

M. B. McPHERSON IS PRESIDENT OF THE STATE FARM BUREAU

Michigan Elevator Exchange Has Great Bean Sales Story

100 ELEVATOR ASS'NS OPERATE SALES OFFICE, GREAT TERMINAL WAREHOUSE AND SELL THEIR BEANS UNDER BRAND

Working For Growers' Interests, Exchange Has Good Effect on Market; Its Storage, Drying and Picking Plant is of Great Value to Growers

In this edition of the News, we are going to tell our readers about the great work being done in handling and marketing Michigan beans by the co-operative Michigan Elevator Exchange system of 100 local elevators, and their storage warehouse, picking and conditioning plant at Port Huron.

A remarkable service is being given Michigan bean growers, and it has been built by the co-operators among them. Thousands of farmers who use it will enjoy knowing more about it; thousands of bean growers who don't know about it, will learn of the service to be had.

Complete Picture of a Big Operation

The editor of the News got a complete picture and a better appreciation of what the Elevator Exchange is doing for Michigan bean growers through a thorough inspection of the Exchange and its Port Huron plant, by studying the operations and taking pictures of them, and now we're ready, with a series of articles and pictures in this edition of the News, to have our readers see what we saw at Lansing and Port Huron.

This article will be a foundation for the rest, by describing the general structure of the Elevator Exchange, what it is, how it works and what it does. Other articles will describe the Port Huron plant, the giant machines there that clean 4,000 hundred pound bags of beans in 1 1/4 hours, the dryer that will dry 3 1/2 cars of 22% moisture beans in 24 hours, mechanical pickers that pick 8 cars of beans in 24 hours, electric loaders that have carried 400 bags of beans to the car on track in 15 minutes, the power unloader for bulk beans which unloads 40,000 lbs. of beans in one hour. These and many other amazing Michelex plant items are to be described in this edition of the News. Now, let's look at the Michigan Elevator Exchange:

A thriving, co-operative grain and bean marketing exchange, owned and controlled by 25,000 Michigan farmers. It sells for more than 100 Michigan co-operative elevators. Its sales office and headquarters is at 221 N. Cedar street, Lansing.

The Lansing office is manned by three salesmen: L. E. Osmer, grain salesman and general manager; C. S. Benton, bean salesman, Neil Bass, assistant to both. The office is the nerve center of the sales from the 100 elevators to the markets of the world. It is connected with terminal markets and local elevators by telegraph, telephone and, of course, by mail. It has its own branch telegraph offices and telephone switchboard.

88,000,000 in 1925

The Exchange's total grain and bean sales for 1925 were more than \$88,000,000. Since the Exchange was started in 1920, a total volume of \$24,000,000 worth of business has been handled for members at a net profit over and above all expenses of one-half of one per cent, which profit has been returned to the stockholders or member elevators on a patronage basis. In 1925 this patronage dividend amounted to \$20,000.

At all times the Exchange guarantees to its elevator members, and thus to the farmer members, full financial return for all grain or beans sold through the Exchange. This guarantee is one of the most appreciated of the Exchange services, especially during periods of falling markets. No member has ever lost a cent through the Exchange, through failure of the buyer to accept his order, or through failure of a buyer.

The Exchange spends one-tenth of its net profit each year to advertise Michigan grown grain and beans to the rest of the country.

Inform Its Members

The Exchange honestly attempts to interpret to its member elevators, through its constant touch with all sections of the United States, the consumer demand for Michigan grain and beans.

By operating the large Michelex Elevator and Warehouse Company terminal bean elevator at Port Huron, the Exchange is in a position to dry and condition wet or off-grade beans, to provide bean storage for elevators and farmers, and to pack for the buying trade Michigan beans under its own trade marked brands of Michelex, Bunker Hill and St. Clair for choice hand-picked, fancy screen, and choice screen.

For Michigan All the Time

The Exchange provides a direct channel to the consumer for Michigan beans.

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VICE-PRESIDENT



M. L. NOON

Two years of splendid service to the State Farm Bureau and a steady growth in the prestige of the organization mark Mr. Noon's two terms as president. He is known throughout the state and is much sought as a Farm Bureau speaker for both rural and city meetings. Mr. Noon is the State organization's vice-president for 1926.

NEW INFORMATION ON BATTLE CREEK SEED SHIPMENT

Battle Creek Seed House and Food Firm Mgr. Make Statements

In connection with articles published in the Jan. 8 and 22nd issues of the Michigan Farm Bureau News on importations of French red clover seed and the points in the United States to which such importations of French seed were reported for shipment, the News was advised that 65 bags of French clover seed were destined for shipment to Battle Creek, Michigan, the early part of January. The Farm Bureau News is now advised by the H. C. King & Sons, Inc., seed firm at Battle Creek, Michigan, that that firm has not received any shipments of French red clover seed and that the firm does not handle foreign seed.

On the other hand, King & Sons advise that the Battle Creek Food Company did receive from France on or about January 11, 1926, a shipment of 65 bags of psyllium seed, a member of the plantain plant family, and in no way related to red clover; that psyllium seed (which resembles buckhorn seed) has certain laxative properties and is used in the manufacture of certain food products.

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PUBLIC ADVANCE IS THE PROGRAM BEFORE BUREAU

Lucius Wilson Says Bureau Builds For Today and Tomorrow

MRS. SEWELL IS HEARD

On the Subject, Why I Am Glad I Married a Farmer

"The success of farmers' movements depends upon the honesty, industry, intelligence and self-sacrifice of the farmers themselves,—and these things cannot be bought; they come from within ourselves," said Mr. Lucius E. Wilson to the 724 Farm Bureau members at the Farm Bureau banquet at the Union Memorial building Thursday evening, Feb. 4, in tracing the history of the Farm Bureau movement to the present great program, and taking a look into the future.

"The Farm Bureau first interested itself in production problems," continued Mr. Wilson; "later it took up co-operative marketing and today we have a Farm Bureau movement that is interested in many things."

"You stand here today confronted with the tremendous fact that a third step, infinitely more complex and more important than either of the former steps, must be taken. The adoption of a broad program of human advance is the immediate need. What must this broad program include? It must focus farm thinking on the eight great problems of farm life."

"These eight problems are with reference to the future of the country church, the country school, the farm home, selective production, co-operative marketing, the agricultural fair, rural recreation and the attitude of the farmer toward public progress in general."

"The farmers need today more sound vocational thinking than any other group. Some organized group—and I am persuaded this must be the Farm Bureau—must educate farmers as to what they can expect from such movements as co-operative marketing. You cannot carry through the economic program which the future demands, unless you can train the farmer to stick by his organization when it loses money, as well as when it makes money. You must build an appeal to the citizenship lives in the hearts of its members," Mr. Wilson said.

The second address on the banquet program was given by Mrs. Chas. Sewell, chairman of the home and community work of the Indiana Farm Bureau Federation. Mrs. Sewell chose as her topic, Why I Am Glad I Married a Farmer. Her address was filled with sound philosophy and high idealism, but it was unquestionably true that it was her wonderful personality and the fact that she spoke out of her own experience that made her words sink so deep in the hearts of her hearers. Mrs. Sewell showed convincingly that the farm women of today have advantages not enjoyed by their city cousins. However, she advised.

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NEW PRESIDENT



PRES. M. B. MCPHERSON

PRES. MCPHERSON VERY WELL KNOWN THROUGHOUT STATE

Has Long Been Prominent in Farm Bureau and Public Service

Melville B. McPherson of Lowell, newly-elected president of the Michigan State Farm Bureau, is well known to Michigan people because of his long years of service in Michigan farm organizations and local and state taxation matters. He assumes his new duties with two years' experience as vice president of the organization and long service on the board of directors.

Mr. McPherson is one of those rare citizens who is both an actual dirt farmer and a power in many organized movements, not merely in his home county of Kent, but throughout the state. He is president of the Kent County Farm Bureau, chairman of the Kent County Board of Supervisors and president of the Michigan Tax Conference, which is a state-wide organization of supervisors from all counties except Wayne.

On many occasions Mr. McPherson has appeared before the State Board of Equalization in behalf of lower valuations for the rural districts and his strong arguments have resulted in huge savings for Michigan farmers. Though never a member of the State Legislature, he has testified frequently before legislative committees in regard to measures in which the farmers were interested.

Mr. McPherson has frequently been mentioned as a candidate both for the State Senate and for Congress, but has refused to consider either position because acceptance would make it necessary for him to give up his positions in the Farm Bureau movement. The Farm Bureau constitution forbids any official of that organization from holding a state political office.

Farm Bureau News classified and sold poultry, live stock, seeds.

Write Supply Service for new poultry feeding booklet.

ABOUT 1,000 MEMBERS AT EIGHTH AND GREATEST OF OUR ANNUAL MEETINGS; 724 ATTEND BANQUET AND PARTY

Complete Report of Meeting is Given in This Edition of the News; Ten Members of the Board of Directors Are Re-Elected; Fred Harger is New Member

Upwards of 1,000 delegates and Farm Bureau member visitors attended the eighth annual meeting of the State Farm Bureau at State College Feb. 4-5. It was the greatest annual meeting the organization has ever had, and was by far the largest group meeting held during Farmers' Week.

Thursday night 724 members attended the first State Farm Bureau banquet and old time party at the Union Memorial building. More than 100 others sought tickets, but the Union building was unable to accommodate any more for the banquet. Later many of these folks came in for the Farm Bureau's old time party. The banquet program, party and many other features of the annual meeting are described elsewhere in this edition of the News. Mr. Brody's annual report is given in full, as is the complete text of the resolutions adopted.

600 At Daily Sessions

The meeting was a good one. Room 402, Agr'l hall, seats 600, and it was filled to capacity. Sec'y Brody and other Farm Bureau officers in their annual reports and in their talks made every effort to give the delegates a complete and accurate picture of the condition of the State Farm Bureau and the Farm Bureau movement in Michigan.

Mr. Brody's report should be read for the Farm Bureau's part in the Michigan Zone freight rate victory, the \$40,000 saved hay shippers in 1925, and our action in other great rate cases now pending; also, for the Farm Bureau's part in enacting the gasoline tax and other important farm legislation; for details of the Farm Bureau District Manager plan, the members' volunteer membership workers' campaign, and many other items.

Bureau Financially Strong and Gaining

The State Farm Bureau's financial report shows the organization to be in good condition and gaining. As reported in the last edition of the News, the Farm Bureau in 1925 did a business of about \$3,000,000, with net earnings thereon above all expenses of about \$43,000, of which \$15,074 was returned to farmers and their co-operative ass'ns as patronage dividends. The State Farm Bureau's net worth at the close of 1925 was given as \$138,373.97, an increase of \$28,534.61 during the past year.

Printed reports embodying the annual reports of the Secretary, the business departments and other Farm Bureau services and the complete financial report were given all delegates and members at the meeting. A copy of the Eighth Annual Report will be mailed any member on request. The Secretary's report is published in this edition of the News. Other reports will be published later.

President Sam H. Thompson of the American Farm Bureau declared the Michigan State Farm Bureau headquarters, its Seed and Supply Services and other departments "an inspiration" to him, in opening the splendid address he made to the delegates Thursday afternoon on Equality for Agriculture.

Mr. Thompson delivered the only address on the Farm Bureau business program. He spent several hours inspecting State Farm Bureau headquarters and attended the banquet Thursday evening. His address is summarized in another part of the News.

Election of Officers

Election of the 11 directors took place Friday morning after action on resolutions. All directors were re-elected but one. Mr. Fred Smith of

Elk Rapids, who has ably represented the Michigan Potato Growers Exchange on the State Farm Bureau board for a number of years, was

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Sec'y Brody Reports Farm Bureau's 1925 Work

Members and Families Served in Many Ways

Accomplishments Include Gasoline Tax and Many Legislative Gains; Zone Rate Case and Other Freight Rate Victories; New Membership Plan Succeeds

By CLARK L. BRODY

Sec'y-Mgr. of the Michigan State Farm Bureau

Annual Report of the Secretary-Manager, presented to delegates to the Eighth Annual Meeting of the Michigan State Farm Bureau at Michigan State College, February 4th, 1926.

Achievement of a high degree and great magnitude, whether in the life of nations, organizations, or individuals, is always preceded by years, decades or ages of development. So the twelve months that have just been added to the life of our Michigan State Farm Bureau have carried our great organization a step forward, and have written another of the early chapters of Farm Bureau existence. With this is coming, naturally, that peace and stability that always accompanies progress with a constructive program.

No other year in Farm Bureau existence has been more fruitful in developing in our departments, county and local organizations, and in the members themselves the ability to intelligently analyze the problems of the farmer and his organization. The activities of the Farm Bureau, from the member through the county and state organizations to our American Farm Bureau Federation, are now prompted by sound and seasoned judgment, to a degree that was an impossibility in the earlier days of the Farm Bureau.

A review of the events contributing to this healthy growth and development naturally will include:

First—a brief summary of the work of the ten departments and the subsidiary corporations of the Michigan State Farm Bureau during 1925.

Second—an explanation to clarify new and fundamental Farm Bureau policies, developments and needs having to do with the general structure and heart of the organization as a whole. It will be our purpose to anticipate the future as well as review the past and observe the present.

More detailed departmental records will be found on the pages following the Secretary-Manager's report.

Michigan Farm Bureau Seed Service

The work of the Michigan Farm Bureau Seed Service will unquestionably rank with the outstanding agricultural accomplishments of the Twentieth Century. To the Michigan State Farm Bureau and the Michigan State College is due the credit for originating and developing the new ideal of reliable, climatically adapted farm seeds. This great, new principle of truth-in-seeds is raising the whole plane of thinking and operation in the seed trade. The Michigan Farm Bureau Seed Service has set a pace that is giving the farmer a service that is affecting the very wellsprings of farm welfare.

During the past year the Farm Bureau Seed Service has re-established itself on its own financial basis and reduced its overhead to the lowest point attained since its inception. It has hadled enough alfalfa in Michigan in the past twelve months to plant 81,000 acres, or 8,000 acres more than the total in the state when the service was established in 1919.

The organization is maintaining the most helpful relations with the Michigan Crop Improvement Association and is marketing surplus certified seed grains through a number of successful limited pools. Connections have been established in producing areas that assure Michigan farmers of adequate supplies of best quality ensilage corn. Warehouse accommodations to customers at such points as Traverse City, Ludington, Scottville and Kalamazoo are being arranged. This constitutes quite an advanced step in service to Michigan farmers.

The Seed Service is also supplying Ohio farmers with their alfalfa

and clover seed requirements. The Farm Bureau Seed Service is a technical and complicated business to handle, but it has now aged sufficiently so that it has been able to specially train its own men for its exacting duties. Its manager, C. F. Barnum, has come up through the various activities from the bottom, having been with the institution almost from its inception six years ago.

This great work inaugurated in Michigan has now spread over almost the entire northern United States, and countless thousands of farmers and their families are benefiting from the use of Farm Bureau, guaranteed, northern origin, true-to-name seed that grows, endures, and produces a profitable crop.

Michigan Farm Bureau Supply Service

The Michigan Farm Bureau Supply Service is an outgrowth of the earliest efforts of the Michigan State Farm Bureau to serve its members. The membership six years ago was probably sold to the farmer on the advantages of being able to purchase his supplies in large volume, more than any other benefit except, possibly, legislation.

The first attempts of the Michigan State Farm Bureau in large quantity purchases were made with cottonseed meal, fertilizer and coal. These were to a considerable extent unsatisfactory, and at times resulted in complications that seriously threatened the existence of the Farm Bureau. The lessons taught by these early experiences and the recovery from them, however, have made possible this substantial and serviceable branch of Farm Bureau service as it exists today.

In the beginning almost no large business firms would deal with the organization, but now the business of the Farm Bureau Supply Service is sought by the best and largest business institutions of the country. The four principal commodities handled are feeds, fertilizer, twine and coal.

The Milkmaker Open Formula Dairy Feed is one of the leading accomplishments. "Truth in Feeds" is just as essential to the farmer's welfare as "Truth in Seeds" or "Truth in Fabrics," and Milkmaker has made this principle a reality.

The Supply Service has a fertilizer connection with one of the highest grade and largest firms in the country. The factory from which Farm Bureau fertilizer now comes is probably the best equipped and

(Continued on page two)

MICHELEX PLANT IS WELL EQUIPPED TO HANDLE BEANS

MODERN MACHINERY OF GREAT CAPACITY DOES BIG THINGS

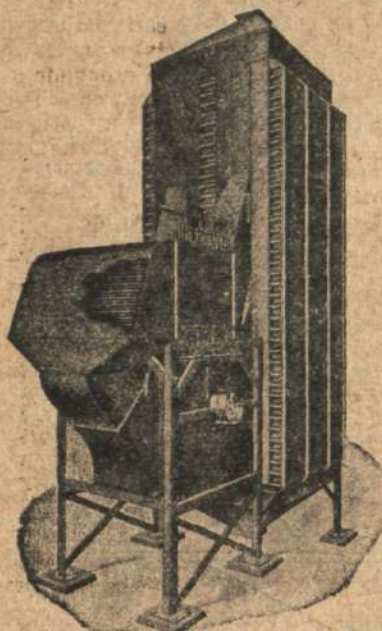
Wet Season Has Kept Dryer Turning Out 3 1/2 Cars Every Day

IS DATED FOR MONTHS Service of This Plant Open To Elevators and Farmers

BY C. S. BENTON Gen. Mgr., Michelex Elevator and Warehouse Company

How many farmers in Michigan are familiar with the farmer owned and controlled terminal elevator at Port Huron?

The Michelex Elevator and Warehouse Company was organized by the Michigan Elevator Exchange in December, 1923. At that time the members of the Michigan Elevator Exchange saw the need for a farmer controlled terminal elevator, where not only elevators who are members of the Michigan Elevator Exchange, but other farmer owned elevators could have the services of a terminal picking, conditioning and storage plant.



This is the Hess Dryer at the Michelex plant. It dries 3 1/2 cars of beans from 22% moisture to 17% every 24 hours. Beans running higher in moisture take longer. The dryer has been going 24 hours a day for the past 90 days and may operate at full capacity the rest of the season. It is saving Michigan farmers many thousands of dollars.

The first year this plant was operated, it went through an experimental stage. It was fortunate for the bean growers of Michigan that the year of 1924 was a dry one. This year crop conditions were unfavorable, and with the especially wet beans of the Thumb territory it has been necessary for the Michelex Elevator & Warehouse Company to run its plant to capacity, 24 hours a day so that the farmers' beans could be saved and be sold to the best advantage.

Our plant has been completely overhauled and new machinery installed. Today it is one of the most efficiently operated bean plants in Michigan. It is already being known throughout the central west as the home of the Michelex, Bunkerhill, and St. Clair brand beans, which are packed exclusively at Port Huron and sold by the Michigan Elevator Exchange.

To give you some idea of the capacity and equipment of this plant, we will mention some of the machinery we are using:

The Hess Dryer is being used every day to dry beans. It has a capacity of 3 1/2 cars each 24 hours, and it looks as though this machine will be used constantly for the next few months. It is about 30 feet high.

Last Fall, we installed a Ferrell Chipper Bean Cleaner which has a capacity of 40,000 lbs. of beans in 1 1/2 hours. This will give you an idea as to the volume of beans which can be handled by the plant during the day.

The Crippen Dundee cleaner has a capacity of 40,000 lbs. of beans in two hours. This machine is running constantly.

We also have four Crippen Pickers which machine eight cars of beans every 24 hours.

The bean room for handpicking has a capacity of 90 girls, and this room has been run to capacity for the past 18 months.

This plant employs 15 men working in shifts of 12 hours each. The electric loading device has made a record of loading 400 bags of beans in 15 minutes, while with the Power Unloader we are able to unload a car of 40,000 lbs. in one hour.

In addition to the above machines, the plant is equipped with two Oxford polishers, and two Giant pickers which are used in connection with the other machines.

The Michelex Elevator is located at Port Huron, Michigan, at the foot of Grand River Avenue. It has a dockage of 240 feet on the St. Clair River, and is the only available dockage between Port Huron and Detroit. Just as soon as the Great Lakes Waterway Route becomes a certainty, this property will be too valuable for its present use.

In addition to the large elevator, we have two large warehouses which are used to store farmer owned

beans. Inspection of this plant is well worth the time of anyone growing or handling beans, and it is hoped that more of the bean growers in the vicinity of Port Huron will avail themselves of an opportunity to personally inspect this plant.

The Port Huron plant is in charge of Mr. J. C. Sweet, who is well experienced in handling Michigan beans. He is assisted by Mr. Geo. Wright as traffic manager, Mr. Everts as accountant, and Mr. Frank Horton as elevator foreman.

Barry County Bureau Re-Elects Its Officers

Hastings, Jan. 28.—The Barry County Farm Bureau at its annual meeting here today re-elected these officers: President, Elmer C. Eckert, Freeport; Vice-Pres., W. R. Harper, Middleville; Sec'y-Treas., John C. Killick, Doster. State Sec'y C. L. Brody addressed the meeting and conducted a question box on Farm Bureau matters.

NO LOGICAL PLAN FOR SUCCESSFUL FARM BEAN POOL

Much Talk From Certain Sources, But Little Horse Sense

FOR FARMER CONTROL

That is Position of Elevator Exchange and State Farm Bureau

For the past two years there has been a certain amount of discussion in Michigan among the bean growers and handlers as to the feasibility of pooling Michigan beans.

The Michigan Elevator Exchange has given this matter considerable thought, but has not felt that the time is yet here when a successful farmer controlled pool could be organized.

This year the agitation for a bean pool has been very great, especially from certain sources. Investigation of their agitation has failed to disclose any reasonable plan whereby the farmers interested would be protected. It is a very easy matter to talk about pools in grain, beans, and other farmer owned commodities, but it is an entirely different matter to work out a plan which is feasible and one which can be successfully carried out.

This year would have been an especially poor year to undertake such a pool when we consider that Michigan had a larger acreage of beans in 1925 than we have ever had. Furthermore, with the beans containing excess moisture, it would have been suicidal to have attempted to pool this year's crop.

The Michigan Elevator Exchange and the Michigan State Farm Bureau are always ready to help the farmer solve such problems. A great deal of thought has been given to the bean pool plan, and it is hoped that before another crop is harvested that a plan can be worked out which will be practical and satisfactory, not only to the farmers, but to the handlers of Michigan beans.

A bean pool, to protect the farmers interested, should be controlled by farmers, and not by the handlers of Michigan beans. The great difficulty at this time is to work out some way to take care of the excess offerings of beans when the market cannot readily absorb them.

We have heard that Michigan raises more white beans than any other State. This may be true, but on the other hand, it is impossible for Michigan to fix the price of other varieties of beans. Just as soon as the prices of Michigan beans reach a certain point, we are faced with importation of foreign beans. Also, we cannot overlook the fact that the Great Northern beans grown in Idaho, Minnesota and Utah are each year becoming stronger competitors of Michigan beans.

HAY RATE BOOST AIDS MICHIGAN MEN

For some time Michigan hay shippers have been at a great disadvantage with New York hay shippers in selling the southeastern states. In many instances Michigan shippers were being charged one-third more for shipments traveling fewer miles than did the New York shipments.

Last winter the State Farm Bureau secured emergency hay rates to southern points for Michigan shippers, which are estimated to have saved our shippers \$40,000. At the same time it called attention to the inequalities existing between shippers of the two states. The Interstate Commerce Commission has just issued an increase in rates for New York shippers to southern points, ranging from 5 to 9 cents per hundred pounds. The new tariff is I. C. C. 606 and was effective Feb. 5. New York shippers still have considerable advantage over Michigan shippers, but the Commission's order helps some and is a step in the right direction.

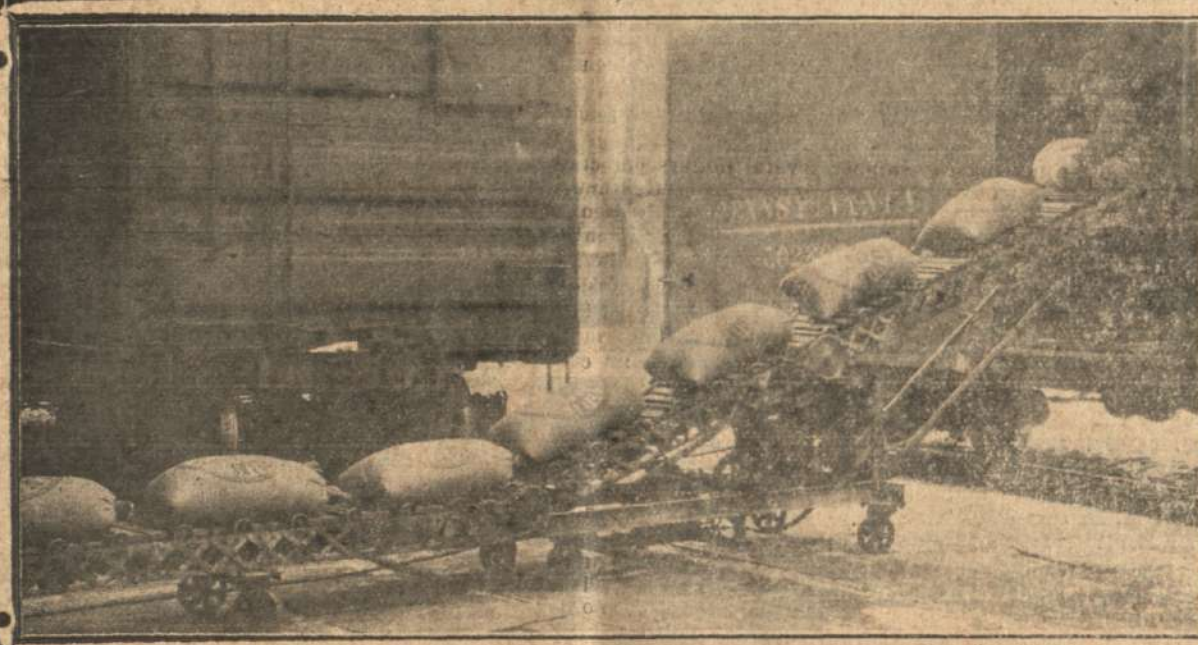
Three Views of the Michelex Plant



A few of the 90 girls who are employed in the bean picking room the year around to handpick the immense volume of beans sent through the Michelex Elevator and Warehouse plant.



Here is a shipment of beans about ready to leave the Michelex plant. After being conditioned in the plant, the beans are conveyed by a chute to an automatic weighing and sewing machine. Beans pour into the sack until it balances 100 lbs. net. The business end of the automatic sack sewing machine is passed across the closed mouth of the sack and the result is the neat sewed job you see in the picture. The weighing-sewing process is considerable of a time saver too.



Here is the way the Elevator Exchange hustles 100 lb. sacks of beans into a car. This electric conveyor has moved as high as 400 sacks in 15 minutes. Several units extend the apparatus far back into the plant. It negotiates curves just as well as straight-away loading.

Elevator Exchange Has Great Bean Sales Story

(Continued from page one.) Michigan grain and beans, and boosts Michigan goods always. It handles no western or imported beans to compete with the Michigan products.

A Traffic Dep't is maintained which offers free service to members in collecting railroad claims and for adjusting differences with the railroads or other carriers.

The foregoing items constitute the aims and services of the Michigan Elevator Exchange. In building a business of the present size the Exchange has naturally incurred some ill will. We have today in Michigan a few farmer politicians who are most bitter in denouncing the Michigan Elevator Exchange. Some of these men state publicly that co-operative elevators destroy markets rather than build them. Some say that the present management of the Elevator Exchange does not follow the policies and principles laid down by its original incorporators. Happily for the Exchange, most of the critics are simply drumming themselves up politically, and equipped only with a hammer and a loose tongue, accomplish but little in the ends they seek.

The Elevator Exchange has a standing challenge to such, that its books and records are open at all times, and that its Board of Directors will gladly endorse any sound, logical plan that any man will offer for the betterment of Michigan agriculture.

If you are a farmer stockholder of a Michigan co-operative elevator handling grain and beans, but it is not a member of the Elevator Exchange, you will probably find your manager not a believer in centralizing effort. The chances are, however, that you will find him using Elevator Exchange service. The Exchange will not sign new member elevators these days unless the local manager believes in the co-operative marketing principles of the Elevator Exchange.

WOMEN ACTIVE IN KENT CO. BUREAU

One is Director; Another is a Delegate; Third Heads Resolutions Bd.

Grand Rapids, Feb. 1.—At the recent eighth annual meeting of the Kent County Farm Bureau the county board of directors was increased from six to eight members, to include one woman director, Mrs. Jacob Spangenberg of Sparta; she was also elected as one of Kent county's six voting delegates to the State Farm Bureau's annual meeting. Pres. McPherson named Mrs. Spangenberg as chairman of the Kent county resolutions committee.

Pres. McPherson was re-elected for the third time as president of the Kent Bureau; Leo Riggs of Gaines was re-elected vice-president. Directors re-elected were Rudolph Zandt, D. W. Richardson, J. P. Munson, Frank J. Walsh of Cedar Springs is one of the two new directors on the board.

Hamilton Men's Herds Of 80 Makes a Record

Hamilton, Jan. 31.—Hamilton's record T. B. test took place recently when the herds of John Lohman, Sr., James Lohman and Ben Lohman, totaling 80 head of cattle, were tested by State Inspector A. F. Logan without any reactors. The herds include a number of registered dairy bred Shorthorns. John, James, Ben and Alfred O. Lohman, also of Hamilton, are all members of the Allegan County Farm Bureau. They are old-time Farm Bureau members and renewed their memberships in the Allegan county membership campaign last August.

Write Supply Service for new poultry feeding booklet.

Genesee Co. Members Attention!

See, call or write Wilbur Short at Swartz Creek about getting Farm Bureau: Milkmaker, Poultry Feeds, Seeds, Coal, Fertilizer, Binder Twine. Adv.

THIS TRADE MARK SELLS ELEVATOR EXCHANGE BEANS

Below is the well known Michelex trade mark for the choice hand picked beans marketed by the Michigan Elevator Exchange from its Michelex plant at Port Huron. A large reproduction of the above trade mark is branded on the face of every sack of Michelex beans, in two colors, red circle and black type.



The Exchange has two other trade marked brands, BUNKERHILL, fancy screened, and ST. CLAIR, choice screened. These words appear in place of Michelex on those brands, which are the same as the drawing shown above, except for that feature.

It is interesting to note that the first bean shipper in Michigan to copyright a brand for strictly CHP pea beans was the Michigan Elevator Exchange, which copyrighted its Michelex brand two years ago. A year ago the Exchange copyrighted its Bunkerhill and St. Clair brand beans. The demand for these three grades of beans is steadily increasing, for buyers realize when purchasing these three grades that they get the quality they buy. The Michigan Elevator Exchange puts a guarantee on every car of branded beans, which the buyers appreciate.

Why Not Truth In Fence? Asks Member

Hillsdale, Michigan, Michigan State Farm Bureau, Gentlemen:

I would be very grateful if you would send me another copy of the Farm Bureau News of the recent issue which contained the foreign clover seed situation article, dealing with the imports, etc., I wanted the paper to file but it was accidentally destroyed. I am much interested in this important clover seed situation. I believe it is a serious thing. I hope some day soon to see our Farm Bureau take up the subject of fence galvanizing. I believe every roll of fence should be tagged with statement as to the amount of zinc and lead, etc., it carries. Then farmers like yours truly would soon demand a fence of heavy galvanizing and factories would begin to make it and charge for it accordingly. Would be glad to pay more for the extra quality. L. W. Meeks.

AUTOMATIC BEAN PICKERS AT MICHELEX



At the left is one of four power Crippen Bean Pickers used at the Michelex Elevator and Warehouse at Port Huron. These high speed pickers can run eight carloads totaling some 320,000 lbs. of beans every 24 hours. Michelex keeps its four going day and night. They are made by the Crippen Mfg. Co., Alma, Mich.

WET BEANS ARE BIG PROBLEM FOR ALL CONCERNED

1925 Season Was One of The Worst We Have Ever Had

DRYERS ARE IN DEMAND

Michelex Plant Has Kept Its Dryer Going Night And Day

The bean growers of Michigan this year have been face to face with the most serious proposition they have had for the last few years; namely, the marketing of beans which carry excess moisture.

After having prospects for one of the best and largest crops of Michigan beans for a long time, we ran into an exceedingly long rainy season during the months of September and October, which caused most of this year's crop of beans to be harvested at the time when they contained excess moisture. This condition is always a difficult one to handle and this year has proved no exception.

The handling of wet beans is not only serious for the grower, but for the elevator, jobber, and grocer.

In the first place, it is hard for the grower to realize what danger a little excess moisture makes in his beans. When he takes a sample of beans to the elevator and the elevator manager advises him that his beans are wet and contain moisture in excess of 17 per cent, he cannot understand why the elevator man should ask for price protection covering this excess moisture, little realizing that the elevator, before shipping these beans, must be sure that same do not contain moisture over 17 per cent. Beans containing over 17 per cent moisture are not safe, and there is always the danger of such beans becoming musty and going bad.

The large canners have been very fair in checking beans containing excess moisture. They have been able to work same up into their canned products at once. We have had some elevators object to the canner deducting for the excess moisture, but if you stop to consider that 3 per cent excess moisture means a shrinkage of 1,200 lbs. on one car of beans, and that some canners use three cars of beans per day, which would mean a shrinkage in beans of 3,600 lbs. With beans costing, say 5c per pound, this would represent a loss to the canner of \$180.00 per day.

When you consider that a canner cans beans probably six months out of the year, you can see what his loss could be on excess moisture.

When beans containing excess moisture are shipped to a wholesale grocer, the seller's liability does not cease at the time beans are shipped and the draft is paid; there have been cases where bean shippers in Michigan have had to assume a loss owing to beans going bad 90 days after same were received, paid for, and unloaded.

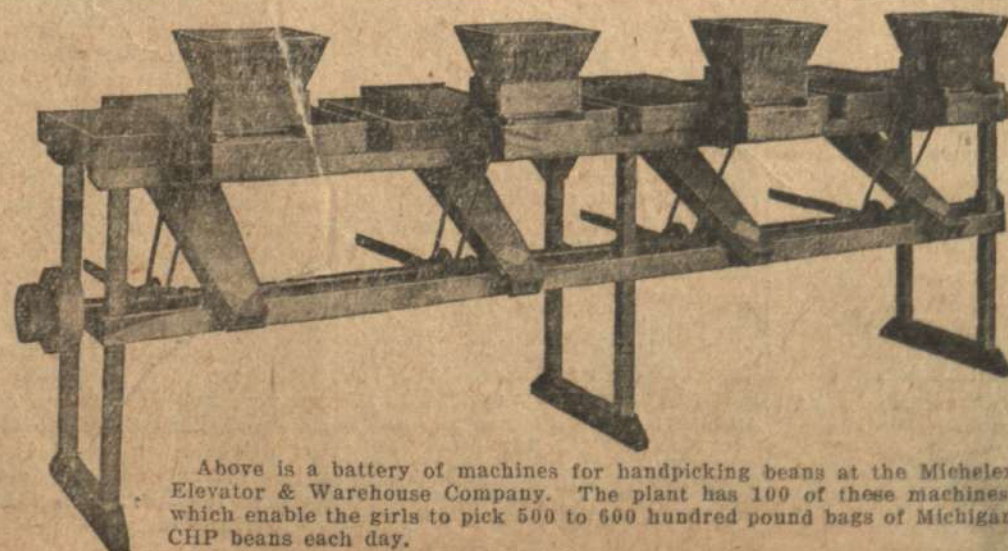
In handling wet beans through an elevator, the farmer probably does not consider the length of time it takes to dry these same beans and the extra steps which are necessary to properly prepare them for market.

There are in the state of Michigan today not more than 15 commercial dryers, so you can see that these dryers have to be worked to their capacity to take care of the wet beans. One of the largest dryers in the State is located in the plant of the Michelex Elevator & Warehouse Company at Port Huron, which serves practically the entire Thumb territory.

This dryer has been run night and day for the last two months, a good indication of what the farmers of the Thumb territory would have been up against if this farmer owned and controlled dryer had not been in service.

There are always two sides to every question; your side and the wrong side.

One Hundred of These at Michelex



Above is a battery of machines for handpicking beans at the Michelex Elevator & Warehouse Company. The plant has 100 of these machines, which enable the girls to pick 500 to 600 hundred pound bags of Michigan CHP beans each day.

