

## GAS TAX FRIENDS ARE RENOMINATED FOR LEGISLATURE

41 Reps. and 15 Senators Who  
Voted for Gas Tax Are  
Primary Victors

## GAS TAX GAINS GROUND With Old Supporters and New Members Favorable, Gas Tax Is Inevitable

Enemies of the gas tax are attempting to make great capital out of the fact that a few of those who voted for the gasoline tax at the 1923 session of the legislature failed to be renominated at the recent primaries. They are attempting to convince the public of the fact that these few exceptional cases are indications that the sentiment in Michigan has changed on this great issue of reform in the matter of financing our highway construction and maintenance.

Since the facts in the case are so very opposite to what these gas tax foes are attempting to prove, it is very interesting to get a bird's-eye view of the results of the primaries all over the state, in order to see what the feeling really is toward those men who championed the gas tax in the 1923 session. Here are the facts:

Out of the 80 members of the 1923 House of Representatives, who voted for the gas tax, 41 were renominated at the primaries this year. A large proportion of the balance were not candidates for reelection. Of the 18 Representatives who opposed the gas tax, only 5 were renominated this fall. If these former members who have been renominated are all re-elected, which in most cases will be true, there will be in the 1925 legislature 41 Representatives who voted for the gas tax last year and only 5 who voted against it.

**Gas Tax Senators Returned**  
In the Senate, the conditions will be even more favorable to gas tax legislation. It will be remembered that on the final gas tax vote in the Senate in 1923, 19 fearless Senators resisted all the pressure brought upon them by political factions and special privileged classes, and voted for the Warner gas tax bill.

The leader of the gas tax supporters, Senator Wm. M. Connelly of Spring Lake, representing Muskegon and Ottawa Counties, failed in his campaign for renomination. This fact was heralded by the opponents of the gas tax as indicating that his stand on this issue was not popular with his people, but there is little evidence that anyone voted against

## FERTILIZER CASE INTERESTS MICH.

Ohio Farm Bureau Is Seeking  
Substantial Reduction in  
Freight Rates

Michigan farmers will be interested in the fertilizer rate case affecting this territory which was argued recently by representatives of the Ohio Farm Bureau Federation and attorneys representing the several interested railroads. The hearing was held at Columbus, Ohio, before the Ohio Public Utilities Commission and a representative of the Interstate Commerce Commission.

In Ohio and Central Freight Ass'n territory, which includes Michigan, fertilizer shipments take a sixth class freight rate on a minimum of 30,000 lbs. per car. The Ohio Farm Bureau sought to show that the rate should be made 80 percent of the sixth class rate on shipments to and from points in Ohio and in Central Freight Ass'n territory.

Michigan Farm Bureau members get their fertilizer from a plant in Ohio. Today the rate per hundred from the plant to Lansing, Mich., for instance, is 19 cents. The freight bill on a 30,000 lbs. car of fertilizer is about \$57. If the Ohio Farm Bureau should win its case: 80 percent of 19 cents is 15.2 cents; such a rate would make a 30,000 lb. or 15 ton shipment to Lansing come to \$45.60 a savings of \$11.40 to a Lansing purchaser of the fertilizer, about 76 cents a ton. Mr. Mills of the Michigan Farm Bureau Traffic Dept. attended the hearing but was not qualified to testify as the Michigan Bureau was not a party to the case.

## Gas Tax Just

"The sales tax on gasoline is as just and fair a tax as was ever devised," declares Dr. Richard T. Ely, who is one of America's most outstanding economists. Professor of Economics of the University of Wisconsin and Director of the Institute for Research in Land Economics and Public Utilities.

## The Limiting Factor In Farm Bureau Service

An Open Letter to the Membership  
By CLARK L. BRODY, GEN. MGR.

A dozen men have just been meeting in my office. Four years ago no such group of men could have been brought together. They didn't exist at that time. They have been developed since then. They are the key men in the several business and service departments of the Michigan State Farm Bureau. They belong to that rare breed of modern manhood which partakes of a dual purpose nature. Each one is a trained business man—an expert in his particular work. Yet most important of all, each is a rural-minded fellow, a man whose heart and sympathies are all with the farmer. These men are largely farm boys who know farm life first-hand. Several of them still own and operate farms. By years of schooling and practical work these men have fitted themselves for the positions they now hold. Most of these men have been developed by the Michigan State Farm Bureau.

A few years ago, when the State Farm Bureau suddenly sprang into being there were no such suitable men available to man its departments. Both men and methods had to be developed. The process at times proved costly and required patience and an unshakable determination to succeed.

But now all that is largely history. As I sit alone in this office, from which my dozen associates, staff members and department heads, have just left, I am conscious of the satisfaction which comes from knowing that never before were our various departments in as good shape as they are today. Never have they been in a position to give as good service to the individual Farm Bureau members. And so today it seems to me that the limiting factor is no longer men or methods, but PATRONAGE AND LOYAL SUPPORT OF THE MEMBERS. If we would but give our Farm Bureau business departments and affiliated commodity exchanges the volume of our purchases and sales, which our organization should have a right to expect from us, what a power the organized farmers of Michigan would possess and what tremendous financial savings they could make! In business today it is increasingly true that volume is necessary for efficiency. Each person adding his personal business swells the total and makes possible greater benefits to himself and his fellow Farm Bureau members.

Our departments are busy today. They are booming, growing, developing. The Michigan State Farm Bureau with its far-flung program of business and service departments, which was only a dream, a vision, or at best only an experiment four or five years ago, is today solidly established. But its program has not ceased, its development is not halted, its guiding star is still in the ascendancy and is yet far from its zenith.

This growth will not come without effort. The development to date has been an intensely bitter struggle. There have been hostile interests to overcome, new ventures to pioneer, wolves in sheep's clothing to be fought off, discouragements and disappointments to be borne. It is only natural that there have been instances where personal feelings have been hurt and enemies have been made. We may expect these disgruntled individuals to display their spite occasionally in a few localities over the state. But on the whole, success has crowned our efforts and the Farm Bureau in all its relationships has shown steady advancements. The real worth of men has been discovered, friends who count have come forward, and best of all has come the unspeakable satisfaction of knowing beyond a doubt that the effort has been tremendously worth while.

And now what of the future? Frankly, I don't know; only this,—the future of the Farm Bureau is up to the members. It was made to be used. An organization built to give service to thousands must have volume or fall of its own weight. Let each member do his part to increase the volume of business.

No sensible farmer would purchase a splendid brand new tractor, fill it with fuel, oil and water and then let it stand idle in the field or farm yard. Yet this is exactly what some Farm Bureau members are doing with their organization. They have helped develop the Farm Bureau machinery and put it in shape to serve them and then they fail to use it to any great extent.

Let us each take a solemn vow to double the volume of our Farm Bureau business and to spread this gospel among our neighbors. Such a resolution consistently carried out would profit each of us personally and prove of incalculable benefit to our organization.

Cordially yours,

Lansing, Mich.  
Oct. 1, 1924.

CLARK L. BRODY.

## PITTSBURGH PLUS VICTORY COMPLETE

Steel Industry Will No Longer  
Collect Extra Freight  
On Steel

Washington, Sept. 18.—With the failure of the steel industry, headed by the U. S. Steel Corporation, to appeal from the ruling of the Federal Trade Commission that the "Pittsburgh Plus" system of making steel prices is unfair and must be discontinued, that practice has gone into the discard. The steel interests had until today to appeal from the ruling. Instead they accepted it.

Under "Pittsburgh Plus" the steel industry figured steel prices as though all steel were made in Pittsburgh. That is, they added "freight from Pittsburgh" which accounts for the "plus." This system cost the purchasers of tools, farm implements and all rolled steel products a sum estimated at \$50,000,000 annually. In conforming with the ruling abol-

ishing Pittsburgh plus, the steel mills will issue new price lists, cutting out the Pittsburgh Plus phantom freight. All steel prices will be on the basis of wherever the steel is made.

Many organizations joined in the attack on Pittsburgh plus. The American Farm Bureau Federation produced much important evidence in behalf of farm interests. The Michigan State Farm Bureau was active in presenting Michigan conditions. Lower prices on steel goods should come out of the Pittsburgh Plus victory.

## M. A. C. Would Produce Better Canning Tomato

Experiments to develop a new labor saving canning tomato are under way at the Michigan Agricultural College. Prof. George Starr, vegetable specialist at the college, is trying to develop a strain which will require less time and trouble to prepare for the table or for the can. If successful, it is believed it will tend to encourage housewives to can more tomatoes and at the same time may revolutionize the tomato canning industry.

## ANNOUNCE CHANGE IN FARM BUREAU'S SEED DISTRIBUTION

All F. B. Brands to Be Shipped  
in SAFESEED Sacks  
This Year

## WILL IMPROVE SERVICE Michigan Joins with Other States in a National Seed Service

As a pioneer in the co-operative seed business, the Michigan State Farm Bureau Seed dept. not only has made good in Michigan, but its example stimulated Ohio and Indiana, Virginia, West Virginia, New York and several other states to establish Farm Bureau seed services. For a few years the Michigan Bureau served all of them to a large degree as buying agent for adapted northwestern alfalfa and for Michigan clover seed, thereby opening up a great outside market for our Michigan clover seed. The co-operative Farm Bureau seed business has grown tremendously and the methods of handling and financing it have had to be remodeled from time to time.

The business has gotten to be too large and too complicated for the Michigan Farm Bureau to handle or finance, besides taking care of growing demands from the folks in the Michigan Farm Bureau membership, so all states have joined in a co-operative Federated Seed Service and have made Safeseed, Inc., of Chicago, a new company, their source of seed and their general seed distributing agency. It is responsible and amply able to give the co-operatives the kind of service they want. Safeseed Inc. is in charge of J. W. Nicolson, formerly manager of the Michigan Farm Bureau Seed dept., and it was organized to supply the co-operative seed distributors with the kind of seed which they demand,—dependable, adapted clover, alfalfa seed of high purity and quality.

**Trade With Each Other**  
Practically all the Farm Bureau seed services get their alfalfa seed from the northwest; Virginia, West Virginia and others come to Michigan for clover seed; Michigan and the rest sometimes go to Iowa for timothy seed and so on. Heretofore, these states have sent their seed out to their members in their own sealed, branded sacks, in bushel, half bushel and peck sizes—such as Michigan Farm Bureau Brand Seeds. The idea originated in Michigan.

**Agree on Same Sack**  
Now that they are together in the Federated Seed Service for such seeds as they cannot produce for themselves within their own borders, all of them have agreed to adopt a common brand for their seed, whether produced within the state or supplied by the Safeseed Company Inc. Beginning with the new

## MICHELEX PLANT PICKING NEW CROP

Farmer-Owned Terminal Is  
Giving Bean Growers  
Good Results

Port Huron, Oct. 1.—The Michelex Elevator and Warehouse Company, the bean picking and storage plant here owned by members of the Michigan Elevator Exchange and other interested men, is busy with the new crop. Considerable beans have been sent here by co-ops and large growers for storage, drying and picking. Quite a force of girls is picking beans. The plant has shipped as high as three cars in one day on the present crop.

The Michelex plant is the first farmer-owned bean or grain terminal in the state. Last year it had quite a bolstering effect on the bean market from the growers' point of view. With 100 carloads of storage space, it enables the country elevator to pass its overflow to the Michelex plant for storage and picking and to reap the benefit of selling the beans at the proper time as choice, hand-picked. Otherwise, many elevators would have to discontinue taking beans for lack of room, as has been the case in the past.

The Michelex plant offers drying, storage and picking service to both members and non-members of the Elevator Exchange at reasonable service charges. Earnings of the company go to Michigan Elevator Exchange and other co-operative stockholders in the Michelex Co. Beans put through the Michelex plant and sold by the Michigan Elevator Exchange are sold under the Exchange's "Michelex" brand for its choice, hand-picked beans. Beans stored and picked for the trade get the same careful attention and may be stored at the plant until the owner sells them or they may be sold through the Elevator Exchange.

## IONIA CO. CLUB GIRLS ARE STATE CHAMPIONS



LILAH KYSER

"Boston Busy Bees" is no misnomer when applied to the South Boston Girls' Canning club in Ionia County. The organization was only two weeks old when two of its members copped first honors at the Ionia Free Fair in the canning demonstrations and now this club has the honor of owning the State Fair champs, these two girls winning first place at Detroit recently.

Miss Kyser is 18 years old, the daughter of Mr. and Mrs. R. A. Kyser of South Boston. She is a graduate of the Lowell high school and this year has entered the Michigan Agricultural College. Miss Lee is 16 years old, the daughter of Mr. and Mrs. R. Lee of South Boston, and is a senior at the Lowell high school. They are both bright girls and justly proud of their new honors.

Miss Kyser's mother chaperoned the two at the fair. Miss Dorothy Kyser, sister of the winner, is the president of the club. Mrs. Nelson

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## RYE COMING BACK, SAYS ELEV. EXCH.

Demand and Prices Warrant  
Farmers Increasing  
Acreage

The Michigan Elevator Exchange is advising Farm Bureau members that the rye markets and the demand for rye grain warrants them putting in considerable rye this fall. In the last two months rye has advanced 50 cents a bushel, in keeping with a tremendous export demand from Germany. Under the Daves reparations plan Germany is picking up and indications are that she will continue to be an increasingly great consumer of rye again. To date one half of the exportable rye surplus in this country has been sold and the demand continues strong.

Wheat is strong. The world crop except in the United States has been very short. Since June 1 the price of wheat has advanced 35 cents a bushel. Some sections of the west are experiencing a great revival, notably in Kansas where farmers had estimated their wheat crop to be worth \$46,000,000 and instead will realize about \$150,000,000 on it.

## CO-OP BROADCASTS LIVESTOCK NEWS

East Buffalo, N. Y. Oct. 1.—Each Tuesday and Friday between twelve noon and one o'clock Central Standard time, the Producers Co-operative Commission Ass'n of East Buffalo is broadcasting live stock news from radio station WLS, Chicago. The Chicago Producers broadcasts Wednesdays between 8 and 9 p. m. Michigan live stock producers should get this information easily as WLS has one of the most powerful sets in operation. If you hear any of these reports, drop the Producers a line at 906 Williams Street, East Buffalo, N. Y., and tell them how you like it.

## GRAIN MARKETING CO. IS DOING HUGE BUSINESS AND SUCCEEDING THROUGH SERVICE, DECLARES J. W. COVERDALE

Speaker at Bureau Picnic Gives Details of Great  
Grain Marketing Merger Which Already  
Handles 70 Pct. of U. S. Exports;  
500,000 Bu. from Michigan

For the first time a large audience of leading Michigan farmers have had an opportunity to hear direct and official information regarding the epoch-making Grain Marketing Company, the \$26,000,000 farmer-owned and controlled concern, which was recently formed with headquarters at Chicago, and startled the agricultural and commercial world by taking over the best of the physical assets and managers of four of the largest grain firms in the United States.

Paying honor to the Farm Bureau movement and showing his interest in its work in Michigan, John W. Coverdale, for four years secretary of the American Farm Bureau Federation, and now secretary of the Grain Marketing Co., left his immensely important duties in Chicago and spent September 18th in Michigan conferring with Farm Bureau leaders at State Headquarters in the forenoon, and in the afternoon addressing the barbecue and picnic held jointly by the Clinton and Ionia County Farm Bureaus at Electric Park, near Portland.

## "It Is Working," Says Coverdale

"I have often been asked this question regarding the newly organized Grain Marketing Company in Chicago, 'will it work?' The answer is, 'It is working,'" declared Mr. Coverdale.

Secretary Coverdale preceded his discussion of the Grain Marketing Company with a general Farm Bureau speech, informing the members what their national organization had done during the past four years. He made a very comprehensive analysis of the problems and difficulties which have been confronting agriculture, and declared that no individual cures had proved or could ever prove effective, but that a combination of remedies must be applied.

He pointed out that 80% of the agricultural products in the United States are produced in the middle west and that the surplus must go to the eastern United States and on east across the Atlantic. As it thus goes into competition with food produced under lower standards of living, it becomes imperative that we match this cheap foreign production with more efficient production and distribution in the United States. He declared that because of its realization of this fact the Farm Bureau movement had from its very inception rallied around the agricultural colleges, the experiment stations and the extension agents, and had promoted co-operative marketing.

## Traces Bureau's Record

"Agriculture, the greatest industry in America, has suffered tremendous losses during the reconstruction period, following the World War," declared Mr. Coverdale. "The American Farm Bureau for four years has been laboring in the service to the rural communities, in helping correct this economic unbalance. It has championed relief legislation, built co-operative marketing organizations, secured lower transportation rates, worked consistently for tax reduction, all for the purpose of making your community a more happy and prosperous place in which to live. Contented and prosperous communities make a strong nation.

"The farmer of the Middle West produces more agricultural products per man unit than the farmer of any other nation. Yet when he comes to merchandise his production he is compelled to sell his surplus in foreign markets in competition with cheap land, cheap labor and a lower standard of living.

"The effect of this system has been to upset our markets, and in times of over-production, penalized our farmers for their progressive agriculture.

## Seek a Fair Deal

"To correct this economic condition has been the endeavor of almost every known agency of the land. Co-operative marketing in all its various forms has been tried. It is not new. It has been in existence for better than fifty years. However, many of the attempts in marketing in the past have not eliminated the overhead costs of merchandising that the producer has expected.

"The American Farm Bureau asked Congress to give the farmer the same opportunity that other industry has had for its merchandising. Thus Congress gave us the Capper-Volstead Act, a national marketing law. Congress gave us the Intermediate Credits Act, which provides a system of finance for production and marketing, and Congress also gave us the Federal Warehousing Law. All three of these measures were created for the purpose of aiding agriculture through this economic



J. W. COVERDALE

Secretary of the Grain Marketing Co.  
Mr. Coverdale was the first secretary of the American Farm Bureau Federation and served in that capacity from 1920 until recently when he resigned to devote his full time to the Grain Marketing Company. He continues as treasurer of the A. F. B. F. until the annual meeting in December.

crisis.  
"As a result of these enabling acts, the live stock interests have been organized into the National Live Stock Producers' Association, which last year marketed 69,101 cars of live stock, valued at \$90,672,623.00, and after paying overhead expenses returned to the growers \$500,000 in dividends.

"We have also the Federated Fruit & Vegetable Growers, Inc., which last year marketed 33,000 cars of fruits and vegetables, and this year will double that amount.

## The Newest Venture

"And now we have the recently organized Grain Marketing Co., capitalized at \$26,000,000.00, with elevators at eighteen of the principal grain markets of the country, with testing laboratories, with mills, and all the necessary equipment to enable it to handle all the co-operative grain of the country.

"These three great marketing institutions have been built for the sole purpose of strengthening your community.

"The Grain Marketing Company, with its enormous facilities, is already the leading grain company of the country, and it is fast placing itself in position to be an important factor in making the grain markets of the United States a seller's market instead of a buyer's market. Europe, who is the principal user of our surplus grains, has learned the value of unified buying, and has but sixteen

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THE STATE FARM BUREAU'S PROGRAM

TAXATION—Relief for sorely burdened farm property by enactment of: (a) Two cent gasoline tax for highway funds. (b) State Income Tax in place of State's general property levy. (c) Law forbidding any more tax exempt securities. (d) Equalization of assessment of farm and city property in accordance with sales values of same. TRANSPORTATION—Immediate application of Michigan 60c Rate decision to save farmer shippers in 69 counties \$500,000 annually. MARKETING—Extension of sound co-operative marketing program now well under way in Michigan. LEGISLATION—Passage of the Capper-French Truth-in-Fabric bill, completion and operation of the U. S. Muscle Shoals Nitrates plant and manufacture of fertilizer; opposition to any form of sales tax or of consumption tax, retention of federal income tax.

BUREAU'S PLATFORM HAS A PROHIBITION PLANK

Ever since its organization, the Michigan State Farm Bureau has taken a very positive and decided stand in favor of prohibition and the strict enforcement of the 18th Amendment and the Volstead Act. Each year the dry plank in the Farm Bureau's platform has been unanimously approved. At the last meeting of the State Farm Bureau Board of Delegates, the following resolution was adopted:

"RESOLVED, that we reaffirm our previous action in strenuously opposing any attempt to belittle or render less effective the 18th Amendment to the Federal Constitution and strongly urge that the Volstead Act be rigidly enforced."

The Farm Bureau members realize that prohibition is not a settled question, but that it is an intensely live issue in our state and nation today and that it will no doubt be a big factor in the minds of Michigan voters as they go about between candidates for certain offices at the November 4th election.

True to its well established policy, the Michigan State Farm Bureau is not advocating or opposing the election of any individual candidate for any office. Yet it is timely to point out that only through exercising careful and discriminating judgment at the polls in the selection of our public servants can our desires on questions such as this be realized. A word to the wise is sufficient: Read, think, discuss, consider—finally, be careful how you mark your ballot.

INTEREST IS FOCUSED ON INCOME TAX ISSUE

True to the prophecy made in these columns some weeks ago, interests hostile to an income tax are becoming increasingly active in their propaganda to persuade Michigan citizens to vote against an income tax amendment this November.

It is interesting to notice that all these arguments against the pending income tax proposal tell what a terrible situation would be created should an income tax amendment be passed, but nowhere do we see any discussion of the grossly inequitable situation under which rural tax-payers are now laboring.

No attempt is made to contradict the fact which we have so often brought out, that real estate now constitutes but 35% of the wealth of Michigan, yet it is bearing 80% of the tax load. Under the present arrangement many men of large incomes are escaping with little tax or no tax at all while general property owners are footing the bills.

It is quite evident that with farmers and town and city home owners beginning to realize the present unjust distribution of the tax burden, that any measure which proposes a more equitable means of raising a portion of the governmental revenues, should have the very serious consideration of the property tax-payers. It is equally apparent that any measure which seeks to disturb the present arrangement would be bitterly opposed by those owners of 65% of the wealth of the state who are escaping with but 20% of the tax totals.

The truth of this statement is becoming more evident every day as the enemies of the income tax are making every effort to discredit the amendment. It is interesting to observe, as noted above, that none of these hostile attacks have been directed against the principle of an income tax. It seems generally accepted even by its enemies that an income tax is the fairest and most equitable means of raising governmental revenue.

It is significant that in all of these hostile attacks, no attempt is made to dispute the fundamental principle of taxation laid down by the great economist, Adam Smith, in his classic work, "The Wealth of Nations," in which he states that, "The subjects of every state ought to contribute to the support of the government as nearly as possible in proportion to their respective abilities."

It seems quite evident that the purpose of taxation should not be to punish or benefit any particular class or individual but to provide revenue for the conduct of our various governmental units and activities. When a situation develops such that any one class of our citizenship is paying a disproportionate share of the load, it is high time that we should devote serious attention to instituting a reform to bring our method of taxation up to date and make it meet present conditions with a reasonable degree of justice. There can be no denying the fact that a person's ability to pay taxes is best measured by his net income and that an income tax basis is the most equitable method of raising revenue for governmental expenses.

Experience both of the Federal Government and the several states which have income tax laws, has proved that it is the cheapest and easiest form of tax to collect. Perhaps this is due to the fact that it never becomes due except when the individual has a net income which places him in a position to pay the tax with very little inconvenience. A personal income tax never confiscates any man's property, while we all know that the general property tax has been taking farms and homes from their owners on an extensive scale during the past few years.

Those individuals and organizations now opposing an income tax, declare that it will be passed on and that the consumer will foot the bills. There may be cases where this will happen, but it would appear that a personal income tax, coming as it does after the year's business is all settled, is the hardest kind of a tax to pass on. Some business or professional men may anticipate such a tax and raise their fees slightly, but the person who is working on a salary or for wages or whose income is from interest earnings, would be absolutely unable to pass on one cent of an income tax. Probably our city friends like the present arrangement whereby the farmer bears such a large share of the tax burden because the farmer of all people is most unable to pass on his tax, as at present he has so little to say about the price of his products.

Not being able to dispute the fundamental justice of an income tax, those who oppose it are centering their attention on raising an interesting array of objections to the specific amendment which will be voted upon this fall.

One of the Detroit papers, realizing that a large proportion of the net incomes of the state are found in Detroit, declares, "The principal victims are to be the people of Detroit and Wayne county and after that the people of all the industrial and commercial centers of the state, and the beneficiaries are to be the farmers." As long as this high authority admits that an income tax amendment will help the farmers, we are wondering if so many farmers will vote against it as took that stand two years ago.

It is becoming evident to farmers all over the state who listen to these objections that it probably would be humanly impossible to write an income tax amendment which would be satisfactory to the owners of the 65% of the wealth of the state who now get away with but 20% of the taxes. Even were the state general property tax shifted over to the more equitable income tax basis, farmers would be plenty hard hit because the county, township and local taxes will still be on the property tax basis.

A mule can't pull when he is kicking nor kick when he is pulling, neither can you.

Grain Marketing Co. Doing Huge Business

(Continued from page one) buyers, who take practically all the grain exported. With unorganized selling in this country Europe has a large advantage in the market, and can play our many selling agencies against one another. If concentrated selling can be put in use here to meet the unified buying power of Europe the market prices should not be so easily broken to the detriment of the producer.

Service the Test "No marketing plan can succeed unless it is built to render efficient service in a businesslike manner and using good business principles. The Grain Marketing Co. is a co-operative commercial company. First, it is complying with banking principles, in order to secure proper finances at the lowest possible rate. Second, it is contracting the services of outstanding experienced grain men as managers and operators. Third, it is acquiring the necessary physical

properties by purchase and lease, in order that it can conduct a large business, and fourth, it is organized for efficiency and elimination of overhead expense, and pays its surplus earnings above overhead expense, to the producer stockholder, in the proportion of his business to the total volume. "Co-operation is organization for the public, and by the public, rather than organization for profit, with little consideration for the producer or the consumer."

Do 25 Years' Work in One Secretary Coverdale told how on July 23 the new company contracted to acquire the physical property of four of the largest grain marketing companies in the United States, with a storage capacity of 50,000,000 bushels of grain. Full details regarding the financing of the new venture and the safeguards which had been set up to insure a fair appraisal of the property to be taken over, were discussed by Mr. Coverdale. He told the Farm Bureau members how in addition to the physical assets of

these former grain marketing companies, the new organization had also acquired the managerial services of nine of the largest of these elevators. He explained that by these moves they had placed the new company in a position which it could only have reached by twenty-five years of effort had it gone out and tried to build the new organization from the bottom up.

Mr. Coverdale surprised his hearers by telling them that since August 5, when the new organization began to do business in its own name, operating on several of the largest markets in the United States, it was given credit by the reports of the United States Department of Commerce for doing 70% of the entire export grain business from the United States, and that on one day recently it handled 42 1/2% of all the cash grain coming into Chicago. The Chicago grain trade credits the Grain Marketing Company with keeping grain prices up 7c. per bushel above what they would otherwise have been.

Handling Michigan Grain One of the biggest surprises of the afternoon was sprung when Mr. Coverdale told the Clinton and Ionia County farmers that whether they knew it or not, the Grain Marketing Company had already handled over one-quarter million bushels of wheat and oats sent by the farmers to the local co-ops and marketed through the Michigan Elevator Exchange. He told his hearers that the growers of this grain could get a patronage dividend by joining the Grain Marketing Company and by each purchasing one share of common stock at the cost of \$1.00. Since Mr. Coverdale made the statement that the Michigan Elevator Exchange had marketed one-quarter of a million bushels of grain through the Grain Marketing Co., this amount his doubled.

Coverdale vigorously refuted all charges that the new company was taking over antiquated equipment and facilities, or that the four big companies interested in this merger had accepted the agreement because they were losing money. He declared that last year the net earnings of these four corporations amounted to \$1,900,000, and he went on to show that the new company through the elimination of duplication could reduce the former overhead of the four independent companies nearly 50% by having one central office and telegraphic system in each of the markets.

Shows Need for Waterway In the course of his address, Mr. Coverdale declared that as the middle west region of leading agricultural production is 1200 miles from the Atlantic, transportation becomes a most important factor of interest to the farmers. He stated that an extensive study of transportation by the A. F. B. F. had revealed that water-transportation is the cheapest way to move farm products, and he backed up this assertion by figures showing that grain could be sent from Chicago to Liverpool from 9c. to 12c. per bushel cheaper if the Great Lakes-St. Lawrence Tide-water project were completed, so that the ocean going vessels could come in and load at Chicago.

Beyond doubt the Farm Bureau members present got a new vision of the power of their organization when Secretary Coverdale pointed out that there were in the United States 1,600 County Farm Bureaus grouped into 46 State Farm Bureaus and all united in the American Farm Bureau Federation, which brought together in one effective organization 1,250,000 farm homes.

The sincerity and frank discussion of details which characterized the address of Secretary Coverdale carried conviction to all his hearers, and it was interesting to observe that at the close of the afternoon program, Mr. Coverdale was surrounded by a group of inquiring farmers who asked him questions and listened to his answers for an hour or more.

A barbecue, movies and band music were enjoyed by the folks from the two counties. Miss Lucinda Monroe of Portland, a famed soloist, favored with several selections. The Westphalia band furnished music. Stanley Powell, assistant secretary of the State Farm Bureau, introduced the speaker, Mr. Coverdale. R. L. Helm, Ionia County Agricultural Agent and H. V. Kittle, Clinton County Agricultural Agent, arranged the day's festivities.

Ionia Co. Club Girls Are State Champions

(Continued from page one) O'Bierne, wife of Hon. Nelson M. O'Bierne, representative in the State Legislature from Ionia county, is chairman of the advisory board.

The honor entitles the two young ladies to a trip to Lansing during the State Club week at M. A. C. Boys' and Girls' club work is an important project with the Ionia County Farm Bureau and has the hearty and active support of County Agent R. L. Helm. Their work was much in evidence at the Ionia Free Fair this year where all club members either exhibited or demonstrated their work.

Live Stock club members took part in a stock judging contest, the four winners of which were awarded a trip to the International Live Stock show at Chicago in December. Those to take the trip this year are: Arthur and Elmer Leifheit, Harold Gates, and Keith Grieves.

This year the National Bank Live Stock Building at the Ionia Fair Grounds was filled with club exhibits of the various projects of club work in Ionia county. The main projects are: Pig and Calf Clubs, Boys' Handicraft Clubs, and Girls' Canning and Sewing Clubs.

Bureau Supervises 3 Markets at Muskegon

Muskegon, Oct. 1.—More than 1,600 Muskegon families buy most of their vegetables and fruit direct from farmers of Muskegon and nearby counties through three public farmers' markets operated in Muskegon under the supervision of the Muskegon County Farm Bureau. It is said that farmers are getting bet-

ter prices for their produce through the markets and that the demand has been increased. Only producers are permitted on the markets; professional hucksters are barred. The success of the Markets is attracting national attention.

One-fourth of the wealth of the whole United States is situated in five mid-western States Illinois, Indiana, Iowa, Michigan and Wisconsin.



NON-CAKING SALT

Different soils produce different crops just as different brine materials produce salt that differs in quality. N. C. (Non-Caking) salt is different because it is made from a natural brine—not from rock salt. N. C. salt will not harden.

Distributed and recommended by the Michigan State Farm Bureau through local co-operative ass'ns. Ask for it. All grades. All sizes.

SAGINAW SALT PRODUCTS COMPANY

Saginaw

Michigan

KEEP YOUR AUTOMOBILE INSURED

Traffic Accidents Are on the Increase

If you are the driver or owner of a motor car or truck, can you really feel SAFE AND SECURE without automobile insurance?

Suppose tomorrow you should be held liable in damages to the extent of \$5,000.00. Would you be able to make an immediate payment without embarrassment? If not, why not let our company carry your risk? With our state wide organization of Adjusters, Agents, Attorneys and Officials we are able to assume your risks and give you efficient service.

Our company is now finishing the tenth season and we have built up large assets with one yearly payment.

Total Assets December 31, 1921...\$137,392.51 Total Assets December 31, 1922...\$228,140.15 Total Assets December 31, 1923...\$407,683.55 Total Assets August 1, 1924...\$561,543.23 CLAIMS PAID SINCE ORGANIZATION...\$1,930,195.26 CLAIMS PAID THE FIRST SIX MONTHS OF 1924...\$222,021.73

The above assets have been accumulated with one annual payment per year. The rate charged has been sufficient to pay the claims each year and to add something to the surplus. The company has never made a special assessment and has, therefore, been non-assessable by experience, the yearly charge being sufficient to meet the claims each year and to increase the assets, placing the company on a firm financial basis.

With selected membership of over 54,000 policy holders the company is prepared to meet every claim promptly.

"INSURE TODAY, TOMORROW MAY BE TOO LATE" Call on the Local Agent or write the

CITIZENS' MUTUAL AUTOMOBILE INSURANCE COMPANY

Howell

Michigan

Send for this free Booklet



"A Hundred and One Farm Uses of Concrete"

Wouldn't you like to have more time for yourself? Wouldn't you like to know you were through fixing up fences for once and all? Wouldn't you like to know when you build a hog house that you will never have to repair or rebuild it?

You can be sure of these things when you build with Concrete. Concrete is not only sanitary and economical. It is permanent.

Send today for your free copy of "A Hundred and One Farm Uses of Concrete."

This practical little book has been especially prepared for you and other progressive farmers. It is well illustrated, and contains samples of blue prints which will help you in your building improvements.

It also gives you worthwhile information about Concrete silos, dairy barns, barn floors, feeding floors, hog houses, milk houses and many other forms of Concrete construction.

Finally, it tells you exactly how to make good Concrete; how to proportion and mix the materials, how to get the greatest values out of every sack of cement you buy.

You simply cannot afford to be without this practical little book. And remember, it is free. Write for it today.

PORTLAND CEMENT ASSOCIATION

Dime Bank Building DETROIT, MICH.

A National Organization to Improve and Extend the Uses of Concrete

Offices in 29 Cities

### CO-OP CREAMERIES FOUND TO ASSURE FAIR CREAM PRICE

Careful Survey Shows Co-ops Best Insurance Against Low Prices

### FIGURES ARE SURPRISING

Centralizers' Prices Depend Largely Upon Co-op Competition

That the co-operative creamery is the best insurance of fair cream prices, is the conclusion of the Dairy Marketing Department of the Ohio Farm Bureau Federation which has recently conducted a survey in several mid-western states as to the prices paid by the large private centralizers. The findings of this survey show that the prices paid by the same company would average as much as 6.5c more in one state than they would in another state that same day. In every case the highest prices were paid where there was co-operative competition.

This report bears out the belief of many thoughtful dairy buyers that some of the larger cream buying companies, operating over several states, are able under present conditions to buy butter fat sufficiently cheap in some portions of the country to allow them to compete in what seems to be an unfair manner with local creameries where they have real competition. The result of this condition is that the local creamery has to buy its entire supply at a price in competition with the larger company which buys a portion of its product at a much lower cost. Successful co-operative creameries are able to meet this competition by developing a reputation for a uniformly high quality product.

Real Price Insurance. Summing up the information gathered from more than 700 different sources, the Ohio Farm Bureau Federation Dairy Marketing Department concludes:

"From this data it seems very apparent that cream companies pay higher prices in territories where co-operative organizations furnish competition. Furthermore it is apparent that these same companies set a low enough price in non-competing territory that they can furnish unfair competition in co-operative territory to discourage the co-operative movement among farmers.

"It would seem highly desirable and eminently worth while if a continuous summary of the paying prices of creamery companies over large areas could be obtained in order that farmers may be kept informed on the ways and means being employed to discourage them in their enterprises.

"Figures seem to point to the co-operative as a way to secure the highest prices for butter fat."

The Michigan State Farm Bureau co-operated in securing the data for this survey and is arranging to help in a more detailed and comprehensive study of these problems during October, November and December.

Problem is Not New. This proposition of a strongly entrenched old-line firm buying for its own price where it has no competition and then paying more than the market justifies at a point where it has co-operative competition is a practice with which Michigan farmers are familiar. Old-line dealers have used this means of undermining all types of co-operative ventures in this state. They know full well that when they have starved the co-op out of business, they can set their own price and the farmer is helpless.

Considerable protection from this practice is now afforded to Michigan co-ops through a bill drafted by the Michigan State Farm Bureau and supported by the Michigan Potato Growers Exchange and the Michigan Elevator Exchange, which was passed by the last session of the State Legislature. This law prohibits any purchaser of potatoes, grain or beans from paying more for such products in one locality than for similar products of the same grade or quality in another locality, after making due allowance for difference in transportation costs. This law has teeth and is proving fairly effective. Until something like this is done for the dairymen, the co-operative creamery will continue to offer the best assurance of a fair cream price.

### Town Bros. Bank on Milkmaker and Grimm

Greenville, Mich., Sept. 30.—The Town Brothers, west of Greenville, Montcalm county, used nine tons of Milkmaker last year and attribute a part of the high production of their Holstein herd to that high quality balanced ration. At present they are mixing 100 lbs. of Milkmaker with 50 lbs. each of ground cull beans and ground oats. This is fed to the cows in the proportion of one pound of grain to each 3 1/2 pounds of milk produced.

Chauncey and William Towa also bank on Farm Bureau quality seeds to furnish their herd with high class alfalfa hay. They plant only Grimm seed. Each year they have increased their acreage until now they are making hay off 30 acres in addition to having several acres of alfalfa and blue grass meadow for pasture.

### Farm Folks Are Entitled to Every Invention for Comfort

They Are Within Our Reach If We Use Good Judgment

By MRS. EDITH M. WAGAR, Chairman Farm Bureau Home and Community Work

We read much these days about the need of modern farm homes, about re-arranging the floor plans, about installing this or that contrivance to bring about easier times for those who live and work within the home. We know it is true that the lack of conveniences and comforts is causing many people to leave the farm and go to the city where such conveniences are common.

My heart goes out to those farm folks who are struggling along, barely able to keep even in times of depression such as we have been living through of late, who, however, have that longing for the things that bring comfort and contentment. Most of us live through just such a time some time in our life if we are of the type that is aiming for a home of our own and must earn it. And it takes all the courage we can muster to stick there until we win out.

Struggle Brings Appreciation. I feel that our farm organizations are indirectly assisting those people and will hasten the time when more of us may enjoy better living conditions. We see many crude buildings serving as dwellings. They oftentimes arouse a pity within us for the occupants, yet at the same time we admire the courage and the thought those people are giving towards a spot they can call their own—their home. How much home must mean to one who has earned it foot by foot, even though it lacks much that would make it comfortable! How much more than home must mean to the discontented, unsatisfied transient!

But I am thinking now of those who have passed a little beyond the first self-made home and are on their feet to the extent that they know they can worry through if crops fail or prices tumble. Among this class of rural people we find many homes lacking the comforts that would be considered real necessities if those same people with the same amount of the world's goods were living in any city.

Why is it so? Are we living there only with the thought that when we get worn out or the children get married and going for themselves, that we will move on and let some one else fix it up? Too often in cases of this kind it is just a repetition of the generation before, for it will take the best part of the young folks' lives to pay for that farm and by that time they too are ready to move and so they in turn leave it for the next fellow to improve.

A survey of conditions was recently made in a township of one of our mid-west states and the result was something we can all well think about. There were 138 farms, and on them were 147 automobiles, 14 trucks and 34 tractors. On the 138 farms in that township were 17 modern homes and 18 bathrooms. Thirty-five homes were using electricity. This is no doubt also typical of Michigan conditions today. Now I have no criticism to offer against the automobile; it is here to stay and has been a blessing to all classes when properly used. But all must agree that the automobile has kept many people from owning a home; it has been the means of changing plans and life ambitions of such a large percentage of our people until it has become alarming. But I return to the farmer who is living there and has no thought of making a change. Is he driving an automobile that is in accord with his home life or is he put hundreds of dollars in a high powered machine that might better have been divided into other comforts? We can all cite instances

where farm folks have gone auto mad so to speak. One man I know put almost five thousand dollars in a machine and the family washed in a basin out doors on a bench back of the house in the summer and on the same bench near the kitchen stove in winter; the good wife used a dish pan patched in several places with rags drawn through the holes. Are we using the best judgment in spending the money we must work so hard to get? Are we sheltering our tools as we should? Are we making the necessary repairs that we should so that we can prolong their service? Are we taking the stitch in time that we might save nine for something else that's needed? And then again are we hoarding our earnings and building a bank account or investing in stock or securities and at the same time doing without the real comforts of life?

I firmly believe in saving for the rainy day, but I just as firmly believe that it is well to have an April shower once in a while and add to our every day life as we go along just as many comforts, conveniences and pleasures as possible to crowd in without weakening our financial foundation.

I often think of my Mother, always longing for a better water supply in the home, yet never giving a thought to the fact that she might have it. Now that she is gone, every child that she left would far rather she had had those comforts she longed for and actually needed, rather than to have received the portion allotted them out of her life's earnings.

A widowed farm woman of my acquaintance, saw too late her mistake in scrimping in the home. She had quite a large estate in her own right and inherited a large sum of money besides, yet she lived as she began—with just bare necessities. Her family at home, urged her to plan a bathroom, to have some cement walks from house to barn, to install a furnace and to have a lighting and pressure water system. She thought they had extravagant ideas and flatly refused to humor them. One by one they left her and she couldn't understand it; she was unable to understand that one of her sons would rather do common labor if he could enjoy these comforts and one day he said to her "Mother, it is just as necessary to have a bath room as it is to have a kitchen, and farmers need it more than most folks."

She has told me since that she regretted so much that she was so slow to grasp the idea of having what she could well afford and getting real enjoyment out of her holdings.

We of these days have advantages and opportunities of enjoying so many things that our forefathers could not possibly have. It's within our power to have water throughout the house and by the way, that is one of the first necessities I would plan on if I did not have it. I would try desperately to work out some plan where water would be accessible within the house and I would have some scheme of carrying refuse water out again. Sometimes by using our ingenuity we can devise ways of saving steps and strength without much outlay of money.

It's within our power to have many of these things that the previous generation could not have, regardless of the money that they possessed. We are living in a wonderful age; we are enjoying knowledge and privileges unthought of half a century ago. Let's indulge in all of them as soon as we can see any way possible to do so. Let's get out of the notion that because we are farm folks that we cannot have and do and share everything that nature and invention has provided. I have always felt that we must be saturated with the idea that our home is to be our home for all time and that we have ever in our minds a thought for something better, an added comfort here, an improvement there until we have a home that we are proud to call ours and love so well we hate to leave it. Then, should the time ever come that we must make a change, those who follow us will bless us for our thoughtfulness and progressive spirit.

since, it has been instructed to go ahead and develop the machinery for an advertising campaign.

At a meeting held at Lansing Sept. 22 the Joint Advertising committee settled upon a \$50,000 advertising campaign in the interests of Michigan beans, to be financed through equal voluntary subscriptions by the growers and the elevators. The arrangement is that the elevators will deduct one cent per hundred from the growers' return and will contribute one cent per hundred from their own handling charge, making two cents per hundred going into advertising the crop.

### RE-ARGUE MICHIGAN ZONE RATE CASE AT WASHINGTON

Shippers Won the Case Once; It Means Much To Farmers

October 1 at Washington, representatives of Michigan shippers interested in the Michigan Zone Rate Case and representatives of Michigan railroads were to re-argue the Zone Rate case before the Interstate Commerce Commission. The Michigan State Farm Bureau has taken a most active part in this case in behalf of its members.

December 21, 1923, the Interstate Commerce Commission, at the close of a two years' attack by the shippers on the Michigan zoning system of making freight rates, handed down a sweeping decision in favor of the shippers. By its terms the railroads were instructed to abolish "Zone B," a territory including all or part of 32 counties north of Niles, Mich., and Detroit and south of a line from Muskegon to Bay City. In this territory the railroads imposed an extra freight charge in addition to the mileage rate over what is charged in Branch, Lenawee and other counties south of the "Zone B" territory. It was this extra charge that was the target of the shippers' attack. North of Bay City and Muskegon the state was districted or zoned twice more with additional extra charges for each zone north. The railroads were instructed to considerably modify the zone rates collected in the two northern zones.

It was estimated by various authorities that the shippers' victory in the Zone Rate Case would save Michigan shippers as much as \$1,500,000 annually in freight rates and would be worth \$500,000 annually to farmer-shippers alone. The decision was to have been effective March 21, 1924.

The railroads appealed the decision and secured a reopening of the case last June. At that time the shippers and railroads again appeared before the Interstate Commerce Commission and the result was that it was set over until October for re-argument to permit the introduction of new testimony.

What the zone case means to shippers is shown by the fact that the zone case decision of last December meant that in Zone B, affecting 32 counties, shippers would be relieved of excess freight charges of 4%, 3%, 2%, 2 and 1 1/2 cents per 100 lbs. over Zone A rates on first, second, third, fourth, fifth and sixth class freight for shipments of 100 miles. It was estimated that the decision would save farmer shippers from \$2 to \$10 per carload on shipments of fruits, potatoes, beans and hay from Michigan points to important markets out of the state and that the rates on incoming shipments of fertilizer, machinery, and other supplies would share in the freight rate reduction.

Needless to say, Michigan shippers are awaiting with a great deal of interest the result of the re-arguments at Washington in this case.

### Gas Tax Friends Are Named For Legislature

(Continued from page one) him because of his gas tax stand. Senator Connelly comes from Spring Lake in Ottawa County and his opponent was popular in Muskegon County, and as Muskegon County has a considerably larger population than Ottawa County it is not remarkable that Senator Connelly should have received the short end of a very close vote.

But let us see what happened to the other 18 gas tax supporters in the Senate. One ran for prosecuting attorney in his home county, one ran for Congress, and one ran for governor. This leaves 15, and every single one of them was renominated. Such convincing evidence of the popularity of the gas tax can not be side-stepped or denied.

### Gas Tax Majority Certain

Among the 11 Senators who voted against the gas tax only 5 of them were renominated. If all of these former Senators who have been nominated to succeed themselves are re-elected, we shall have in the 1925 Senate, 15 Senators who have previously voted for the gas tax, and only 5 who voted against it. As 17 is a majority in the Senate, it is quite evident that a gas tax bill will pass during the coming session, as, of course, many of the new Senators ran on gas tax platforms.

The following are the 15 Senators who voted for the gas tax and who have been renominated:

- O. E. Atwood
- E. F. Bohm
- B. L. Case
- A. H. Case
- W. H. Ganser
- James Henry
- N. B. Horton
- G. G. Hunter
- H. S. Karcher
- George Leland
- W. J. Pearson
- W. F. Truettner
- H. H. Whiteley
- F. L. Young

### Big Gas Tax Bloc in House

The 41 friends of the gas tax in the 1923 House of Representatives who have been renominated, are as follows:

- D. H. Brake
- E. R. Carter
- M. S. Curtis
- W. J. Dethano
- E. R. Dexter
- Newberry
- J. H. Haca
- Benzonla
- Bay City
- Sebewaing
- Battle Creek
- Fruit Ridge
- St. Johns
- Rose City
- Pennville
- Boyer Falls
- Bessemer
- Dowagiac
- Lansing
- Fremont
- Gladstone
- Battle Creek
- Auburn
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- Fruit Ridge
- St. Johns
- Rose City
- Pennville
- Boyer Falls
- Bessemer
- Dowagiac
- Lansing
- Fremont
- Gladstone
- Battle Creek
- Auburn
- Mt. Pleasant

- Ate Dykstra
- Richard Emerson
- J. P. Espie
- Chas. Evans
- N. G. Farrier
- J. E. Gillett
- A. B. Green
- C. F. Haight
- John Hosking
- C. M. Howell
- Marcus Hoyt
- Orvy Hulett
- J. F. Jewell
- E. J. Kirby
- G. W. Kooyers
- D. P. Lewis
- D. G. Look
- R. B. MacDonald
- A. C. MacKinnon
- A. Z. McEachron
- F. R. Ming
- D. F. Morrison
- N. M. O'Beirne
- Phillip O'Connell
- Arthur Odell
- H. A. Osborn
- L. K. Preston
- J. C. Rauchholz
- C. W. Richardson
- G. F. Roxburgh
- W. P. Strauch
- W. J. Thomas
- Fred Wade
- J. E. Warner
- G. C. Watson
- F. B. Wells

### Careful Voting Urged

While all of these men happened to vote in accordance with the overwhelming sentiment of the members of the Michigan State Farm Bureau on this particular issue, there may be legislative districts in which a new man equally friendly to the gas tax, and who might serve his district better on other legislation, is seeking office. In instances of this kind, it is the duty of the individual voter to inform himself and use his best judgment.

We are glad, however, to present above the record of these men on this gas tax issue, and to convincingly refute the arguments advanced by those unfriendly to the gas tax who have been seeking to show that the citizens of Michigan by their vote at the primaries indicated a declining interest in favor of the gas tax. The actual facts as presented above show that a gas tax to be passed in 1925 is almost a foregone conclusion.

### MORE FARMERS USING RADIO

There are now more than 370,000 radio sets in use on farms as compared with 145,000 a year ago.

The best bred cow in the world won't keep up good milk production unless she has plenty of feed rich in materials that produce milk.

### SALESMAN WANTED

Most of our salesmen average 3 orders a day which earns them very good money. Probably no business today is as good as the oil business. Established in 1876, Salesman should be over 30 and under 50 and possess automobile to use in the work. This is one of the very best months in the year for business. Write us by first mail. State age and give record of your employment during last five years and the kind of work performed. Address THE GLOBE REFINING CO., Cleveland, Ohio.

## Plant a Profitable Peach

Fruit growers ought to have a block of our new South Haven peach in every setting. It is the hardest of good commercial sorts. This year when the cold wave of January killed the buds on most of the common varieties our new

### SOUTH HAVEN

(Trademark Registered) shows splendid crops. In orchards side by side in Van Buren County, Michigan, the Elbertas and others of like hardness have only one-third of a crop, while the South Havens in same orchard had to be thinned!!!

Its chief characteristics are EARLY BEARING of large and very attractive, high quality fruit; deep yellow in color with splashes and streaks of red and EXTREME HARDINESS.

Write for history and prices of this most meritorious peach.

### The GREENING NURSERY COMPANY

Monroe, Michigan Born 1850 Still Growing

"No Sale Complete Until Customer Is Satisfied"

## 1924 Benefits FOR 4 YRS. 1928

Better crops the first year—and better crops for three to four years more—follow the spreading of SOLVAY. Why bother with other forms of lime when their benefits are dissipated in a single season? Use SOLVAY—at much less cost—and get better crops and greater yields year after year. The truth about limestone is told in our booklet, sent FREE on request. Please write for it. Address

THE SOLVAY PROCESS CO. DETROIT, MICHIGAN



Guaranteed 95% Carbonates

## A WAITING YOUR INSPECTION!

The Largest and Most Wonderful Assortment of 100% Woolens We Have Ever Had!

Both Suitings and Overcoating at prices way below competition. Every garment tailored to your individual measure and a perfect fit guaranteed, and allow us to state that we are now giving you real tailoring, far superior to any that we have ever turned out in the past.

We also wish to call your attention to our exceptional values in 100% Woolen Bed Blankets and our NEW DEPARTMENT 100% WOOLEN UNDERWEAR, both union-suits and two-piece, light and heavy weight, in stout, regular and extra sizes.

If it is not convenient for you to call and inspect our line of MERCHANDISE OF MERIT FOR LESS drop us a postal card and we will send samples of Suitings and Overcoatings and circulars giving full information regarding the Bed Blankets and Underwear.

## MICHIGAN STATE FARM BUREAU

Fabric Dept. 221-227 North Cedar Street Lansing, Michigan

### WORK OF WEXFORD BUREAU PRAISED BY NOTED EDITOR

Lauds County Agent & Farm Bureau for Promoting Legumes

### ALFALFA HAY IS ANTHEM

Soil Building Program Is Soy Beans, Sweet Clover, and Alfalfa

It is sometimes a real revelation to see ourselves through a stranger's eyes and to hear or see what he thinks of our work. Wexford County Farm Bureau members who read the American Sheep Breeder and Wool Grower recently had that privilege when the September issue reached them.

### Alfalfa and Lime

"Now, Jim and us are in the court house interviewing County Agent Johnston. He's a real county agent. Has devoted thirty years to agricultural uplift. He's known from Dan to Beersheba as the Michigan alfalfa educator. He's been five years in Wexford County, crumming alfalfa and soil culture down the throats of one thousand farmers, five hundred of whom are growing alfalfa, thanks to Brother Johnston. His soil testing demonstrations are doing wonders for the farmer. He gets right down to earth. He has brought in seven carloads of lime so far this season and will unload seven more this fall. They've got to sweeten up their soil, says Johnston. He goes heavy on sweet clover too. They shipped a thousand tons of alfalfa out of Wexford county last year. He gets down to bed rock; says put soy beans ahead of alfalfa, help build up fertility with sweet clover, then go to it with alfalfa. He's got fifty farmers raising soy beans. He finds that Kentucky blue grass is better than Canadian blue grass for Wexford county. He says Rosen rye is worth more to Michigan farmers than the agricultural college costs the state; we believe it. He's proud of Wexford county's potato crop, which means 600,000 bushels. Quite a few spuds, isn't it?"

### Eye Opening Test Plots

"We jumped into Johnston's car and went over to see his alfalfa demonstration patch in front of a lumber plant. The soil was poor. Well, it was an object lesson, and shows what can be done. The Michigan Agricultural college has been working up a new alfalfa. They call it 'Hardigan.' Sounds kind of Irish, don't it, but it's sure great stuff. The college got one pound, tried it on one quarter of an acre, and took off thirty pounds of seed the first year. That patch opened our eyes. That soil was prepared good and proper. It was a picture

### You and the Packer

You selling your live stock direct to the packer, through the medium of your own competent calf, hog or sheep salesman. That's what happens when you instruct your co-op to ship your stock to the Producers at Buffalo or to the Michigan Live Stock Exchange Commission Merchants at Detroit.

You deal with the packer direct. No getting around that. Your salesman are interested first in getting the best possible price for you, second in handling the business as economically as possible so that they can make a savings out of the regular commission which can be turned back to the local co-ops and members. Private owned plants do not return patronage dividends to customers. In 1923 the Buffalo Producers refunded member shippers 22% of all commissions or \$24, 246.46, about \$4 a car. Last May at the close of its second year, the Detroit co-op refunded \$10,000 or 12% of commissions paid in.

These co-operative commission houses do more than just give you and your neighbors good commercial service. They want to see you get everything you can out of your work and their actions prove their words. Consign your next shipment to

Mich. Livestock Exch. at Detroit  
Prod. Co-op. Com. Ass'n at East Buffalo

the day we saw it. Right next to it was a two-acre patch—same kind of soil. He put in eight pounds of certified Idaho Grimm on the two acres. He sowed it the 23rd of May, 1922. He cut it twice in 1923, and once in 1924. He sowed 25 per cent of sweet clover with the alfalfa. Well, that was one of the prettiest alfalfa demonstrations we ever saw. It only goes to show what can be done.

The Farm Bureau Anthem  
ALFALFA HAY  
ALFALFA HAY  
ALFALFA HAY  
ALFALFA HAY

"The foregoing sung to the tune of 'Sweet Adeline' has been the sum of the musical efforts of the Wexford County Farm Bureau, for the past four years. Led by County Agent Wm. F. Johnston, this organization has piped up this tune in season and out until from 50 growers in 1920 the county has about 500 growers in 1924. And the County Agent says that whenever he says Alfalfa he means Sweet Clover too, because it stands with alfalfa all along the line from soil requirements to feeding value.

"However, whenever the land is sweetened either by nature or by man, success rewards the efforts of those who desire to grow these high lime requirement legumes, thus forming the best foundation for dairy and live stock rations, soil- ing crops that build up the organic matter insuring successful potato cultivation which has been the great money crop of the past.

### Bureau Program Builds Soil

"The slogan of the Farm Bureau has been, 'A backbone of Alfalfa on every farm, so cared for that it can be cut for ten or twelve years, in the meantime using Sweet Clover as a soiling crop.' The Sweet Clover, a biennial, inoculates faster, breaks up easier, rots quicker, will gather sustenance from a leaner soil, must have just as sweet a soil, is practically as high in feeding value when cut and cured right, stands more pasturing, and is an all round companion for alfalfa whose big feature is the fact that it is a perennial.

"A survey that it is calculated will apply to 500 farms in the county taken last fall shows an average of 26 1/2 acres of alfalfa and sweet clover per farm, practically all of which is growing on lands sweetened by nature. Much of this is as fine as can be seen any place and has made magnificent returns for the growers.

"A survey of the potato growing industry reveals the fact that on alfalfa soils the average production for the past three years has been 184 bushels per acre, as against 95 bushels on lands not in legume sods. The county raises about 600,000 bushels per year, so it can be easily figured out what this legume can be made to pay along this line alone.

### Both Wild and Tame Grasses

"A great deal has been written about the possibilities of wild grasses in the county, much of which has been pure bunk and much of which has missed the point of value entirely. Like the people who are always talking Manure Versus Commercial Fertilizer, instead of talking a combination of the two, there have been many who have talked of Wild Grass Versus Tame Grasses, when the right road lies in their combination.

"There is probably not a spot in the United States where lands can be had for anywhere the same money that is better covered with wild grasses than right in this part of Michigan. BUT in order to give these grasses their best chance they must be reinforced at certain seasons with tame grasses and the best of these are the legumes mentioned, soy beans, alfalfa and sweet clover.

### Michigan Leads With Alfalfa

"Michigan is a champion alfalfa state. As Pat would say: 'Mitychgin is aisy the grahtest alfaly schtate aist uv the wist,' which means that more farmers in Michigan raise alfalfa than do the farmers in any state in the eastern section of the United States.

"J. F. Cox, Professor of Farm Crops, Michigan Agricultural College, writes us as follows: 'In 1923 the United States Department of Agriculture estimated the Michigan acreage of alfalfa, cut for hay, as 340,000 acres. The alfalfa used for pasture, cut for seed, and new seedlings were not included. The total was well over 500,000 acres. In 1919 the United States Department of Agriculture estimated Michigan alfalfa acreage as 74,000 acres cut for hay. During the present year our total acreage can be safely estimated as around 600,000 acres, with approximately 450,000 acres, cut for hay. We have held alfalfa campaigns in thirty-two counties in the past two years and have based our program on the use of adapted seed from northwestern regions or home-grown. This acreage I believe exceeds any state east of the Mississippi.'

IT PAYS TO BUY PURE BRED SHEEP OF PARSONS  
Parsons Pure Bred Sheep  
PARSONS, Grand Lodge, Michigan

## Proper Drying and Storage Needed To Save Seed Corn

Moisture Content of the 1924 Crop High, But It Can Be Saved

H. C. RATHER  
Extension Specialist in Farm Crops  
Michigan Agricultural College

A previous article by Prof. J. F. Cox in the Farm Bureau News pointed out the seriousness of the present situation in so far as the savings of a dependable supply of seed corn is concerned. Present frosts, catching most of the corn in an immature state, have emphasized the dangers that were there pointed out. Quick action will be required if Michigan growers are to have available safe seed with which to plant their 1925 corn fields.

The experiences of several growers last season have conclusively demonstrated the value of drying the seed before cold weather sets in. Andrew Weisenberger, a young grower at Chesaning, last year selected a quantity of well formed Duncan ears from his field and stored them in a well ventilated upstairs room where heat from a chimney helped dry the corn down. In the spring inspectors from the Michigan Crop Improvement Association took samples of this corn and samples from similar appearing ears crib-stored. The dried corn germinated 98% strong and healthy, while only 10% of the crib corn would grow.

### Proper Drying Essential

A. G. Wilson of Mason had similar experience with corn that was heat dried and others that remained un-

husked in the shock over winter. The latter germinated only 26%.

Storage conditions should permit of free circulation of air to all the ears, and the storage room should be well ventilated so the moisture driven from the corn will have opportunity to escape. Space over stables, in stuffy lofts, or in damp basements is very bad. One grower had corn, stored in a poorly ventilated loft, deteriorate to only 2% germination last year. Keeping a well ventilated storage room at a temperature of 80 to 100 degrees Fahrenheit will quickly dry the corn to the safety point. About 14% moisture is desirable. Higher temperatures than 110 degrees Fahrenheit are dangerous to the vitality of the seed.

### Handling Soft Corn

The corn crop both last year and this has been very high in moisture at harvest time. This accounts for the great deterioration in the vitality of improperly stored seed. It can be handled safely, however, if proper storage is given and heat is applied to dry it down.

Paul Clement of Britton, raked and dried nearly 2,000 bushels of corn last year which, on harvest, contained 32% moisture. He brought it down to 14% moisture in an airy, heated, drying room with the corn placed in single rows on lath racks. The germination of his corn in the spring was nearly perfect.

Prompt action of a similar nature is the only thing that will enable Michigan farmers to plant dependable seed of strong germination next spring.

## PRODUCE EXCHANGE POULTRY SERVICE PLEASES SHIPPER

Farm Bur. Agency at Detroit Does Well By White Cloud Co-op

White Cloud, Mich., Sept. 6, 1924.

Farm Bureau Produce Exch., 2610 Riopelle Street, Detroit, Mich.

Dear Sirs: We are writing you in regard to the returns we received on a car of poultry which we shipped to you during the latter part of August.

We were very much pleased with the way in which this shipment was handled, and in view of the fact that just at this time the market was in a rather sloppy condition, we were very much surprised to find that the shipment showed us a very substantial profit.

If we find it possible to load another car such as this one, rest assured that the Farm Bureau Produce Exchange will be the name on the head of the bill of lading.

Very truly yours,

WHITE CLOUD CO-OP ASS'N,

M. L. Twing, Mgr.

P. S. We wish to express our thanks to Mr. Cooper for the personal interest which he showed in this transaction and the very efficient service which he rendered.

The above letter is typical of a good many received by the Farm Bureau Produce Exchange from Farm Bureau members. The Farm Bureau Produce Exchange is manned by competent men and they are there to get the best returns for farmer shippers. When you bill your shipment, bill it to the Farm Bureau Produce Exchange to avoid any mistakes. The Farm Bureau Produce Exchange will furnish shipping tags and market information on request.

### Change in Farm Bur. Seed Distribution

(Continued from page one)

crop all seeds put out by the Michigan Farm Bureau Seed dept and by the other State Farm Bureaus will be in SAFSEED sacks. All Michigan seed will be described and marketed as Farm Bureau Brand No. 1 Alfalfa, and so on, as before. Every sack will carry the regular Farm Bureau analysis tag and the positive Farm Bureau guarantee that

the seed is exactly as represented. On the face of the sealed sack will be the distinguishing trade-mark SAFSEED, which will be the emblem of quality and will mean exactly what it says.

An example of the expected benefits of the Safeseed plan might be found in the northwestern alfalfa seed situation. That's the seed we want. The growers out there want to sell their crop about October and November. Michigan and other middle western and eastern farmers have no use for it until late next spring. Somebody must get that seed direct from the grower or his responsible organization, bring it east and prepare it for market and hold it until our farmers are ready for it. The Michigan State Farm Bureau has done that in years past, not only for itself but for other states in less degree. The financial strain has been very heavy, but our farmers were served. Now the business is piling up such demands for alfalfa and other seeds that must be carried in like manner so that the Michigan Bureau does well to join forces with other Bureaus and establish a financial system which will get that seed, get it ready for market and hold it until needed, yet give the various Farm Bureaus financial elbow room to further extend their service to their members.

The Safeseed Company, Inc., will work under the direction of the Farm Bureaus in the Federated Seed Service states. Each Farm Bureau Seed dept in the Federated will name a director to a Federated Board of Directors, which will represent the interests of the various states to Safeseed, Inc. The Board of Directors will very likely be represented in Chicago by an executive secretary—a real authority on seeds. The Federated Directors are empowered to take every measure to safeguard the interests of their seed buying Farm Bureau members, such as establishing field inspection service, or any other means that will enable them to know positively that when their members get Safeseed with a Farm Bureau brand guarantee behind it, they have the very best there is to be had.

### Detroit Co-op Markets 94 Cars of Livestock

Detroit, Oct. 1.—During the week ending Sept. 26 the Michigan Live Stock Exchange Co-operative Commission Merchants here marketed 94 cars of livestock for 52 member co-operative livestock shipping ass'ns, better than one-third of the total market receipts.

## Market Conditions

As Reported by the Michigan Elevator Exchange

GRAIN—We seem to have nothing in sight in the grain business this year except good prices and keen demand.

WHEAT—Wheat has advanced as you know almost steadily for the past two months, although there will be some recessions. We will not be surprised to see wheat sell to \$1.50 a bushel this year.

RYE—This commodity after laying still over two years has finally come into its own and is now one of the most wanted grains in the list. We expect to see it sell within 10 cents of wheat.

CORN—There isn't any question but what corn will bring good prices throughout the whole season. Those farmers who want corn for feeding purposes we believe will make no mistake in making purchases at today's markets.

OATS—There is a good demand for oats and prices are good. This is the best crop of oats we've raised in Michigan in a great many years,

but we believe the farmers are today getting a fair price for their oats. They should be kept moving.

BEANS—The Michigan bean market opens up with a rush. All new beans being taken in around the state are generally of good quality and very light pickers. Prices are from \$4.75 to \$5.00.

Farmers were eager to sell really in sight. Our average for last year's old crop was about \$4.50 to the farmer. Taking this into consideration with as light a crop as we have this year the farmers' average should be at least from \$5 to \$5.50.

## 2,000 HAVE SIGNED POTATO EXCHANGE 5 YEAR CONTRACT

Growers Recognize Worth of the New Marketing Arrangement

### ORGANIZE NEW LOCALS

Dealers Are Fighting Hard in Montcalm Co., But Are Losing Out

(By H. L. Barnum)

Cadillac, Oct. 1.—Potato growers are signing the Michigan Potato Growers' Exchange five year contracts in large numbers. Over 2,000 members have already been secured, and 225 new names, with 1,000 acres, were added to the list during the past week, according to R. A. Wiley, manager of the Exchange organization department.

In Oscoda county, where only one association was in operation, Hersey has secured enough new members to buy a potato warehouse and start a new organization. Evart is making good progress with the campaign for new members and at Olivers, just over the line in Lake county, 75 per cent of the acreage has been secured and another new association will be formed.

### Growers Are Behind It

At Weldman in Isabella county most of the old members have already signed up through the efforts of President Fleming of the association. At Blanchard a warehouse has been purchased and a new association will be organized.

At Cadillac the solicitor has been James E. Secord, President of the old and highly successful East Jordan association. One hundred and forty members with over 600 acres were signed up by Mr. Secord, very few growers failing to sign. As a result of this work the Cadillac local will have twice the tonnage it had before.

The sign-up work in Montcalm county has been retarded somewhat by strong dealer opposition. Potato prices have advanced from 15 to 25 cents a hundredweight whenever a canvasser started work in a community. Potato growers take the money, but they are not deceived as to the reasons for the extra strong local market. The cash buyers, however, have found themselves swamped with high priced spuds and, in the face of a serious decline, stand to lose large sums because of their frantic efforts to block co-operation.

All over the state the work and reputation of the Exchange is becoming the important topic of conversation among potato growers. The fact that the Exchange sales department is "delivering the goods" can't be escaped. Cash buyers whisper to the farmers that the Exchange isn't getting enough money for potatoes, but these same cash buyers tell the wholesalers in the big markets that the Exchange is the cause of the higher prices they have to pay. The farmers themselves are learning to take the cash buyers' propaganda with a pinch of salt. Time is proving that they can't afford to be without their own sales organization.

## MANY ASK ABOUT SUITS & OVERCOATS

Members Also Interested in Farm Bureau's Line of Underwear

With the coming of Fall and folks' thoughts turning to new suits, overcoats and heavier underwear, the Farm Bureau Fabrics dept has been receiving daily from 25 to 30 letters from members or other former customers asking for samples of Farm Bureau suitings or overcoatings and information on the Farm Bureau underwear—a new line.

The Farm Bureau has perhaps the largest line of suitings and overcoatings of any tailoring establishment in Lansing. Folks who have been around say so when they come in. The Bureau's yardage is in the latest styles and it's all 100 percent wool. All the good old standard shades and patterns are shown together with the new. The suits and overcoats are made to measure. People can take their own measurements with a Farm Bureau measuring blank. The Bureau's underwear comes in winter weights in 100% wool in two piece garments or union suits, also in light weight 80% wool in union suits only.

### SELF-SERVE POULTRY FEEDER

The one you have been wishing for. Provides fresh clean feed at all times. May be used out of doors. Reasonable in price. Made in three sizes. Write for Booklet. Reliable dealers wanted. Manufactured by  
IRA P. HAYES  
Dep't B-11  
Eckford, Mich.

When a man goes to the dogs, many former friends bark at him—Kalamazoo Gazette.

## BUSINESS NEWS

3c a word per insertion for 3 or more insertions; 2 1/2c a word for each of 2 insertions; 4c 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.

### MISCELLANEOUS

PRICES REDUCED. THE PRICES ON All-Steel Double-Truss Farm Gates have been greatly reduced. Let us send you catalog with new low prices. E. C. Harris, Distributor, Allegan, Michigan. 9-26-24

FOR SALE—CEDAR FENCE POSTS, poles, lath, vineyard stakes. Albert Schmidt, Hittman, Mich. R-1. 2-28-25

### BREEDERS' DIRECTORY

Hereford Reg. Cows with Calves by side for sale. Earl C. McCarty, Bad Axe, Huron Co. 8-15-25

Shropshire Rams of the Woolly Type Registered and Priced Right. Dan Booher, Evart, Mich. R-4

### INGLESIDE SHROPSHIRE

"MICHIGAN'S FOREMOST FLOCK!" When in need of breeding stock, write us or visit our farm. We still have a few choice recorded yearling rams and are offering a few good recorded ewes.

R. W. CARR MONUMENT CO., H. E. POWELL & SON, IONIA, MICH. 107 South Ave., Battle Creek, Mich.

The man who does not believe anything rarely accomplishes much of anything.

That which is brief, if it be good, is good twice over.—Proverbs of Spain.

Cream and milk cool 23 times as fast in water as in air of the same temperature.

## WE HAVE MADE MANY FARM BUREAU FRIENDS



During the 18 months we have been using the Michigan Farm Bureau News to advertise our monuments, we have made many Farm Bureau friends who have been very well satisfied with the quality and workmanship of the monuments they ordered and with our very reasonable prices. If you are considering a stone, don't delay writing for our illustrations and full description of our work. It will pay.

## ATTENTION—MR. FARMER

Is Your Soil Acid?

AGRICULTURAL LIMESTONE is the only remedy. It corrects soil acidity and MAKES ALFALFA A SURE CROP.

LIMESTONE is the Keynote to the Profitable Farming of Soils.

If your soil needs Limestone, let's get Limestone on it. Don't put off Liming until some future time. DO IT NOW!

For every dollar a farmer invests in Limestone, he gets from 300 to 500 per cent profit. The increase in crops the first year will pay for the initial application. Let us prove to you that OUR HIGH GRADE LIMESTONE WILL GET RESULTS. Special prices for a limited time.

Analysis equivalent to 98.18% Calcium Carbonate. Quarry in operation during entire twelve months of year. Prompt and efficient service at all times.

For prices and further information see your County Agricultural Agent, dealer or elevator company. If they cannot supply you with the necessary information, write direct to us.

## DOLESE & SHEPARD CO.

108 S. LaSalle Street Phone Main 0376 CHICAGO, ILL.

## Importance Of Bulk In A Dairy Ration

Proper bulk in a dairy cow's ration is very important if she is to make most efficient use of her food.

A cow's four stomachs have a capacity of about 66 gallons. This proves that her digestive system is intended to accommodate great quantities of bulky foods. She digests them at her leisure.

As a cow feeds she swallows her food with very little mastication. If the food is bulky it distends the gullet and forces open a slit leading into the first stomach. There the food is stored awaiting rumination, when the animal regurgitates it and thoroughly masticates it at her leisure until it is almost fluid-like. The food is again swallowed and passes into the third stomach, where part of the water is pressed out of it. Then it goes on into the fourth or true stomach for digestion. The second stomach, a sort of pouch off the first stomach, catches and holds harmful foreign matter that the cow may swallow, such as stones, sticks, wire, etc.

If the food is not sufficiently bulky to distend the slit opening into the first stomach, it may pass over the slit and directly into the third stomach without the very important digestive benefits of the rumination process.

This could happen where finely ground, heavy feeds make up the greater portion of a ration. Such feed may be largely lost for lack of digestion.

Some dairy rations are made up of finely ground materials and for bulk depend upon some light filler material which is low in food value but very bulky, such as oat hulls, ground alfalfa, beet pulp or apple pomace.

Michigan Milkmaker recognizes the supreme importance of bulk, and also recognizes the importance of having this bulk highly digestible. There is no use in having a cow use up her energy in trying to digest highly fibrous filler when proper selection of ingredients would give her the needed bulk in a digestible, milk producing form.

Milkmaker gets its bulk from Corn Distillers Grains (22.4% digestible protein), one of the best dairy feeds; Standard Wheat Bran (12.5% digestible protein); Corn Gluten Feed (21.6% digestible protein), a very appetizing and highly digestible feed; Ground Oats (9.7% digestible protein) which is known to all as one of the best all around feeds. Milkmaker contains no filler.

The public formula printed on the analysis tag tells pound for pound, what is in the feed. Milkmaker is the ration for economical production. LET THE COWS PROVE IT.

Ask your co-operative association manager to supply you with Milkmaker; 260 Michigan Co-ops handle Milk-maker the year 'round.

Purchasing Department  
MICHIGAN STATE FARM BUREAU, Lansing, Michigan  
MICHIGAN  
Milkmaker