowed 39 acres this spring, making 157 acres in all. I plowed up 20 acres last fall and put it to other crops."

"I started sowing alfalfa seven years ago this spring, at the same time making an application of about two tons of finely ground limestone per acre, bought from the Solvay company. I have used about 12 carloads, averaging from 30 to 35 tons per car.

"Sometimes I have plowed the ground in the fall, other times in the spring, but prefer to have it plowed in the fall. I have usually sowed the lime as early as possible in the spring, keeping the ground cultivated and sowing the seed from the first to the middle of June. I always inoculate the seed, usually with culture from the Michigan Agricultural College, but I have used soil from an inoculated field with success.

"In order to get the hay harvested I have rented the crop to my neighbors, giving one-third to have two-thirds of it put in my barn. In regard to selling, I have usually had no trouble in selling at the barn, but have baled some of it. I think at the price this past year it would pay to bale.

"In conclusion, I would say that it is essential on my soil to sow at least two tons of finely ground limestone to insure a successful seeding; I would not bother with any form of coarse lime."

Election of H. D. Horton, manager of the Kinde Co-operative Elevator, Huron county, to the presidency of the Michigan Elevator Exchange, change of the organization from a co-operative membership basis to a co-operative stock company and formal establishment of the Mischelex Elevator and Warehouse Company were outstanding features of the fourth annual meeting of the Exchange Board of Delegates, held at the Michigan Agricultural College July 16.

Reports of the past year revealed that the Exchange had rendered a large volume of sales service to its member elevators, the business totaling \$4,850,000 during the last twelve months. A total of 4,744 cars of grain, beans and hay was handled, which was distributed as follows: 1,937 cars of grain, 1,557 cars of hay and 1,250 cars of beans. The report showed a surplus of \$18,000.

Couldn't Raise a Kick
An outstanding feature of the meeting was the very noticeable harmony which was manifest to even a casual visitor. Despite the fact that President W. E. Phillips urged the delegates to air any grievances which they might have and to make suggestions for the improvement of the service given by the Exchange, the only remarks made by the delegates were expressions of satisfaction and testimonials as to the direct and indirect benefit which the Exchange was bringing to the farmer members of their locals. The impression which one received from the whole meeting was that the Elevator Exchange is a real business organization which is laying the sure foundation for a still greater future on the solid rock of satisfactory service and efficient management.

Of foremost importance was the action of the Exchange in changing its type of organization from a membership basis to that of a stock company. The change improves the financial status of the Exchange's property and gives the Exchange all the advantages of a straight stock company in addition to allowing it to retain all its advantages as a strictly co-operative concern.

For instance, under the stock plan, the membership fee becomes stock and is a realizable property. Its financial power is broader.

Declare \$10,000 Dividend
The Exchange delegates voted that the \$200 invested by each member should be returned to them in stock in the Michigan Elevator Exchange. A \$10,000 patronage dividend was authorized from the surplus, to be distributed among the member ass'ns as Michigan Elevator Exchange stock, in accordance with the amount of business done through the Exchange.

Another important matter was the unanimous acceptance by the delegates of the Mischelex Elevator and Warehouse Company, established at Port Huron by the Michigan Elevator Exchange to pick and store surplus beans for co-operative farmers' elevators. The completely equipped bean picking and storage plant purchased by the Exchange has been described in previous issues of the NEWS. The Exchange delegates authorized the Exchange to invest \$20,000 in stock in the Mischelex Company, whose business it will be to increase the volume of choice, hand-picked Mischelex Brand beans marketed by the Exchange ass'ns. Preferred stock in this company will be offered local elevator ass'ns and growers who wish it.

Renew Loyalty to Bureau
The delegates adopted several resolutions, one approving the Michigan State Farm Bureau's plan for permanent financing of the Bureau through the establishment of a trust fund through life memberships and for a re-organization of the Bureau on this basis. Full support was pledged the Farm Bureau.

Appreciation was expressed for the assistance given Michigan co-operative marketing by the M. A. C. markets dept and particularly by Mr. Hale Tennant, co-operative marketing director. The delegates adopted several important resolutions on taxation matters. The full text of these resolutions appears elsewhere in the NEWS.

In addition to their business meeting, the Elevator Exchange delegates heard some excellent speakers on agricultural subjects affecting their business. They listened to an address by Dr. Kenyon L. Butterfield, incoming president of the Michigan Agricultural College, who pledged that increasing attention would be given co-operative marketing by the college during his administration. Pres. M. L. Noon spoke of the splendid co-operative working relations (Continued on page four)



Pres. O. E. Bradfute

the Michigan State Board of Agriculture.

This will afford a splendid opportunity for the men and women of Calhoun County to meet two of the most prominent agricultural workers here in the United States.



J. S. Green in 60 Acres of Alfalfa Grown From Farm Bureau Seed

until someone comes along and beats his record. The Farm Bureau News thought it had uncovered a regular alfalfa empire when Mr. Smith showed us 95 acres. But 157 acres is another story. Our original alfalfa king was Jehial Davis, Farm Bureau member of Penton, Livingston county. He had 60 acres. Every two weeks so far we've had a new king. To hay or not to hay it? Mr. Green is answering the question for

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CRITICISM OF THE INCOME TAX PROPOSAL

It is interesting to notice the criticisms which are being voiced against the proposed state income tax constitutional amendment which will be placed on the November ballot as a result of the action of the Michigan farm organizations in securing the necessary signatures to the initiatory petitions. The perennial enemies of income tax legislation are showing increasing activity and organized opposition is becoming evident in quarters from which one would naturally expect strong support.

Take the case of the Michigan Real Estate Association. This organization is composed of leading owners and dealers in real estate. Owing to the tremendous tax load which is now being borne by both farm and city real estate in Michigan under our present general property tax system, one would naturally expect that an organization of real estate men would be found among the strongest supporters of a proposal to shift a large proportion, if not all, of the general property tax for state purposes off from the shoulders of general property owners and to place it upon an income tax basis.

However, contrary to this natural conclusion, we observe that no later than last week the Executive Committee of the Real Estate Association flatly refused to support the state income tax amendment, although they declare that they recognize "perhaps more keenly than any other organization in the state the very serious need for a readjustment of our plan of state taxation to the end that real estate will be relieved somewhat of its present disproportionate burden."

The real estate men are reported to disapprove of writing into the constitution the specific rates and exemptions contained in the amendment to be voted on this November. Yet it was on the grounds that no guarantee was given as to rates or exemptions that certain influential organizations urged that the income tax be defeated when it was before the voters of Michigan about two years ago.

Though objecting to the proposed amendment in that it is too specific in regard to rates and exemptions and holding that these details should be left to the statute which the legislature would enact following the passing of the amendment, the Michigan realtors most inconsistently raise the objection that "net gains, profits and incomes" referred to in the amendment are not therein defined. Let us humbly remark that such detailed definition is certainly a matter which it would be unwise to write into the constitution, but which is a matter to be covered by statutory legislation.

It is impossible to draw up an income tax amendment which will be found pleasing to those who do not want an income tax in Michigan. We believe, however, that anyone who will study

carefully the income tax amendment to be submitted this fall will be forced to believe that those who drafted it have made an honest attempt to meet every objection raised by its enemies when it was before the people two years ago and will further agree that it offers very real and definite assurance of relief to overburdened real estate.

FARM BUREAU'S FIGHT WINS HIGH PRAISE

An interesting editorial appeared recently in the Country Gentleman. It relates to the "Pittsburgh Plus" case and offers a point of view which the American Farm Bureau Federation and the Michigan State Farm Bureau have long held, which is that no corporation, however powerful, can afford to disregard the wishes of its customers and of the consuming public for any great length of time.

The editorial is of particular timeliness just now, as on July 22 a favorable decision in this great case was handed down by the Federal Trade Commission, as reported elsewhere in this issue of the NEWS.

The Country Gentleman editorial is as follows:

"The long and bitter fight waged against Pittsburgh Plus by the Farm Bureau and many of the business interests of the Middle West seems to be virtually won.

"An examiner for the Federal Trade Commission has recommended that it be abolished. In due time an order may be expected from the Commission that it will carry the recommendation into effect.

"In any event Pittsburgh Plus is doomed. It was indefensible. No sort of argument could make the purchaser of steel in Illinois or Iowa believe he should be made to pay the freight from Pittsburgh when his goods were shipped from Gary, Indiana.

"If the examiner has been quoted correctly and his conclusions are correct, then Pittsburgh Plus was a vicious practice.

"But whether vicious or not, any trade practice that cannot be explained to the satisfaction of the purchasers should be abolished voluntarily.

"No corporation, however strong, can afford to alienate the good will of its customers.

"Pittsburgh Plus is doomed to pass into oblivion along with trade pools, gentlemen's agreements and Gary dinners, and when it does the American Farm Bureau will rightfully credit itself with another victory."

THE FUTURE IS HOPELESS FOR GAS TAX FOES

There are those who insist on kicking against the pricks and trying to prevent the inevitable. There is an ancient saying that time and tide wait for no man and yet there are those who seek to stand in the way of the irresistible tide of overwhelming public opinion.

An interesting case in point is the pathetic struggle which Colonel Sidney D. Waldon, former president of the Detroit Automobile Club and reported owner of bus lines, is making in an attempt to delay the passage of a state gasoline tax in Michigan. We read in one of the Detroit dailies that following a talk by Col. Waldon in the Hotel Statler, the Lions Club adopted a resolution calling on the members in the State Legislature to do all in their power against the proposed gas tax.

We further read that the clever and persuasive arguments of Col. Waldon were so effective that the Lions Club in their resolution declared a straight annual license fee to be the only proper way of taxing automobiles, that they solemnly pronounced that improved highways are a direct benefit to rural real estate and that the raising of a portion of our highway funds from a gasoline tax would be inequitable.

These arguments are so shallow and thread-bare as to hardly deserve passing notice and certainly merit no prolonged reply. They may have looked all right to the few Detroit gentlemen gathering in the Hotel Statler, but it doesn't take a very smart farmer to see the daylight through them. They don't hold water.

For some time organized Michigan farmers have realized that the only fair way to tax automobiles for highway support is by some system which will take into consideration the highway benefits received by the driver of the automobile. They are convinced that the proposed gasoline tax will serve as an automatic toll gate taking into consideration both the weight of the car and the distance driven—the two factors which represent the amount of wear and tear which an automobile places on the highway. If they are busy on their farms most of the time and use their cars but little they see no reason why their automobile tax should be as high as that of the traveling salesman or confirmed joy rider who burns up so much more improved highway.

Farmers realize that only through a gas tax can we secure any direct contribution from visiting tourists for our highway construction and maintenance costs. Col. Waldon might be correct in his statement that improved highways are a direct benefit to rural real estate if it were not true that the excessive general property tax is driving farmers from their land and causing farms to go begging.

However, despite the frenzied activities of the Detroit Automobile Club, it is interesting to note that the leading politicians in Michigan have already seen the light and are refusing to batter their heads against a stone wall. Of the six candidates who have announced themselves for Governor on the Republican ticket, five of them will run on platforms containing a strong gas tax plank. Even the sixth candidate, the present Governor himself, makes a conditional endorsement of the gas tax, saying that he favors a weight tax but that if the charge is made less than 70c per hundred, which rate now applies to the lighter cars, than a gas tax must come.

The Governor further says, "If the weight tax is lowered much below 70c the gas tax must be 2c per gallon so that the combination of the two methods will assure sufficient funds to carry on a reasonable highway program, pay interest on bonds, maintain the sinking fund and amortize the state's moral obligation to the counties and townships." This last reference of the Governor is to the \$7,000,000 which the state owes the counties and townships for back highway rewards and which might have been paid promptly had the gas tax been passed last winter. It will be remembered that when the Governor vetoed it at that time he gave as one of his outstanding reasons for that action the fact that it would raise about \$7,000,000 too much. That \$7,000,000 would have cleaned up these back highway rewards in good shape.

Anyway the signs of the times are so plain that he who runs may read and it is quite evident that it is only a matter of a short time before Michigan will take its place along side those other 36 states in the Union which have found the gasoline tax to be the fairest method of raising a large portion of their highway

funds. When that action is taken it will be not only a triumph of the Michigan State Farm Bureau and the other farm organizations of the state, but equally significant, it will also be an inspiring evidence of the fair mindedness, the keen insight and the deliberate judgment of a majority of Michigan's citizenship.

BUSINESSMEN SEE VALUE OF FARM BUREAU

Particular interest attaches to the article in this issue of the NEWS which relates how businessmen of Ogemaw County are showing their appreciation of the stability and value of the Ogemaw County Farm Bureau and the state organization by helping in the Farm Bureau membership campaign.

It is very significant that the county organization director of the Ogemaw County Farm Bureau has had 40 leading Farm Bureau workers volunteer as solicitors without pay for the membership drive in that county. The merchants of three principal towns in this agricultural county, anxious to see the County Farm Bureau membership drive prove successful, have volunteered to go out with their automobiles and act as local drivers to carry the farmer solicitors from farm to farm in signing up members. This will be preceded in each township by an evening meeting held jointly between businessmen and farmers.

Instances of this kind are indications that business groups, already organized into their commercial clubs and business organizations, are quite willing to aid the Farm Bureau, an organization which they view as a sound and constructive one which renders a service to organized farmers comparable to that of the Chamber of Commerce of the businessman.

July Crop Prospects Better Says A. F. B. F. Research Dep't

However, Totals Still Below Average; Grain and Hog Prices Go Up

General crop conditions improved somewhat during June but are still six per cent below their ten-year average. Improvement was most pronounced in wheat and cotton. Corn on July 1, showed the lowest condition ever recorded and the crop forecast is the smallest since 1918.

The recent sharp advances in the price of corn tend to counterbalance to some extent the effect of the prospective short crop. However, with prospects of a decreased yield of approximately half a billion bushels it is very unlikely that the price will ameliorate to any marked degree the effect of the short crop in the corn belt, where the big shortage is scheduled to appear. The nine corn belt states which raised two-thirds of the 1923 crop will, according to present outlook, raise no more than 60 per cent this year; or in other words, the nine corn states are to have a decrease in production of 506,000,000 bushels. The most important southern corn states are to raise approximately the same amount as last year.

With a slight increase in acreage the oats crop promises a 56,000,000 bushel increase over last year's crop.

This, with the decrease in the total feed supply, makes the outlook good for the sections with a surplus of oats for market. At present the price of oats is about 15 cents higher than at this time last year.

Prospects for higher hog prices next year are concurrent with the anticipated shortage of corn. The farmers of the corn belt will not be able to take advantage of these prices to any great extent, however, as they will rush their hogs to market this fall and curtail production to make feed last out. This supply will hold the prices down during the fall and when higher prices arrive, probably next spring or summer, the supply available for market will be much reduced.

The condition of the wheat crop has improved considerably since the June forecast and prospects are for a decrease in production of a little less than six per cent compared with last year, while the acreage planted is only 92.3 per cent of last year. Prices of wheat have increased even in the face of this marked improvement in condition of the crop. The anticipated shortage of the Canadian crop is largely responsible for this situation and makes the outlook for the wheat states much better. The wheat farmer will probably receive considerably more for his decreased production than he did last year.

Market Conditions

As Reported by the Michigan Elevator Exchange

Lansing, July 24.—The long awaited re-adjustment between farm prices and commodity prices is now becoming quite well established. While the merchants in the cities are using every effort by cutting prices, to reduce their stocks, prices for everything the farmer has to sell have been on the boom for two months. The farmer of Michigan today has the best out-look in sight of any time since the war. The following is the situation as we see it today:

WHEAT—Highest prices in two years. Our Michigan farmers this year have the best wheat crop in prospect since the war period and the prices are the best at harvest season in five years, so Michigan farmers ought to shake hands with themselves. Our neighbors across the line in Canada have had bad weather conditions and their crop does not look to be much more than half of what they raised last year, consequently, we should take care of the export trade of the world as long as the crop lasts. Conservative people tell us that wheat will probably sell at \$1.50 to the farmer before another crop is raised.

RYE—Export business dead right now but the first run of new rye will all be wanted by seed houses. Best bids in three years in prospect.

CORN—Wonderful growing weather the past week has improved the prospects for new corn, but the crop is three weeks late. We figure the corn crop probably will finally wind up about 85 per cent of what we had last year.

BEANS—Michigan bean market is surely in strong hands. Very light offerings from the state. Farmers should be getting from \$4.40 to \$4.60 for beans.

It is of interest to note that the Government crop estimates as of July 1st showed a prospective crop of less than 2,000,000 bushels of all beans in California as against something over 4,600,000 bushels last year.

1924 wool pool closing date August 1 for counties south of Saginaw Bay. No contracts accepted after that date. Write for yours now. See coupon page 4.

All of the old features which have made the Farmers' Day a success in past years will be repeated this summer, according to the committee in charge of arrangements, while new entertainment and "business" developments will tend to give the occasion even greater interest for the visitors.

Ogemaw Board of Commerce Boosts Bureau Campaign

West Branch Business Men Are Showing Appreciation of Farm Bureau

West Branch, July 22.—The Farm Bureau membership drive in Ogemaw County which started July 15th with finish on Friday, July 18th, with result far beyond expectations. The drive for memberships in this county was carried on according to a plan which was a little different from those employed thus far in any other county.

The members of the Board of Commerce of West Branch were asked if they would take a part in this campaign, and feeling that the farmers' interest was their interest, they pledged their full support and the plan was worked out as follows:

Seven teams were arranged, consisting of one business man and two business farmers. These men were given lists of prospects in their respective territories and started out. Two and a half townships were covered and, as stated before, results were beyond the expectations of those in charge. At this writing all results of the different teams have not been checked. One team, consisting of four, made eleven calls after ten o'clock—one refusal, nine signers, and one paid back dues. Two cars that went out on July 17th from Rose City were out four and one-half hours and signed fourteen members.

The results of this plan have created a great deal of enthusiasm in the three points in the county where the drive was put on. Four more teams have volunteered to go out Aug. 1st and finish the territory. It is also the desire of the business men of the three towns that as soon as possible after that date, not less than eight teams be sent out for follow-up work. The reason for postponing it until later is because of the rush work caused by the late season.

Farmers and business men on Saturday afternoon were gathering in bunches talking over the results of the drive and making suggestions and plans to sign more of their neighbors whom they claimed were prospects. The best result of all is that it has brought about a better feeling between the town and rural communities.

FEEDER RATE CUT ANNOUNCEMENT IS MADE BY M. C. R. R.

Stop-over Feeding-in-Transit Rate on Live Stock Is Extended

Feeders of livestock in southern Michigan will be interested to know that the Michigan Central has instituted rates for stopping in transit of cattle and sheep originating in carload lots at Chicago or beyond and bound for points east. By this arrangement a farmer can purchase a carload of feeders in the west, have them unloaded at some point in Michigan, graze them or feed them for a period of nine months or less, and then re-ship them to Detroit, Buffalo, or other markets with only a charge of \$6.30 extra over the through rate between the western point and the eastern destination. Only points on the main line and the "air line" of the M. C. R. R. are covered by this new tariff. The Mackinaw Division from Bay City northward has had similar rates for a year or more.

This new freight rate concession was requested by the Michigan State Farm Bureau Board of Delegates at their annual meeting in 1923 and since that date the Farm Bureau Traffic Dept. has been active in its efforts to secure it.

Since it is not practicable to preserve the identity of the animals received at the stop-off point, the out-bound car may show a greater number of animals than the in-bound at the end of the season balances. The substitution of one kind of animals for another is not permissible.

This tariff means quite an aid to the feeder business in Michigan and should prove an incentive for an expansion in that direction. Care should be exercised in complying with the rules of the tariff, however, in order that the advantage of these reduced rates may not be lost. A copy of this tariff is filed in the local agent's office. Ask for GFD No. 10278.

TO LIVE STOCK BREEDERS--A MARKET

You'll find the Michigan Farm Bureau News the key to Michigan buyers of high grade live stock. Through the News you can reach, very economically, the best and most ambitious farmers in 62 Michigan counties--Farm Bureau members. Members using the Business News column of the Farm Bureau News have found that it pulls the business getting inquiries.

We are considering opening a BREEDERS DIRECTORY in the News for the use of members. Rates are \$5 per single column line per year, payable in advance. Figure six to seven average words per line. Same size type as this. Large display type permitted for headings, etc., and figured on line basis. The News is published twice a month, 24 editions a year. For a small amount you can greatly broaden your market. Send us your copy and we will give you an estimate.

THE MICHIGAN FARM BUREAU NEWS 221 N. Cedar St. Lansing, Michigan

Michigan Fruit Growers Inc. Dep't Of Interest to All Fruit Raisers

CHERRY MARKETING EXPERIENCES SHOW ORGANIZATION NEED

Canners Take Full Advantage of Unorganized Growers; Bear the Market

INDIVIDUAL IS HELPLESS

Cherry Growers Lost Heavily From Failure to Adopt United Action

An excellent illustration of the extreme difficulties with which unorganized growers are faced in the marketing of the sour cherry crop is shown in Southwestern Michigan this season. Practically none of the cherry growers are affiliated with any of the marketing organizations in this section of the state, depending upon their individual abilities to contract with canners at a satisfactory price.

Of course when the crop is short it isn't a difficult proposition to secure satisfactory values when both the canner and grower realize that the crop is short and the canner particularly is in no condition to argue, with the prospect of not being able to make deliveries of the canned product to his trade.

What Dealers Did

This season, however, sour cherries bloomed exceedingly heavy in New York, Wisconsin and Michigan and it appeared at that time that one of the largest crops on record would develop. Some of the canners in the central part of the state, having booked orders early in the spring at prices which they felt would warrant a 5 1/2 cent price, went out and contracted their supplies of fresh fruit from the growers in their immediate territory on basis of 5 1/2 cents per pound.

However, canners in the southwestern section of the state in view of the enormous prospective crop decided to withhold contracting from growers, with the idea that they would be able to purchase their supplies on a 4 to 4 1/2 cent basis. By the simple expedient of refusing to contract at over 4 1/2 cents, it wasn't long before individual growers began taking contracts at that particular price and canners in this section were able to pretty well supply their requirements on this basis.

Growers Suffer Loss

Along about the middle of June, Montmorency variety, which is the preferred and principal producing sour cherry in this state, began to drop badly, with the result that around July 1st the crop estimate had shrunk from a prospective full crop to around 50 to 60 per cent of a normal crop. However, the grower who had signed up with the canner on the 4 or 4 1/2 basis saw a prospective narrow margin of profit, which he would have secured on the basis of a full crop, shrink to cost of production or below on the 50 to 60 per cent crop basis. The grower's final position on the cherry deal held no particular interest to the canner who had contracted, and like it or not, he had to deliver at the contract price.

The Michigan Fruit Growers, Inc., contended from the start that, based on future sales made by canners and the prospective crop in sight, 5 cents per pound should have been the minimum contract price, but without the active affiliation of growers with this or any kindred organization, there was no possibility of assistance being rendered, although the Fruit Growers, Inc. did make sale of a small tonnage to one canner on basis of 6 cents per pound delivered to the cannery. After this sale had been made, one of the canners in the district, who had purchased cherries from growers on the basis of 4 1/2 cents, offered to furnish the buyer who had contracted with the Fruit Growers, Inc., all the cherries he needed on basis of 5 1/2 cents per pound with the evident intention of forcing cancellation of the 6 cent contract.

Organization Essential

The answer to the whole situation as we see it is that before another season cherry growers throughout the area should affiliate with co-operative organizations in their district and permit the central organization to contract with canning plants on a fair basis both to the canner and the grower. Sound business would assure a fair profit to the grower on his production over a period of years and a fair margin to the canner for his services in the marketing program from production to consumption.

From the cherry grower's standpoint there is little question that the canning industry is the weak link in Michigan in the cherry marketing program. Due to losses suffered by the canning industry in the last four or five years, the financial position of a good many canners in this state is in deplorable condition. This places an extreme burden upon the canners who are in a condition to operate, due to the cut-throat competition placed upon them by weaker organizations who are inclined to operate at an exceedingly narrow margin to survive at all. The whole

NEW YORK RESULTS POINT TO MICHIGAN MARKETING SUCCESS

Average Sale 50c Per Bushel Above Old-Line Dealers; Stress Quality

We are in receipt of an interesting circular that the Western New York Fruit Growers Co-operative Packing Association has recently mailed to its members. This letter comments at some length on the results of the last season's marketing campaign.

The association handled 1464 cars of fruit for its members marketing in 163 cities in United States, Canada and Great Britain, 91% of which were sold on an FOB basis. Their average sale was 50c per barrel above that received by competitors for same grade and day of sale. Their marketing charge was 12 1/2% of net which equalled 9.3% of gross F. O. B. price.

Their association is showing a steady growth and with an increased business are able to cut selling costs. This season they will have 143 new members and five new local packing units. They are recommending fewer and more prompt delivery of the fruit from the farm to packing house. They agree that their growers are producing too much poor fruit and that too much junk is being packed in New York State.

The problems of the New York growers and those of Michigan seem to be about the same and there was no great prosperity among the growers of either state last season. More care on the part of the growers in raising and delivering their fruit to the packing houses, better management of the packing house resulting in a better pack and lower packing costs, with the marketing concentrated in an efficient central selling agency seems to be the only solution.

LARGE APPLE CROPS IN EAST AND SOUTH

Much more than the usual quantity of apples, peaches, pears and grapes will be produced this season in the Eastern and Southern States, according to the July forecasts of the United States Department of Agriculture.

Total production of apples in the United States this year is expected to be 196,000,000 bushels or almost exactly the same as it was last season. The crop is distinctly better than last year in most of the North Atlantic, South Atlantic, and South Central States, but everywhere else is materially smaller than that of last year.

New York expects about one-third more apples than were harvested a year ago; New Jersey one-fourth more; Delaware one-tenth more, and Virginia possibly up to 70 per cent more. The South Central States from Kentucky and Alabama west to Oklahoma and Texas expect nearly three-fourths more than they had last year and the best apple crop since 1915. Colorado also expects a slight increase. The increases in these States are almost exactly offset by slight decreases in Pennsylvania and Maryland, decreases of about 20 to 25 per cent in the Central and Western States.

56,000 T. OF GRAPES ESTIMATED FOR MICH.

The U. S. Dept. of Agriculture reports that the outlook for grapes is still somewhat uncertain. On July 1st the crop was in bloom only in the commercial sections of the East, and the damage from the storms that swept the Lake Erie grape district the last week in June could hardly be determined.

The preliminary estimates, however, are for 56,000 tons in Michigan, 76,000 in New York, 21,000 in Pennsylvania and 21,000 tons in Ohio. In California there has been little trouble from mildew this year but there is a great shortage of irrigation water and only a tentative forecast of the total crop can be made. The average condition of all California grapes including varieties used for raisins and juice, was reported as 75 compared with 96 at this time last year and a 10 year average of 91. This condition would point to a total California crop of about 1,629,000 tons. The total grape crop of the United States is estimated at 1,859,000 tons.

sale and jobbing trade at the other end of the line who purchase the product take full advantage of this situation, grinding prices down to a point where there is little profit for any of them.

It appears that the only sound solution of the whole problem rests in reorganization and refinancing of the industry on a basis that will permit canners to deal with the jobbing and wholesale grocery trade with a firm hand, exacting a reasonable profit on the canned product and enabling them to pay the grower a profit upon his fresh fruit production. Until the time comes when both growers and canners can be better organized, we see no possibility of continuous profitable production for either.

ALL MICHIGAN MEN ON FRUIT GROWERS 1924 SALES STAFF

Experienced Men to Handle Large Volume of Fruit For 18 Locals

GRAIN RISE HELPS FRUIT

F. L. Granger Outlines Policy of Giving Real Service to Member Shippers

The Michigan Fruit Growers, Incorporated, with headquarters at Benton Harbor, is entering into its second operating season with an "All Michigan" staff and every prospect of a successful year. The idea of putting this business in charge of Michigan men who have the good of the state's fruit industry at heart and who have good records as to past performance is a constructive one and it is the general feeling that at last the Michigan fruit industry is in a fair way to be organized along sound business lines.

The organization is made up of eighteen local associations in the western Michigan fruit belt, which brings a fair percentage of the business under one control. Good sales and efficient management will no doubt result in an increase of membership of the local associations, more of the fruit under control with prospects of stabilizing the market, better distribution, and finally the taking of at least part of the gambling element out of the business of growing fruit in this state.

Have Able Leadership

Mr. M. D. Buskirk, of the Paw Paw Co-operative Company, heads the organization as President. He has had many years' experience as a successful fruit grower, association officer and sales manager. Mr. Amos Tucker, of the South Haven Fruit Exchange, is Vice-President. Mr. Tucker is one of the largest orchard operators in the state, President of the South Haven Fruit Exchange, and a man of sound business judgment. Mr. F. L. Bradford is Secretary-Treasurer. He is also Secretary-Treasurer of the St. Joseph-Michigan Fruit Association, one of the largest grape associations in the state.

Mr. F. L. Granger, of Benton Harbor, as Sales Manager, will be in active charge. Mr. Granger's record of success in the Michigan fruit deal is well known and his retention as Sales Manager has met with universal approval. He is well and favorably known to the trade in all sections where Michigan fruit is bought, and his large trading acquaintance and knowledge of Michigan fruit makes him particularly well qualified for this position. General packing house supervision will be in charge of Mr. J. A. Barron, of Fenntille.

With these men in charge, fruit growers who are marketing through this organization can feel that their business is in safe hands and that only their co-operation and that of the local association managers is needed to build up a Michigan fruit marketing agency that will successfully serve them.

Granger Sees Bright Future

Commenting on a sales program and outlining policies, Mr. Granger said, "While we have most of the fruit shipping associations from Benzie to Berrien counties lined up with us and have the advantage of their better pack, there is still a big percentage of the Michigan fruit crop that will be sold by unorganized growers to competitive dealers. To my mind it is going to be good policy to keep from fighting with these dealers and to put all of our energy into making the best possible sales for our growers. In other words, do not worry about what the other fellow is doing as long as we are doing the right thing and getting results."

"With the local associations working with us in a whole-hearted manner, there isn't a question about our success. We are hard at work establishing direct connections with every possible buyer of Michigan fruits, and with only a moderate crop in prospect we believe that we can make a sales record this season that will result in our being in a very strong position when another fruit season starts. The rapid advance which has taken place in the grain markets within the last few days will make farmers in the midwest states freer buyers of our fruits and other commodities and will start a business revival in industrial centers that will greatly benefit us."

1924 Fruit Reported Less Than Average

From reliable fruit crop forecasts as reported early this month, it appears that taken as a whole the apple, pear, plum, cherry and grape crops of the United States will be considerably under last year's production. It is particularly interesting to note that the sour cherry crop in Western New York has been reduced to approximately half a crop by drop. Likewise due to drop the pear crop has been reduced to below half a crop.

FARM BUR. SEEDS AS PURE AS IVORY SOAP

The following letter not only shows that Farm Bureau Brand seeds are of high purity and germination, but that the analysis given on the Bureau's tag is on the safe side, rather than being exaggerated.

July 14, 1924.
Mr. W. J. Hoffer,
Manchester, Michigan.
Dear Mr. Hoffer:

We are returning herewith the report covering analysis of sample of seed taken from stock you had on hand sometime during the spring. This does not require any attention but is a report made to you for your information by the State Seed Analyst. As a matter of fact the state analysis checks very closely with ours and really showed up a little better than the analysis we put out.

You will note we have put this out under purity of 99.10%, while the state shows a purity of 99.12. We showed .62% of foreign seed; whereas the state analyst shows only .54%. Our analyst gave a germination of 80%, state found the germination to be 84%. On the whole the report is very good and I believe is complimentary to the seed put out by the Farm Bureau.

Yours very truly,
MICHIGAN STATE FARM BUREAU
Seed Department.

PRODUCERS REPORT 59 PCT. INCREASE

\$61,040,351 is Value of Stock Handled During First Half of Year

A summary of the business of the National Live Stock Producers Association for the six months ending June 30, 1924, shows a steady increase in the number of cars of livestock handled by this national co-operative organization. While complete figures for each of the 13 terminal commission houses are not available, the report shows a 59% increase in the number of cars handled during the six months period ending June 30, over the corresponding period of 1923.

Producer agencies handled 45,794 cars of livestock valued at \$61,040,351.40 during the period of January 1st to June 30 of this year. For the corresponding period for 1923 all producer terminals handled 27,017 cars and for the same period during 1922, 3,932 cars were handled.

The report shows during the past six months the Producers Co-operative Commission Association at the East Buffalo yards handled 3,248 cars of livestock containing 304,448 head valued at \$4,991,546.82.

Advantage of Volume

Increased savings for patron members have been made with the increased volume of business handled on each of the markets. It is becoming more and more evident that increased volume of business through co-operative agencies on all of the markets is the solution to many, if not most, of the problems confronting livestock producers.

The stabilizing effect of increased volume on prices has been fully demonstrated on various markets. Peoria, for instance, before the Producers organization started on that market on hogs often was from 25 to 50c per cwt. under the Chicago market. Since the Producers have been doing business on this market, quite frequently the Peoria top is on a par and occasionally above Chicago.

"An orderly marketing program can be made effective," says C. A. Stewart, Executive Secretary of the National Live Stock Producers Association, "just as soon as the volume of business becomes sufficiently large to be an appreciable factor in the total receipts of the market."

WEXFORD FARMERS TO STUDY ALFALFA

Third Annual Tour Will Show Value of Lime, Marl And Wood Ashes

Cailliac, July 24—The third annual Wexford County alfalfa tour will be held July 28 and 29th. During these two days an intensive study will be made of the alfalfa and sweet clover industry in the county.

The program of the organized Wexford County farmers calls for a liming campaign this year. Consequently the aim of the tour will not be to visit the successful alfalfa growing farms as in the past, but rather to visit those places where lime has been used, where marl has been used or is on deposit, or where ashes have been used; also places where a spotted condition exists and a good opportunity is offered to make a study of these conditions.

Probably there is no way in which a day spent at anything connected with farming will bring the money returns that a day spent with this tour studying this project will bring.

Representatives from the Soils and Crops and Extension Departments of the Michigan Agricultural College will be in attendance, also from the Michigan Potato Growers' Exchange, to aid in the study of the relations of limestone and legumes to our general farming.

Farm visits are scheduled from 7:30 each morning until late in the afternoon at points well distributed throughout the county.

EXCH. BEAN DEPT SOLD 1,250 CARS FOR ITS PATRONS

Handled 1-7th of Michigan Crop; Doubled Last Year's Business

OPENS PICKING PLANT

Michelex Brand & Terminal Elevator Are Steps Forward

By C. S. Benton, Mgr. Mich. Elevator Exch. Bean Dept.

This report was presented to Michigan Elevator Exchange delegates at their fourth annual business meeting at M. A. G. July 15.

The bean department of the Michigan Elevator Exchange has completed a third year. Under the present management we have seen our volume increase from 750 cars last year to 1,250 cars this year, which means that we have shipped about one-seventh of the crop.

The past year has not been a good one in a financial way for the elevators handling beans. They have handled a larger volume but without profit. Price to the farmer at the beginning of harvest was around \$4.50, then we had three weeks of rain which caused a rapid advance, but as soon as this flurry was over we had a decline and have had to market the larger proportion of our crop on a declining market.

The bean market for the past year has been a discouraging one for both farmer and the elevator man. Buyers have been technical and have been taking advantage of every error to reject cars, and no one likes a rejection, especially when the car reflects with the market lower than the purchase price. I feel the Elevator Exchange has been fortunate in their rejections, considering the volume shipped. We have had mightily few complaints this year. We should pay more attention to our grades, for it is a lot easier to dispose of a car that does not grade when it is at the loading point than to wait until it is in transit and then have to sell it to some particular market.

Michelex Brand Makes Good

Last year the delegates decided that we should adopt the Michelex Brand as the brand under which our choice hand-picked beans were to be sold. This met with instant favor with the trade and the demand for Michelex beans is increasing every month. This year we expect to advertise this brand and want our



The Michelex Brand

members' co-operation in making every Michelex bag extra nice quality. This will certainly increase our sales. Don't be afraid to ship your CHP beans in Michelex bags. Every car shipped in these bags, not only advertises your beans, but the beans of the Michigan Elevator Exchange. I hope this year we can adopt a brand for our second grade beans, something for fancy screen or primes. We could probably arrange to have cardboard tags which could be fastened to each bag of this grade.

Another step decided upon last year at our meeting was that the managers of the elevators handling beans should have a meeting at some central point every sixty days. These meetings were held at Saginaw with an attendance of better than 90 per cent and I am sure that some of the things discussed proved of benefit to the managers present and I know they have brought your Bean department into closer touch with our members.

Port Huron Plant

At a special meeting of your Board of Directors held in Port Huron the last of November, the elevator of the Port Huron Grain Company was leased for a period of ninety days, and although it took up thirty days to start and thirty days to clean up, we were able to put forty cars through the plant. This took care of the surplus picking stock which was flooding the market at the time we opened the plant. We must not overlook the fact that the price of picking stock advanced 25 cents a hundred the day the plant opened.

When we started to operate the picking plant at Port Huron we found it would be impossible to operate it under the Articles of Association of the Michigan Elevator Exchange, so we were forced to organize the Michelex Elevator and Warehouse Company with which you are all probably familiar. Up to this time this is a company on paper only with three officers and stockholders who are acting without salary and are guided by the directors of the Elevator Exchange.

Ready for Service Soon

The Michelex Elevator and Warehouse Company expects to have the terminal elevator at Port Huron in operation in plenty of time to take care of all the surplus beans you cannot pick at home. You are to remember that this plant belongs to each and every one of you and is to

be used by you in any way you desire. It is equipped with all the modern bean-picking machinery, including a drier and polisher, and we have ample space to store any beans you cannot handle at home.

After three years of patient efforts on the part of our members, who are also members of the Michigan Bean Jobbers' Association, we secured some recognition from that Association and are now represented on the Board of Directors, Executive Committee and the Traffic Committee. I am sure this year has seen us work closer with the other bean interests of the state and we have found that a friendly feeling gets better results than a hostile feeling between competitors.

From present indications we are going to have another big crop of beans this year, and the fellow who succeeds is the one who can handle

the largest volume with the smallest overhead. We must watch the leaks and take steps to stop them at the start.

The past year has seen us grow and accomplish several good results but we still have a long hard pull before us if we are to continue to grow and to occupy the place we deserve in the marketing of Michigan beans. These results can only be obtained by the hearty co-operation of each and every one of our members.

We have a sales organization which we believe can sell all the beans they are offered, so let us start out to ship just a few more cars than we did this year. Perhaps the new competition which we have been hearing about will have a tendency to make us try just that much harder to handle a larger volume. We can do it if we say we will.

FERTILIZERS

Your local Co-op can now give you the kind of fertilizer service that you have been looking for.

The State Farm Bureaus of Michigan, Ohio and Indiana have combined their buying power and have contracted the entire output of a new modernly equipped fertilizer factory.

Remember the following things about the fertilizer which the Farm Bureau has to offer this fall:

QUALITY

The Florida pebble rock phosphate which is used exclusively in this fertilizer is higher in phosphoric acid analysis than the ordinary Tennessee phosphate. All other ingredients are of superior quality and excel in their availability as plant food.

CONDITION

This fertilizer secured through the Farm Bureau is thoroughly cured and seasoned. After being properly aged, it is re-ground. It will not cake and get hard. This means that you can spread it on your land more evenly and with less fuss and bother.

ANALYSIS

There is a large variety of analysis of mixed goods, also 16 and 20 per cent Acid Phosphate.

GUARANTEED

And remember also that the analysis is stamped on every bag and guaranteed to be as represented. You are fully protected.

DELIVERY

Many thousands of tons of goods are now on hand ready to be shipped. Farm Bureau fertilizer can be shipped in mixed cars of fifteen tons or more.

Go to your Co-op manager at once and tell him what you want and urge him to get his order in to us at the earliest possible moment.

For further information write direct to
MICHIGAN STATE FARM BUREAU
Purchasing Department
Lansing, Mich.

How Concrete Helps the Farmer

Farmers who have the advantages of permanent, expense-proof buildings save time and money that would otherwise go to keep ramshackle buildings fit for use. Concrete dairy barns mean healthier cows that give more milk; and that means bigger milk checks.

Concrete silos make possible economical, dependable feed the year 'round—which also means more milk.

Concrete manure pits prevent loss of valuable fertilizing elements in manure.

Concrete corn cribs keep out rats and mice. You can't sell these pests so why fatten them?

Concrete feeding floors and hog houses make healthy, profitable hogs.

Concrete protects the home, and other farm buildings against fire.

Wouldn't you like to know more about Concrete—how to mix and use it, and how to estimate quantities of materials? We will gladly send you this information without charge, if you will write and let us know what you are planning to build. Why not write today?

Our booklet F-14 tells all about the uses of concrete on the dairy farm. Send for your copy.

PORTLAND CEMENT ASSOCIATION
Dime Bank Building
DETROIT, MICH.
A National Organization to Improve and Extend the Uses of Concrete
Offices in 29 Cities

MICHIGAN ELEVATOR EXCH. DELEGATES RENEW LOYALTY TO FARM BUREAU; PRAISE TENNANT; URGE TAX REFORM

Delegates at Annual Meet Express Gratitude to M. A. C. Markets Dep't for Services; See Continued Need for Strong State Farm Bureau Organization

Following are the resolutions adopted by the delegates at Fourth Annual Meeting of the Michigan Elevator Exchange held at the Michigan Agricultural College, July 16th:

WHEREAS: The Board of Directors of the Michigan State Farm Bureau has appointed a committee of three for the purpose of studying the matter of financing and carrying forward the work and invaluable services of the Michigan State Farm Bureau for the well being of the affiliated commodity organizations and the farmers of Michigan, and

WHEREAS: We recognize that the continued maintenance of a powerful central organization like the Michigan State Farm Bureau is of the utmost importance and essential to the welfare, safety and future development of the commodity marketing exchanges and other general interests of the farmers and,

WHEREAS: From conferences held with organization representatives and individuals interested in a strong central farmers' organization, it has appeared that at the conclusion of the present membership in the Michigan State Farm Bureau that the Michigan State Farm Bureau be financed on an endowment life membership basis; therefore

BE IT RESOLVED: That we, the members of the Michigan Elevator Exchange, heartily endorse the forward-looking action of the Board of Directors of the Michigan State Farm Bureau, and pledge our whole-hearted support and assistance to the carrying out of the proposed plan of financing the Michigan State Farm Bureau on a stable and permanent basis such as would result from membership on the endowment plan to the end that the experience, services and support of the Michigan State Farm Bureau may be retained to the Michigan Elevator Exchange and other commodity organizations as well as to the individual farmers of Michigan.

Point With Pride to Co-op Growth; Laud Hale Tennant

WHEREAS, Michigan farmers are unexcelled in the wide range of co-operative marketing services which have been organized, fostered and protected in Michigan, and

WHEREAS, This beneficial farmers' co-operative marketing movement in Michigan has been established and maintained on the solid and substantial foundation of more than 700 local co-operative associations, a large proportion of which are members of one or more of the five powerful and successful state-wide commodity exchanges which have been developed to serve the common interests of producers and co-operative handlers of the various several classes of commodities produced on Michigan farms, and

WHEREAS, The rapid and yet substantial growth of the co-operative movement in Michigan has been made possible by the sound and constructive advice, the wise counsel and able leadership of Mr. Hale Tennant, Director of Markets of the Michigan Agricultural College, and by the efficient services of his associates in the Markets Department, and

WHEREAS, In view of the facts above stated, we note with no small regret the announcement of Mr. Tennant that for the promotion of inter-departmental harmony on the M. A. C. campus, he is resigning his position as Markets Director, to be effective January 1, 1925, therefore

BE IT RESOLVED: That at this time, we, the delegates to the Fourth Annual Meeting of the Michigan Elevator Exchange, representing nearly 100 local co-operative elevators with a membership of approximately 25,000 farmers, an organization which is one of the living and abiding monuments of the policy and diligence of the M. A. C. Markets Department, take this opportunity to express to Mr. Tennant our deepest appreciation of his services in our behalf, to extend to him our very best wishes for his success in any future undertakings and to voice our abiding hope that a way may yet be devised so that the services of Mr. Tennant may still be made available to the farmers' co-operative associations of Michigan, and

BE IT FURTHER RESOLVED: That we highly commend the new president of M. A. C., Dr. Butterfield, for his assurance that the co-operative marketing work of the College will be increased rather than diminished under his administration and we respectfully and earnestly urge that the College conduct research and investigation into the problems of marketing and co-operative organization, and at the same time maintain and enlarge its present program of organization, finance auditing and legal service to the co-operative movement in Michigan.

Urge State Income Tax to Bring Relief to Property

WHEREAS, A careful analysis of taxation conditions in Michigan reveals that general property is bearing an altogether disproportionate share of the burden of taxation and

COMMENDED



Dr. Kenyon L. Butterfield
Dr. Butterfield, the newly chosen president of M. A. C. was highly commended by the Elevator Exchange delegates for his assurance to them that under his administration the co-operative marketing activities of the College would be increased.

is failing to produce any degree of taxation justice, and

WHEREAS, It is a sound principle of taxation that a person should contribute toward governmental expenses in proportion to his individual ability to pay, therefore

BE IT RESOLVED: That we approve and endorse the constitutional amendment providing for a state income tax which will be submitted to the voters of the state at the coming November election.

Declare Gas Tax Needed To Finance Roads Fairly

WHEREAS, A growing proportion of our staggering tax totals goes for the construction and maintenance of our highways, and

WHEREAS, Despite this fact, we are continuing to issue road bonds at an alarming rate, and

WHEREAS, The present system does not effect a just distribution of highway costs among the users of improved highways in proportion to benefits derived.

BE IT RESOLVED: That we favor a state gasoline tax of two cents per gallon, the proceeds to be used for construction and maintenance of improved highways and paying the interest and principal on the outstanding highway indebtedness.

See Need for Bureau's Tax Investigation Work

WHEREAS, As long as the general property tax continues to be the chief source of governmental revenue in Michigan, the matter of fair assessment of property for tax purposes becomes one of the utmost importance and

WHEREAS, In view of the present general agricultural depression, it is little short of a calamity for farm lands to pay more than their just share of this general property tax and

WHEREAS, Careful, complete and comprehensive investigations conducted by several County Farm Bureaus, that have obtained from official sources the relative assessment of various classes of property, have revealed that in every county where investigations were made that farm property was being assessed considerably higher than urban property, averaging well over 20 per cent higher in most instances, therefore

Praise Management for Splendid Results Secured

WHEREAS, The continued growth and volume of business and highly satisfactory service of the Elevator Exchange is due practically to the efficient management of Mr. Osmer and his assistants, and

AND WHEREAS, The relative position that the Elevator Exchange holds in relation to the other handling agencies in the state has been reached by reason of the ability and efficiency of Mr. Benton, and we take this opportunity to express our appreciation of his services, and

RESOLVED: We hereby pledge our continued hearty co-operation to the end that the Elevator Exchange may continue to be an outstanding successful farmers' marketing organization.

Read the Michigan Milkmaid announcement on this page.
Write Farm Bureau Wool Dept., Lansing, now for wool marketing agreement. Closing date Aug. 1. See application blank on this page.

Elevator Exch. Holds Big Annual Meeting

(Continued from page one)
between the Elevator Exchange and the State Farm Bureau. John W. Sims of Tuscola county made an address showing the striking growth of co-operative marketing and proved that Michigan ranks with California and other leaders for large numbers of successful co-operative organizations.

The delegates were entertained at dinner at the Peoples church at East Lansing. Dr. Butterfield spoke there. Mr. L. L. Winters, member of the Chicago Board of Trade, explained the workings of that organization. One of the best talks of the day was given by Chas. R. Aldrich of Spencer, Ohio, a large handler of hay. He spoke on hay shipping problems. His talk will be the subject of several articles in the NEWS.

Choose Able Officers
In the election of officers, four directors were returned to the Board of Directors for two year terms—L. C. Kamlowkske, Washington Co-op Co.; Carl Martin, Coldwater Co-op Co.; H. D. Horton, Kinde Co-op Elevator; John Nicolson, Marlette Farmers Co-op Elevator Co. O. L. Miner of the Dowagiac Farmers Co-op Ass'n was elected to the board for a two year term.

The new and hold-over directors organized by electing Mr. Horton president, and re-electing Messrs Kamlowkske and Martin vice-president and secretary-treasurer, respectively.

Mr. Horton succeeds Mr. Waldo E. Phillips of Decatur, who served two terms as President of the Exchange. Mr. Phillips was not a candidate for re-election. He has been a member of the Exchange board of directors for four years—from the beginning, and has played an important part in the success of the Exchange. In addressing the delegates Mr. Phillips paid tribute to the fairness and thoughtfulness of the Exchange board, declaring that never had they been unable to work together, even when confronted by perplexing problems over which there might be a considerable difference of opinion.

Old members of the Board are George McCalla, Ypsilanti Farm Bureau Elevator; W. E. Phillips, Decatur Co-op Ass'n; M. R. Shisler, Caledonia Farmers Elevator; F. M. Oehmke, Sebawaing Co-op Ass'n, Bach.

BOYS', GIRLS' CLUBS PROVE MERITS OF GOOD SEED SPUDS

Results Show 34 Bu. More Per Acre From Certified Northern Seed

The use of northern-grown certified seed potatoes in southern Michigan received another boost through the demonstrations put on last year by the Boys' and Girls' Clubs in ten of the southern counties. Last spring a carload of choice certified seed potatoes were donated by growers in Cheboygan, Otsego and Presque Isle counties to the Agricultural Department of the Michigan Central R. R., which in turn, donated them for demonstration purposes to the Clubs in Lapeer, Macomb, Oakland, Hillsdale, Genesee, Washtenaw, Jackson, Calhoun, Wayne and Branch counties. These demonstrations were under the supervision of Mr. R. A. Turner, State Club Leader. Approximately 100 demonstrations were conducted by as many girls and boys.

Eliminating the results of two plots which were not taken care of properly, the average yield from the certified seed was 34 bushels higher per acre than that from the home grown stock. The average yield per acre of the latter was 97 bushels, while that of the former was 131 bushels, thus constituting an increase of 35 per cent because of the use of northern grown seed. The differences on individual plots amounted to as much as 266 per cent in some cases. Frank Rets at Imlay City received two and one-third times as many bushels of potatoes from the northern grown seed per acre as from his father's stock. Almost all the reports also called attention to the fact that the percentage of marketable potatoes was larger from the northern grown seed.

This is just another demonstration of the value of good seed of any kind, and the merits of northern grown seed for southern Michigan. It is well that our boys and girls discover these truths early in the game.

Attention! Mr. Monument Buyer



Write us today for our special proposition on Best Everlasting Vermont Granite Monuments and Markers. Highest quality; lowest prices.
R. W. CARR MONUMENT CO., 107 South Ave., Battle Creek, Mich.

FARM PROSPECTS ARE BRIGHTEST IN PAST THREE YEARS

Report of Elevator Exchange Mgr. Shows Business Is Growing

PRAISES LOCAL MGRS.

They Have Helped Make Exchange Widely and Favorably Known

By L. E. OSMER, Mgr. Michigan Elevator Exchange
This report was presented to Michigan Elevator Exchange delegates at their fourth annual business meeting at M. A. C. July 16.

The past twelve months, for the most part, have not been as profitable for the average Michigan elevator as were the 12 months preceding. Some of our member elevators find that although their total volume of business in dollars exceeds the previous year, their net profits have shrunk considerably. When a commodity like beans starts at the peak price and gradually declines all season, it is practically impossible without speculative short selling to more than break even.

The Michigan Elevator Exchange is incorporated as a non-profit organization and this season we fully lived up to our name. Although our business was the largest in the history of the Exchange, our net gain was the smallest. It has been the wish of the Board of Directors that every possible help in the way of prices be passed to the local member and acting on these instructions, we have handled many cars for half commission and in some cases, no commission at all.

Times Getting Better
We believe that for the most part our managers have been reasonably satisfied with the efforts of the Lansing office. We have made lots of mistakes and at times our opinions on the market have been terrible, but everything considered for the season, we are sincere in believing that the local co-operative elevators, whose money and business is responsible for the Michigan Elevator Exchange, feel satisfied with the way their shop is running. A slow, steady growth, holding old friends and trade and making new ones, is the foundation the Exchange has been built on.

We have not added to our membership for the reason that practically no new co-operative associations have been formed during the past year, but farm conditions show a brighter prospect today than in three years, and with anything like a reasonable outlook for our Michigan farmer, we expect to see more co-operative elevators organize. Four of our members were as near bankrupt as possible at this time last year, but all four of them took a firmer lease on local business, plugged their leaks and have shown a very satisfactory gain this season.

Beans Need Further Service
The growth of the poultry and dairy business in Michigan has materially cut down grain shipping and our bean department was the leader this year. It is the wish of our bean shipping members that the Elevator Exchange control a central picking plant and the bean committee from your Board of Directors will present their recommendations at the annual meeting. There appears to be plenty of room and need for service in co-operative marketing of Michigan beans.

We cannot help but believe that undue pressure has been largely responsible for our Michigan market being under \$5.00 for most of the season. While it is today any man's privilege to back his judgment of future markets and use any legitimate methods to force markets to his views, nevertheless the man bearishly inclined can count on being damaged by both the farmer and his agent. Co-operative marketing alone will never solve the farmer's problem of price. The farmer himself first must have faith in and support his own organization. Production must be timed with demand. Then, and not before, will the farmer have much to say as to price.

Our efforts in Michigan, although not yet of very large proportion, have brought us notice in many sections of the country and the Michigan Elevator Exchange today is well and favorably known throughout the United States. We have yet to renege on any legitimate contract and buyers of the goods we have to sell continually send us other customers. Building this way on the outside and with reasonable intelligent service here in the state, the Michigan Elevator Exchange will be hard to put down.

The job of managing a local co-operative elevator is not the easiest nor most agreeable job there is. We will say to you directors and stockholders this—if your shop is paying prices fully up to competition and if you are making a slow sure gain, then work hard to keep that local manager glad and willing to work hard for you. There isn't a local co-operative elevator manager in Michigan but who wants to make good, and you men can go a long way with that manager if you will give him half a chance.

In conclusion:—
Boost the Exchange every day. You own the best co-operative selling agency in the Middle West. Let's keep it that way.

Read the Michigan Milkmaid announcement at the right.

FARM BUREAU RADIO

Central Standard Time 7:20
Daylight Saving Time 8:20
Wave Length of KYW Is 536

August 1.—Announcement of Radio Essay Educational trip winners and delivery of winning girl's prize essay, by G. L. Noble, Secretary, National Committee on Boys' and Girls' Club Work.

"The Agricultural Situation and the Farm Bureau Program," by R. A. Cowles, Director of Finance, Illinois Agricultural Association.

August 5—"Ridding the Nation of Bovine Tuberculosis," by H. R. Smith, National Live Stock Exchange.

"We-Mindedness," by E. P. Taylor, Assistant Director, Organization Department, American Farm Bureau Federation.

August 8—"Cattle Kings From Club Work," by Dr. R. F. Eagle, Executive Department, Wilson & Company.

"Where Our Products Must Be Sold In Future," by Arthur C. Page, Editor, Orange Judd Illinois Farmer.

"The Farmer of the Future," by E. E. Gallup, Supervisor of Agricultural Education, Lansing, Michigan.

August 12.—"Shipping Live Stock," by O. W. Sandberg, Director of Transportation, American Farm Bureau Federation.

"Helping Boys to Farm Better in Wisconsin," by L. M. Sasman, State Supervisor of Vocational Education, Madison, Wisconsin.

Wool Market Strong As Pool Nears Close

(Continued from page one)
a marketing agreement and membership blank to the Farm Bureau wool dept at Lansing. State how many pounds of wool you expect to have. Shipping tags are furnished with Farm Bureau bags. One should go inside and one outside each bag, completely filled out with respect to this information—your name, address, county, state and the weight of the wool. Don't overlook this.

BUSINESS NEWS

Is a word per insertion for 3 or more insertions; 34¢ a word for each of 2 insertions; 4¢ a word for one insertion. Count each word, abbreviation and figure, including words in signature, as words. Cash must accompany order. Mich. Farm Bureau News.

LIVE STOCK

REG. JERSEY BULLS, READY FOR service. Bred for size and production. Tuberculin tested. J. K. Hatfield, Remus, Mich. 8-8-24

FARMS FOR SALE

FOR SALE—LARGE SHEEP RANCH tracts in the wild. Easy to clear. Gently rolling, good air drainage for corn. Subsoil mostly light to medium clay, the very best of alfalfa land. \$10 an acre. \$1 an acre down. For the balance and interest, will, if desired, depend entirely upon alfalfa, sweet clover and vetch seed crop returns harvested yearly, waiving seed payments until 3rd year, which means that, legume seed and crop returns from a limited acreage is to represent the payments.

Presque Isle county's grass fat lambs can't be beat, nor grown cheaper on the big open range owing to higher average lamb crops and freedom from disease.
The type of buyers I am endeavoring to attract for the purpose of placing Presque Isle County on the map prominently, as it should be, and will be, for the high quality and quantity yield per acre of its legume seed crops, must possess a dome structure capable of visualizing and expanding market for northern Michigan grown legume seed, and the sure and permanent reward that must come to the established legume seed growers. They must have no wish bone for a back bone. Their systems must be charged with sufficient pep to play the combination of legume seeds, wool and mutton—until the cows come home. Such buyers and their progeny will have no occasion to cuss the memory of the undersigned for having led them into the promised land. JOHN G. KRAUTH, owner, Millersburg, Mich.

MISCELLANEOUS

NOTICE TO CREAM PRODUCERS—We want more cream producers to ship us cream. Good references furnished and highest market prices paid. Ship us a can now. Check and can returned at once. Montrose Home Creamery, Montrose, Mich. 7-11-24

GATES—THE EVERLASTING ALL-Steel Double-Trap gate. Never sags and will last a lifetime. Write for catalogue and price list. E. C. Harris, distributor, Allegan, Mich. 8-8-24

STORE MANAGER EXPERIENCED in chain-stores and others. Open for engagement in co-op mercantile. 600 State Street, Saginaw.

Here's Our Platform

- SERVICE to shippers.
- Efficiency in operation.
- Refund of profits.
- Volume decreases expenses.
- Interest in farmers' problems.
- Country wide organization.
- Economical marketing.

How's this for a nursery rhyme with a lesson for the old folks, too:
"This Little Pig went to the Co-ops,
This Little Pig went 'Around'
The first little pig paid a refund;
The other little pig paid none."
MORAL: GIVE YOUR LITTLE PIG A CHANGE—SHIP TO

Mich. Livestock Exch. at Detroit

Prod. Co-op. Com. Ass'n at East Buffalo

whether you use our tags and bags, or your own.

If you wish a cash advance when shipping local freight to the Ohio Sheep and Wool Growers Ass'n at South Columbus, be sure and write the Ohio Ass'n to that effect. Local freight movement takes time, sometimes as much as two weeks or more. Then, there is an enormous volume

of wool coming into the Ohio pool, it is being handled rapidly and efficiently by a crew with six year's experience in that line. You will hear from the Ohio Ass'n promptly when your wool has been received.

The headquarters of the Michigan Wool Growers Co-operative Marketing Ass'n are at the Farm Bureau Wool Dept., Lansing, Mich.

Ontario Varigated Alfalfa

We strongly recommend Ontario Varigated Alfalfa to our members. This Ontario seed is adapted to Michigan and was grown under conditions similar to Michigan. We rank it next to Grimm, on which we are sold out.

We offer high grade stocks of common Ontario Varigated, also a limited quantity of inspected and certified Ontario Varigated seed which has been grown in one district for 15 years. Our prices are very attractive.

This alfalfa has many colored blossoms, similar to Grimm. From that fact comes the name "varigated." Ask your co-op for Ontario Varigated, or write us.

MICHIGAN STATE FARM BUREAU Seed Department Lansing, Mich.

LAST TIME!

This Wool Growers' Application for a 1924 Wool Marketing Contract will not appear again
CLOSING DATE IS AUGUST 1

To Michigan Wool Growers Co-op M't'g Ass'n. Michigan State Farm Bureau LANSING, MICHIGAN.

Gentlemen: Please send me Wool Marketing Agreement and Organization Agreement of Michigan Wool Growers Co-operative Marketing Ass'n for 1924. Also sacks for shipping wool at your direction.

I expect to have about.....lbs. of wool.

NAME.....

ADDRESS.....R. F. D.....

Don't delay filling out and returning this application

Application Must be Postmarked not later than Aug. 1, to meet 1924 wool pool Closing Date rule.

The Truth in Feeds



Saturday, August 9th—

This is the last day farmers may contract fall and winter supplies of Michigan Milkmaid dairy feed.

July 7 the Farm Bureau opened its Milkmaid Feed Contract plan to farmers for the third year. They have until August 9 to cover their needs. Hundreds of Farm Bureau members have done so. If our local representative has not been able to call on you yet, get in touch with him and find out about the plan. He is either your co-op ass'n manager or a Farm Bureau member serving as a car door Milkmaid agent.

MILKMAKER BOOSTS RETURNS

When you and your neighbors buy fall and winter supplies of Milkmaid on the Feed Contract Plan, you assure yourself of a six months supply of the best 24% protein dairy ration made. Delivery is made between September 1 and March 2. The public formula tells you pound for pound what you're feeding. It is the feed for economical and maximum milk production. Your season's order will be delivered as nearly as possible in six equal monthly installments, at a time fixed by you and your neighbors to suit your convenience. You pay for it as it is delivered.

Farm Bureau members have found the Milkmaid Feed Contract a very satisfactory and economical way to buy winter dairy concentrates. Those who bought their first Milkmaid two years ago are with us on the third contract. The number of Feed Contract buyers is growing every year.

LET THE COWS PROVE IT

Milkmaid increases production, lowers feeding costs, keeps the herd in high condition. Cows like this highly palatable, nutritious feed. You can increase your dairy returns with Milkmaid.

Don't forget! The Feed Contract Plan closes Saturday, August 9. No applications can be accepted after that date.

See your local agent now. If you have no agent, write us.

Purchasing Department

MICHIGAN STATE FARM BUREAU, Lansing, Michigan

MICHIGAN

Milkmaid