Seventh Year, Vol. VII, Number 12

Friday, June 28, 1929

Issued Semi-Monthly

# LIFE INSURANCE IS NOW ADDED TO SERVICES OF THE FARM BUREAU

## SEEK FARM BUREAU HELP IN STUDY OF OIL LAND LEASING

Important Points in Lease Are Suggested Here For Members

#### PROCEED CAUTIOUSLY

Counsel Before Signing Is Safest Bet for Owner Who Would Lease

Study your lease and know the e who wants to lease.

This seems to be about as good suggestion as could be carried rough the columns of any publition in this era of land leasing in Michigan where everyone seems ent on making a mint of money rough oil and gas operations of a peculative nature, following the nding of oil and gas in Michigan's

found or not: to make money.

Our farmers want all tthe money alesman.

The Michigan State Farm Bureau certain who the leading concern and how competent it is to carry oil or gas well operations. atisfied the company is good ough to do business with, the nd owner should study the lease fered and then get the advice of re able and competent legal counsel fore attaching his signature to y document, however innocent-

Leases offered by some good comnies may not fit local conditions oven satisfactory in Oklahoma or t be satisfactory.

arm Bureau help in this way. Oil cents to 311/2 cents a pound. eld operations under Michigan contions become community projects

bout as they were carrid in these sold at 38 cents. olumns recently, because of the reeived for information on this imortant subject.

After reading these over and getng competent advice regarding any oposed lease, you wish further inrmation, do not hesitate to write e State Farm Bureau at Lansing ut be sure to state all the details oncerning operations or prospects operation in your community. our State Farm Bureau may be Delaine is being reported in one or the county.

THREE DIVISIONS

OF ORGANIZATION

ARE REPRESENTED

Membership, Insurance, Seed

And Supply Salesmen

Meet Jointly

The Farm Bureau story in Michi-

an, told in million of dollars as the

ear's aggregate business, is only

artly told when the picture of those

ho actually go out among the

The Michigan State Farm Bureau

spoken of or referred to as a

irmers of Michigan is left out.

ural co-operative activities.

WOOL POOL SECRETARY **FAVORABLE TENDENCY** 

P. Walker of Co-operative Wool Association Sees Good Year Ahead

(By J. P. Walker)

The past month has seen considerable activity in wool selling in the West. It is stated that about 20 per cent of the wool clip in the West has been sold. This is in decided contrast to the situation a year ago when at this time practically all of the western wools had moved into the buyers'

A difference in opinion has existed to date between wool growers and wool buyers as to what constitutes wool values. Growers are insistent that buyers are unduly trying to bear the market down in order to recover their losses of the previous years, and must buy wool to show a profit before they are interested in handling it. Active in Texas

Most of the activity has been in Texas. The bulk of sales in Texas ith the tales of dollar growth that have ranged from about 85 cents to ave emanated from some of the 90 cents a clean pound for eight il fields, in Michigan and out. Wild- months' wools, and from 95 cents to at leasing of lands has been taken \$1 clean pound for twelve months p by one concern and another, all wools of the fine type. There has und to do one thing, whether oil been considerable dissatisfaction over the present system of selling in Texas. T. A. Kincaid, president of eir land can be made to produce the Texas Sheep and Goat Raisers at they should not want it badly Association, says, "Organized buyers hough to sign away all their rights and lack of co-operation among unsome fool lease just because some organized ranchmen and wool and eighbor has yielded to the high pres- mohair commerical users has penalure of an oil prospecting concern's ized Texas growers this year to the extent of one million dollars."

If this condition holds true in as been called upon to investigate Texas with production of about few leases and the safest thing to 22,000,000 pounds of wool, the loss aggest is that every farmer should which will be taken by unorganized sheep men in the United States for the current year will mount up some where to twelve million dollars. Whether the industry wishes to take this loss without making some effort to remedy the situation as they have done in years past, or whether it will be the means of bringing about a nation-wide movement for co-operative wool marketing remains to be farmer,

The Utah situation reveals a diversity of opinion among growers. As vet, not much wool has been sold me other oil territory. Leasing The Jericho pool, with about a million nd because some one else does may pounds of wool, has gone East or consignment. Many other pools are The safest bet is to work in still holding back and waiting for demunity fashion, calling a meet- velopments. Prices on the pools that g if that is agreeable and getting have been disposed of range from 28

California has a great variety of wool. Some of these wools are very that your neighbor's operations desirable while some are badly filled ay affect production from your with burrs and are low in character. A line of 45,000 pounds of cross-bred A dozen important points suggest- Sacremento Valley wool shrinking 53 for every oil lease are given here per cent is being reported as having a Trade-A-Day of soliciting member-

This cross section of the West reuests the Farm Bureau has re- veals the fact that the growers in the adjoining county for a day's solicitmain are still standing firmly for bet- ing. The first Trade-A-Day camter prices on wools, and, in many sections where buying is being done, it work done in Kalamazoo and St. is on the basis as high or higher than Joseph counties; Branch and Calthat being offered for Ohio wools.

Little Change in Ohio The situation in Ohio remains ties and with the county in St. Clair

(Continued on page two)

SAYS MARKET SHOWS A Signs First Policy For Farm B. Life Insurance



Hark L. Brody, Secretary-Manager, Michigan State Farm Bureau

erviceable projects of the Michigan sible cost. State Farm Bureau.

tection and your organization has un-

believe the farmer's own company L. Brody.

Team workers, participating in a

strengthening the Farm Bureau in

about 20 per cent gain in member-

ships in a half dozen counties where

(Continued on page three)

"Life insurance, I am sure, will be- will be able to furnish him life inome one of the best appreciated and surance protection at the lowest pos-

"We have been greatly encouraged first essential but along with this we of service in every possible way."-C.

Congress, by passage, June 17, of a bill appropriating \$151,500,000 took series of inter-county campaigns for steps to carry out immediately the provisions of the farm relief legisla-Michigan counties, have reported tion signed by President Hoover, June 15. Both the House and Senate approved the measure with brief debate and without a record vote.

ships has been conducted. Members An amount of \$150,000,000 is the initial installment of a \$500,000,000 revolving fund to be administered by the Federal Farm Board created by the terms of the law.

The appropriation bill was based houn counties; Cass and Berrien on the recommendation of the Presicounties; Lapeer and Genesee coun- dent. The remainder of the \$500,000,-000 will be provided as and when much as it has for the past three county, the north half trading a needed by the Board. The additional weeks. The top price of 32 cents for day's work with the south half of appropriation of \$1,500,000 is for administrative expenses of the board

#### A NEW PURCHASE PLAN IS OPENED FOR FERTILIZER

Offered Members Of Farm Bureau

PRICE CUT ABOUT 17%

Plan Benefits All Farmers, Gives Dealers Better Chance To Win

Let your county agricultural agent or soils experts from the college advise you and then go out and buy the fertilizer your soil needs. Don' just let someone sell you fertilizer.

This is what Otto Voyles, representing the Tenessee Copper and Chemical company, as one of the oldest men in the field of commercial fertilizer manufacture in this country, is telling farmers at a series of 40 local meetings arranged by the Farm Bureau in as many points in the southern half of the state this

Mr. Voyles is devoting two or three weeks of his time to these meetings, making no effort to sell fertilizer but explaining the product from various angles in such manner that the farmer can understand it in terms of his farm plant needs.

Fertility of the average piece of tilled land has dropped fully onethird since cultivation of crops was begun, he tells his audiences. This lack of fertility must be made up in some manner to insure the most profitable crops, he explains, and he which show that only about onehalf the necessary elements are re-

In presenting his story of the need and the making of fertilizer from "It is evident that many of our over the manner in which this new chemicals, Mr. Voyles pictures the members do not have sufficient pro- work is being received and many pol- natural elements as of two classes icies are coming in voluntarily from the non-essential elements furnished dertaken to furnish you this much our County Farm Bureau's local in abundance by nature, and the esneeded service in a form that will be leaders and others associated with sential elements which must be apsest adapted to the needs of the the Farm Bureau. We will soon have plied to the soil. This class of esour agency force functioning and sential elements comprises 3 1/2 per "We have considered safety as a your organization will endeavor to be cent of the total dry matter content of the farm crop, but they are vitally important because with them provided, nature readily provides the other 96 1/2 per cent.

Must Help Nature in such form that plant life can util-

means of giving the soil only two trict of the State Farm Bureau. pounds of nitrogen to the acre, which is not sufficient, Mr. Voyles stated. A 12-12-12 fertilizer would be more nearly in keeping with the soil needs

where crop cultivation has continued It won't be long until there will be a fourth essential element, which is calcium or lime, Mr. Voyles explains. 'Limed acid phosphates' however, which is simply commercial fertilizer mix with lime added, does not

#### **MICHIGAN JOINS OTHER STATES IN OFFERING PROTECTION TO FARMERS** THROUGH OLD LINE LIFE INSURANCE

Saving of \$6.90 a Ton Is Company Formed by Officers of State Farm Mutual Auto Insurance Company Will Do Business As Old Line, Legal Reserve Concern. Capital, Surplus \$400,000

> Organized agriculture, through the Farm Bureau, has taken another step in the service for agriculture in Michigan by adding life insurance to the long list of business activities of the Michigan State Farm Bureau.

> For the first time in history, the farmers of Michigan are given an opportunity to share in the business of life insurance, one of the biggest businesses in the country today.

The State Farm Life Insurance company, organized under the laws of Illinois and licensed to operate in Michigan with the State Farm Bureau as the state agent, is an institution born of necessity and designed to serve the farmers of the nation through the Farm Bureau state organizations, functioning now in several states under this plan of operation.

The concern is a legal reserve, participating, old line insurance company capitalized at \$200,000 and having a surplus of \$200,000.

Like the State Farm Mutual Automobile insurance, being sold through the Farm Bureau of Michigan and in 20 other states, policies will be written on a semi-annual premium payment basis with protection offered at the lowest cost possible to maintain and operate the business on a sound basis.

In organizing, the State Farm Life Insurance company picked some of the ablest life insurance men in the business to set up the machinery which is expected to get into full swing within a short time in all the leading Farm Bureau

George J. Mecherle, who founded the State Farm Mutual Automobile Insurance company and has manned it so successfully during its seven years of operation, as its president, is president of the State Farm Life Insurance company, assisted by another able insurance worker, George Beedle, secretary, both of Bloomington, Ill., the home of the two concerns.

# FOUR COUNTIES TO

A district rally of Farm Bureau members of four counties, Kent, Ottatassium, phosphorus and nitrogen wa, Barry and Allegan, is scheduled than 35,000 policies issued in Michiand they must be put into the soil for July 13, to be held at Grand Rapids. These counties are in the district directed by David Woodman, of of five or six hundred a week, has en-Sowing 100 pounds of 2-12-6 com- Grand Rapids, Supply Service and couraged the branching out into the mercial fertilizer to the acre is a Organization director for that dis-

M. S. Winder, executive secretary of the American Farm Bureau Federation, is slated as speaker for the occasion. Mr. Brody also is on the program and Garfield Farley, a Masfor a hundred years, as in this state. ter Farmer from Albion, will tell of the membership work done by the Farm Bureau in Calhoun county, recently.

Members of the four counties who plan on participating in this big solve the problem of fertilizing and event should mail reservation for liming deficient soils. Thirteen plates at the banquet to David Woodhundred pounds of limed acid phos- man, 713 Ethel street, S. E., Grand phate gives only about 35 pounds of Rapids. The banquet will be served agency has been this spring. lime to the acre, which is only about in the Y. W. C. A. at Grand Rapids at one-tenth as much as the soil needs, 65 cents a plate. Reservations should be in early.

Success Anticipated Morris G. Fuller, who has served in the life insurance business as an

executive of one of the biggest com-

panies of the east, is vice-president of the new company, with 18 years experience in the business. The success met in the handling of autombile insurance, with more gan in a little over two years, and

field of life insurance. With the insurance machinery of the Farm Bureau so well set up and functioning so satisfactorily, it is anticipated that a considerable volume of life insurance business will be written through the Farm Bureau's agency during the next year. While district agents have been 11censed to handle the new insurance

and policies are being issued, considerable work will be necessary in the way, of conducting training schools for instructing and qualifying local agents for the new venture before the life insurance machinery can function at the rate the automobile insurance When it is remembered that the

State Farm Mutual Automobile Insurance company began as a new concern, just a little more than six years ago, and now ranks third among the mutual automobile insurance concerns in the whole United States, farm bureau officials hold out high expectations for equal success in the new field of endeavor.

The purchasing of life insurance by farmers has been limited; many claim too limited. The plan under which the Farm Bureau will operate will be to offer the farmer safe and dependable protection in a way that will not literally smother him with figures and misconstrued data. The policy terms are plain and the insurance is Farm Bureau In State Gets offered as a protective measure only, and not as an investment or savings plan. Two forms of straight life insurance protection are offered although special types of insurance, such as endowment and types not recommended for the average person. The men in the top row of the will be made available to those who picture are members of the force of insist on buying them. Stress will be the organization department. Read- laid on ordinary life insurance, offering from left to right they are as ing a policy of insurance carrying all the good features of the best estab-Mr. Newell Gale, formerly of lished insurance concerns in the field

#### Agents Are Schooled

As soon as the State Farm Bureau was licensed to handle life insurance a farmer in Oceana county but has in Michigan, requisitions were mailed gotten into the swing of his new in to the state insurance commission work in fine shape. He has been for licenses for the 10 district agents and several days of intensive school-C. L. Nash, director of the organi- ing in life insurance work begun at This is being followed with a series

(Continued on page 2.)

# 25 District Workers Are In Farm Bureau Field **75,000 FARMERS**

### Direction From Many District Men

RECEIVE SERVICE

OF DISTRIBUTORS

#### Membership Builders

follows:

Shelby, and now residing at Cass today. City, has charge of the counties of Tuscola, Huron and Sanilac. Previous to starting work with the of the current year.

(Continued on page three)

ree or four million dollar concern. hat's cold business talk. The or- conditions warrant,

men ascertain the needs of the farm- | ing and make it possible for him to | insurance protection in a farmer-To say the Farm Bureau is just a er in securing adapted, known origin obtain the proper fertilizers for his owned insurance concern in the past Michigan State Farm Bureau he was the directing end of the business group of farmers, banded in a frates, comprises many of the most ernal way, is not sufficient. To say help the poultrymen and dairymen idea of group action and mass operademonstrate the value of modernized apable men to be found in agricul- the Bureau buys and sells feeds and determine their feeding require- tion and align new members with farm machinery, making it possible supplies to the amount of several ments and direct the distribution of the organization while keeping the supplies to the amount of several ments and direct the distribution of the organization while keeping the work in fine shape. He has been for the for the farmer to buy his equipment with this department since the first now handling automobile insurance The accompanying picture shows a thousand carloads each year would open formula feeds throughout their old members informed of new activities. roup of the district directors of hardly suffice to convey the idea of respective districts; they go into the local groups Few fraternal or business con-This is being followed with a series of district schools of instruction to most Farm Bureau in their respective districts.

This is being followed with a series of district schools of instruction to most Farm Bureau members because he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with the cause he meets with practically which all local insurance agents of the cause he meets with practically which all local insurance agents of the cause he meets with the cause he meets with the cause he meets with the cause he meets which are caused by the cause he Worker in the several districts, as ganized farmers of Michigan. These and help plan his task of soil rebuild- own motor vehicles to secure proper tricts.

oup of the district directors of hardly suffice to convey the later of the organiarm Bureau activities in Michigan. what organization in agriculture is one obtainable and distribute it so the grams; they are explaining the hone. obtainable and distribute it so the grams; they are explaining the bene- group of workers than is pictured as Mr. Nash should need no introduction

#### MICHIGAN FARM BUREAU NEWS

Published twice a month by the Michigan State Farm Bureau at Charlotte, Michigan. Editorial and general offices at State Farm Bureau head-quarters, Lansing, Michigan.

VOL. VII FRIDAY, JUNE 28, 1929 Entered at the post office at Charlotte, Mich., as second class

matter. Acceptance for mailing at special rate of postage provided for in Sec. 1103, Act of Oct. 3, 1917, authorized January 12, 1923. Subscription price \$1.00 per year. To Farm Bureau members, 50 cents per year, included in their annual dues.

...Editor E. E. UNGREN......Advertising and Business Manager FERN DAVIS .....



M. L. NOON, Jackson. Pres.	ident				
W. W. BILLINGS, DavisonVice-Pres					
Directors-at-Large					
M. B. McPHERSON L. MRS. EDITH M. WAGAR Car	leton				
JOHN GOODWINE	rlette				
VEROLD F. GORMELY	arbor				
W. W. BILLINGSDa	vison				

Commodity Directors 

STATE FARM BUREAU ORGANIZATION CLARK L. BRODY .....Sec'y-Treas.-Manager

DEPARTMENT HEADS
Praffie     A. P. Mills       Clothing     Miss N. B. Kirby       Publicity     E. Ungren       Accounting     L. T. Sinclair
Oganization
FARM BUREAU
Michigan Farm Bureau Seed ServiceL. A. Thomas Michigan Farm Bureau Supply ServiceL. A. Thomas Michigan Farm Bureau Wool Pool

#### MICHIGAN COMMODITY MARKETING ASSOCIATIONS AFFILIATED WITH MICHIGAN STATE FARM BUREAU

	and the same of the same of	The state of the s
	Michigan	Fotato Growers Exchange
2	Michigan	Milk Producers Association
a	Michigan	Live Stock Exchange
g.	Michigan-	Elevator ExchangeFarm Bureau Bldg., Lansing
	Michigan	Fruit Growers, IncBenton Harbor

#### DIRECTORS AND OFFICERS OF THE COMMODITY EXCHANGES

MICH. ELEVATOR EXCH.
Carl Martin, PresColdwater
Milton Burkholder, V. P Marlette
H. D. Horton, Sec-TreasKinde
L. E. Osmer, MgrLansing
C. S. Benton, Bean Dep't
Neil Bass, Bean Dep'tLansing
W. E. Phillips Decatur
George McCalla
H. H. SanfordBattle Creek
M. R. Shisler Caledonia
Frank Gilmore
W. J. HazelwoodMt. Pleasant
MICH DOTATE CHANGE

MICH. POTATO GROWERS EXCH. Henry Curtis, Pres. ..... Cadillac J. T. Bussey, Vice-Pres. Provement O. E. Hawley, Sec'y ..... Shelby F. J. Harger, Treas. ..... Stanwood F. P. Hibst, Gen. Mgr..... Cadillac C. A. Richner, Sales Mgr. Cadillac Leon G. VanLeuw ..... Beliaire George Herman ......Remus E. A. Rasmussen ......Sheridan

MICHIGAN FRU
Herbert Nafziger, Pres Benton Harbor
O. R. Gale, 1st Vice-Pres
H. H. Hogue, 2nd Vice-Pres
F. L. Bradford, SecTreas
F. L. Granger, Sales Mgr
Miller Overton Banger
J. F. HigheeBenton Center David Brake Fremont
P. D. Leavenworth

MICH. MILK PRODUCERS ASS'N N. P. Hull, Pres. ..... Lansing R. G. Potts, Vice-Pres. Washington John C. Near, Sec. .....Flat Rock B. F. Beach, Ass't Sec .... Detroit H. W. Norton, Treas. ..... Howell M. L. Noon .....Jackson R. L. Taylor ......Lapeer L. W. Harwood ......Adrian W. J. Thomas ..... Grand Rapids Fred W. Meyer ......Fair Haven Fred G. Beardsley ..... Oxford William Hunter ......Sandusky Elmer Powers ......Cllo MICH. LIVE STOCK EXCH.

E. A. Beamer, Pres. ....Blissfield R. D. Harper, Vice-Pres., St. Johns J. H. O'Mealey, Sec'y ..... Hudson Frank Obrest, Treas., Breckenridge Nate Pattison ......Caro J. R. Bettes .....Sparta Charles Brown ......Sunfield

Edward Dippey .......Perry Charles Woodruff ......Hastings GROWERS, INC.

John Botteme. Spring Lake
W. J. Schultz ... Hart
John Miller ... Coloma
Carl Buskirk ... Lawrence
L. A. Hawley ... Ludington
H. Nafziger ... Millburg
V. Warner ... Mattawan
C. J. Chrestensen ... Onekama St. Josep Saugatuck Shelby Bradford. Prentice. Gale....

#### AMERICAN FARM BUREAU FEDERATION

LEGISLATIVE HEADQUARTERS ......Munsey Bldg., Washington, D. C. SAM H. THOMPSON ......President 

#### A HARD JOB FOR FARMERS

The saying is that one has to go away from home to hear the news. Prof. Eben Mumford, of Michigan State college, has been over in a neighboring county to address a Farm bureau raffy. The Jackson Citizen-Patriot comments on what he said, and that opens the whole question of farm relief to discussion.

Professor Mumford flatly says that he doubts if the farmers of the United States are ready for the aid made possible under the farm relief bill just passed, and for which, chiefly, congress was called in special session.

In a few words, the gist of what Professor Mumford said appears to be that the essense of the farm relief measure is aid through farm co-operative organizations and that, at the present time, less than 23 per cent of the farmers of the United States are in any kind of organization.

There is doubtless matter of fact truth in what Professor Mumford said. It is well that the statement comes from such a source for, if similar statement came from a source not so closely allied with the farms, there would be plenty to proclaim that it was a criticism uttered in an unfriendly spirit and with purpose to defeat benefits to the farmer.

But as repeatedly said in these columns, there is no ill will against farmers nor against their endeavor. The present farm relief law went through unopposed not on the basis of understanding and general enthusiasm, but because the whole nation deeply desires that the farmers of the United States have what they reasonably ask. The goodwill of the nation toward agriculture is tremendous.

Almost no one outside of agriculture is opposed to the present farm relief law. Everybody it truthfully may be said wants the law and the plan it proposes to succeed. There is no begrudging the public money for the experiment. But though the hope for the new scheme of things is tremendous, yet the fact is, as Professon Mumford relates, that unless the farmers of the United States become better organized the new law will do little

The task of bringing about the necessary organization is a difficult one. It can not come in a day or even in a year. But the fact can not be blinked that the success of the farm relief law hinges on organization. It is a hard job that lies ahead which no one can perform except the farmers themselves .-Lansing State Journal.

#### Workers Approved Trade-A-Day Plan

"There is not a doubt in my mind but what the Trade-A-Day, in Calhoun and Branch Counties was a most successful way of putting the Farm Bureau over; While some teams did not get so many sign-ups, I think it is one good way to at least spread the good of the Farm Bureau to the non-members.

"I am real sure that in Calhoun County we could get some of the workers that helped out this time, to help again and there are a number that couldn't help this time will be glad to later.

"In my two days work I only solicited one man who thought the the Farm Bureau was all Bunk.

Earl Johnson, Ceresco."

"Would say there seems to be quite a number of people we solicited, who were not posted on the amout of business done by the State Farm Bureau Supply Service and did not even know that the Farm Bureau was selling some tillage implements.

"I think that every farmer should receive a copy of the Farm Bureau News at least once during the year, as we need more advertising." Clinton D. Buell, Kalamazoo."

"I know of nothing as successful as the Trade-A-Day. The new life; the knowledge they receive in putting it over developes salesmanship they do not know they possess.

"Be sure they all get the paper and are informed of all the activities of the Bureau.

"It was a unanimous vote to repeat in 6 months.

"The most active members get the most out of it.

"All found men who were all ready to join. But very few object to

W. W. Billings, Davidson."

"I am well pleased with the outlook for the Trade-A-Day drive. It has proven a good system in St. Clair County.

"I, as one of the solicitors in the first and original drive for memberships, can appreciate the vast difference at this time,

"Originally we went out to tell the farmer what could be accomplished through organization. In this drive we could tell him what has been done or rather to further the work that has been so nobly begun and so successfully carried out to the present.

"Very few farmers realize what has been accomplished by the organization in the brief period of its existance and when it is explained of them, the second day I had but a short time in the field and signed

"The first day, in four hours, I visited five farmers and signed four of them, the second day I had but a short time in the field and signed

"There is a good feeling among the farmers regarding the state organization. - Occasionally some local grievance prevents a good farmer from joining."

Fred H. Beach, Port Huron".

"I am well pleased with the way Trade-A-Day worked out in our county. It developed a fine spirit and feeling among the workers and made them better F. B. Members.

"We signed 69 members and, had we understood the proposition as well before as we do now, we could have easily made it 100, and I believe we will get the 100 before the season is over as some of the workers are willing to do more volunteer work after harvest.

"As to the attitude of non-members in our county, we found them as a rule very favorable to the Farm Bureau. We took about 31 good workers into Branch County and only signed 32 members but we found the attitude of non-members very different.

"I may not be right, but I think I could see the reason: In Calhoun have had five meetings in different parts of the county during the last year and we have had a few non-members at nearly all of these meet-

"We also have some contracts in Calhoun to benefit members. They are able to get motor oil at car lot prices (45c per gal.) and all grades and size of U. S. tires at the dealer's list prices at any town in the county. They are also able to purchase batteries for any make of car at wholesale price and all grades of weed chains at 25% discount. They can get a greasing, washing or tire repair job at 25% discount and other auto accessories at a discount although all members do not take advantage of these contracts it makes a better feeling and it is a little easier to sign members. I think that the Trade A-Day drive for member ship should be an annual event.

"I hope that you do not think I am telling what Calhoun has been doing in a boasting way but I believe that any county Farm Bureau must do something of this kind in order to satisfy the membership. Elmer E. Ball, Marshall."

"I think the Trade-A-Day was a very good way of advertising the

"We talked with many who had paid in \$30.00 and then quit. "They said they had paid no further attention and knew nothing

of what had been accomplished. "At the Genesee luncheon Friday night many were in favor of mak-

ing it a semi-annual event. "We found one man who said he signed up and then he never saw another Farm Bureau man. He was never where he could buy any of their products and never had a meeting nor was called upon by an-

other Farm Bureau man. "He said he would like to have one come and talk with him once in a while whether he was a member or not.

"I think that was the biggest mistake of the Farm Bureau. Regular meetings should have been held and members kept interested and informed and mistakes explained.

"The co-operative failures were also a big kick. They did not handle Farm Bureau stuff entirely but the failure was laid to the Farm. Bureau.

"I think good meetings and activities of all kinds are the best way to follow up this work.

"Also, I know that it developed a lot of enthusiasm in Lapeer county. Members who had not been to a meeting went out and solicited. At the luncheons in both counties everyone was in good spirits.

"I think it has demonstrated the value of the district plan. Pearl E. Myus, Lapeer R 2."

#### MICHIGAN JOINS OTHER WILL NOT ENFORCE STATES, OFFERING LIFE INSURANCE TO FARMERS (Continued from page one)

the Farm Bureau are being welcomed, if they are interested in life insur-

Following these schools, local agents will be selected as they are able to qualify.

The first of these schools will be ds, opening on succeeding days during the same week.

As with the auto insurance business, Alfred Bentall is to have charge

of the life insurance business. The Farm Bureau has considered handling life insurance for two years 1930, in view of the fact that the and has entered the field with con- season was nearly at an end when the siderable caution and study and now act becomes effective. finds a great number of prospective purchasers on the waiting list-farmers and others who never had given much thought to insurance protection prior to the Farm Bureau's entrance that will enact a national forest the first of the year getting this ar- to the Association. This is the year "The Girl Driver: "You whistle to the Association." in the field, with the offering of auto policy in the only large country that rangement worked out satisfactorily. When the concentration of these beautifully I just had to stop at insurance, two years ago.

License Requirements to Go Over Until 1930 Before Being Enforced

The new inland fishing bill, effecheld at Kalamažoo, beginning July 1. all non-residents over 18 years of have a very direct bearing on prices Others will follow at Albion, Ann Ar- age must have a license for taking which will be offered them in the or, Cass City, Ithaca and Grand Rap- all kinds of fish, the fee for which is counties. three dollars per year; also that all residents over 18 years of age are required to procure a license to catch trout, the annual fee being one dolar. These provisions will not be enforced, however, until the season of

#### Think Of The Trees

(Continued from page one) two counties with a throw on the off sorts. Generally about 30 cents is he top price being offered for clips of fine wools and up to 35 cents for medium clips. Buying in Ohio in the fine wool sections has been very slow. Apparently a very considerable volume of wool has moved out of the northern and western sections of the state; some of it has come to the Ohio Wool Growers' Cooperative Association, but not as much is justified

by the present market prices. A report from Kentucky states that a lot of medium wools were sold at a Bradford county sale at 401/2 cents for the best staple wools ranging down in prices to 22 cents a pound for burry and seedy. As Kentucky wools are considerably lighter in shrink than Ohio wools, it seems as though the local wool pool plan of submitting wools at auction will not be a success this year as it has been in some years past.

#### Increased Consumption Shown

The wool consumption in the United States shows that greater quantities are being used than a year ago. In April, 1929, 10,022,000 pounds more wool were consumed by the mills than during the same month in 1928. May shows an increased activity of more than a million pounds. Mills generally are satisfied that a fairly considerable volume of business will be done by them in excess of their production in 1928. This should mean that there will be a fairly active demand for wool.

There seems to be a slight change in the type of wool which will be in demand during the coming season. Last year one-fourth bloods were one of the most keenly sought types of wools. This year the interest seems o lie in the finer grades. Threeeighths blood still is active, one-half blood is sought and Delaines show more activity than they did a year ago. There seems to be some indica tion that styles will swing more to the finer fabrics than they did last year. This should mean a closing up of the price range between fine and medium wools.

#### House Passes Tariff Bill

The House, by a very large vote has passed the Tariff Bill and it will shortly be up to the Senate for consideration. This bill raises the duties on all wools, also on some wool man ufactured goods. It did not, however provide for the increased rates of luty on rags and wastes as had been asked for, but this will be taken up in the Senate hearings and a further increase in duty for which the wool growers have asked, will be sought at that time. In this connection a quotation from the Commercial Bulletin of June 1 is very interesting. It states, "Blending of wool wastes, shoddy, and rayon wastes has become a method of fabric manipulation that several manufacturers expect to derive benefit from." One wonders just what sort of a fabric that would have any service could be made from these materials. We assume, however, that it would last long enough to get off the shelves of the merchant, and that eems to be the main thing to be desired these days. From the standpoint of the Ohio

Wool Growers' Cooperative Association, 1929 bids fair to go far ahead in volume of 1928. On June 1, some 900,000 pounds of wool had been received at the warehouse. Ten days prior to this date, very few wools had been received, due no doubt to the late corn planting and the desire of the farmers to use every day that was fit to get a belated corn crop into the ground. It is expected that the first week in June will show a very considerable movement of wools to the warehouse. Counties that are making solicitation of wool growers are reporting in the main very good results from this work. Some of the counties have made no report to date but a very considerable volume o new business is being secured. One day's work in Knox County netted 11,500 pounds of wool.

#### Growers More Receptive

If every person who believes in the merits of the Ohio Wool Growers' Cooperative Association would see that his neighbor who has not consigned was given a sales talk on the proposition, we feel certain that over 50 percent of the wools of the state could be secured. It is very evident that growers are in a more receptive mood this year towards pooling than they have been since the start of the organization. Local buyers have been very cautious, and there is no indication that there will be any departure from this policy during the uving season. Eastern wool dealers are aparently

better organized than they have ever been before, and they seem disposed to adhere to the policy of buying to make a profit on wools or else allowing the wools to lie. Growers are beginning to realize that the changing tive August 28, 1929, provided that system of handling wools is going to

#### Advance Favored The new policy of the Ohio Wool Growers' Co-operative As-

sociation in advancing approximately 22 cents a pound on wool without a direct interest charge is meeting with favor among growers inspection. who need their money, or at least a Public opinion can bring action Association have been busy ever since possible be secured for consignment my whistle why didn't you go?" Under this plan, the association will wools in the hands of people who listen."

# WOOL POOL SECRETARY FAVORABLE TENDENCY IN HISTORY IS Tabulated ing History Is Tabulated

1. Originated national commodity marketing conference idea,

2. Held national grain conference July 23 and 24.

Held national live stock conference, October 8. 4. Held canning crop conference, October 22 and 23.

Held wool conference, November 5. 6. Appointed Grain Marketing Committee of Seventeen.

Established a department of co-operative marketing.

8. Named permanent wool marketing committee.

Worked for packer regulation bill. 10. Proposed national co-operative bill.

11. Fought for passage of Truth-in-Fabric Bill. 12. Supported Emergency Tariff. 13. Took part in hearings on Federal Farm Loan Act.

1921 1. Appointed Farmers' Live Stock Marketing Committee of Fifteen

January 3. 2. Appointed November 15, first Board of Directors of the National

Live Stock Producers' Association. 3. Appropriated \$10,000 to begin work of Producers.

4. Appointed Farmers' Dairy Marketing Committee of Eleven. 5. Employed secretary-treasurer of Dairy Committee as salaried di-

rector of dairy division. 6. Backed U. S. Grain Growers, Inc. 7. Held national fruit marketing conference, April 5.

8. Appointed Fruit Growers' Marketing Committee of Twenty-one,

September. 9. Developed co-operative wool pools in eighteen states.

10. Endorsed co-operative cotton marketing plan of the American Cot.

ton Producers' Exchange.

11. Participated in tobacco marketing conference.

12. Called a sugar beet conference. 13. Gave direct dairy marketing assistance in eighteen states.

14. Made preliminary study of co-operative poultry and egg marketing 15. Gave special assistance in organizing Chicago milk marketing ter-

ritory. 1922

1. Legalize co-operative marketing by securing Capper-Volstead law 2. Maintained wool pools and aided securing satisfactory tariff on wool

Sponsored Intermediate Credits Bill in Congress.

4. Supported filled milk bill. Supported single standard of 80 per cent fat for butter. Worked for elimination of speculation in grain futures.

7. Protected farm products in tariff. 8. Set about reorganizing U. S. Grain Growers.

1923

1. Rendered direct assistance in twenty-one states.

2. Helped secure uniform state marketing laws. 3. Aided dairy co-operatives in twelve states.

4. Developed national plan for marketing potatoes. 5. Aided eight states in potato campaigns.

Developed national plan for marketing onions. 7. Assisted in organizing Indiana Farm Bureau Onion Growers' Exchange.

8. Held national egg marketing conference. 9. Appointed national egg marketing committee. 10. Fostered live stock marketing through National Live Stock Pro-

ducers' Association.

11. Backed up Federated Fruit and Vegetable Growers, Inc.

12. Championed Intermediate Farm Credits Act. 13. Championed Warehouse Act.

14. Stood for Capper-Tincher grain control act. 15. Assisted in placing the U. S. Grain Growers in position to market

16. Held a national cabbage marketing conference.

17. Held a Western sugar beet growers' conference. 18. Held national wool pool meeting.

1924 1. Co-operated in the formation of National Poultry Council.

2. Grain Marketing Committee of Five named. 3. Grain Marketing Co. organized and recommended to use of farmers

4. Sold more than \$120,000,000 in live stock through the National Live Stock Producers' Association.

5. Encouraged and assisted Federated Fruit and Vegetable Growers. 6. Obtained publicity on co-operative marketing in 141 articles. 1925

Took part in the American Institute of Co-operation. 2. Moved toward the securing of legislation dealing with income tax

payment of co-operative associations, 3. Took part in the conference of commissioners on Uniform State Laws for co-operatives.

4. Participated in committees and various groups working on specific phases of co-operative marketing.

5. Advocated, with universal approval, the value of common sense methods in co-operative societies. 6. Prepared and published a 41-page bulletin following the develop-

ment of the law in co-operative marketing and forming a digestof court decisions on the subject. 1926

1. Prepared outlines and charts setting forth the A. F. B. F. program for co-operative marketing for 1926. 2. Prepared legal formulaes for co-operative associations in various

parts of the country. 3. Prepared measures forming practically the foundation for practically all the consideration given by Congress to agricultura legislation.

4. Prepared "Legal Problems in Co-operative Marketing" as a contribution to common schools text books, Helped the development of organization of cattlemen's association of Western states, milk producers of Chicago district, woo growers of Eastern and Western production centers, poultry

producers of Iowa, and others. 6. Assisted in drawing provision of 1926 Revenue Law for the exemption of co-operative associations from the payment of income tax

1927 1. Investigated the subject of farm credits including interview with officials of Federal Farm Loan Board and with officers of Federal Land and Intermediate Credit Banks to widen the scope of service to provide for financing facilities, such as plants and

2. Held series of conferences with government officials on the subject of "Surplus Control" as directly related to co-operative market ing.

3. Assisted co-operative associations throughout the country.

1928 1. Adhered to the policy in favor of co-operative sale and distribution

of agricultural products. Assisted in the organization of co-operative associations. Recognized the need for an enlarged undertaking in co-operative associations. Interested forces appear ready to unite for 3

1929

1. AMERICAN AGRICULTURAL SERVICE, INC., ORGANIZED.

operate under a federal license so know their values will have con that the warehouse of the Association erable influence on the market, pr will be open at all times for Federal vided that a sufficient quantity

uniform program.

There still remains a considerable est factor in the merchandising part of it, immediately. It is rather amount of wool in the hands of the Ohio wools. unfortunate that this policy could not growers who have not been solicited. be announced some three or four It is to the interest of everyone to weeks earlier, but the officers of the see that as many of these wools as

be assembled so that we are the lat

Sweet of Her

Traffic Cop: "Hey! When I ble

# Plan Many Changes for State Fair This Year IN MICHIGAN DISTRICTS (Continued from page one)

Agricultural Exhibits Are Allowed Increased Cash Awards

The eightieth annual exposition of the Michigan State Fair, to be held at Detroit, September 1 to 7, will be featured by the beginning of a 20 year program that is expected to make the Fair the most famous of its kind in the world long before the centennial is observed in 1949, according to State Fair officials.

The first phase of the program will be the most extensive list of prizes ever offered by the Fair, \$126,100.00; This compares with \$120,000 last year, and \$107,000 in 1927, the first time it had ever exceeded the \$100,000 mark.

A second is the inauguration of a new display program. Wandering exhibitors of livestock and poultry who travel from fair to fair with exhibits, which they display only when certain of winning will be barred. The purpose is to confine exhibits and prizes exclusively to established livestock and poultry breeders who heretofore have been discouraged by such competition, and encourage them to display their stock and to breed better strains. As a consequence a 10 per cent increase in the number of exhibitors and exhibits is looked for. However, some of this increase is expected to result from the greater co-operation between fair officials and exhibitors which has characterized the management during the last two years.

Many Livestock Awards The largest individual group of

awards will be for the livestock, pet stock and poultry groups and total \$55,038, emphasising the management's determination to encourage displays by individual agriculturalists of these important branches of husbandry. The biggest prizes in this group are \$12,745 for dairy cattle and \$10,813 for breed beefs. Poultry and pet stock are given \$9,621, swine, \$9,785 and sheep \$8,417, the largest totals ever offered in each division. The prizes in these groups total 25 per cent more than they did in 1928. Some of this total was taken from that for horse racing, though awards here still amount to \$13,400. Horse show, horse racing and draft and standard bred horse prizes total \$26,950. Prizes for draft and standard bred horses have been increased to \$6,415.

Prizes in the cattle department total \$33,000 as against only \$26,000 last year, and from the largest amount ever given in the fair's history. Thirteen separate classes will receive awards in this department.

More than \$3,700 has been set aside for prizes for fruits and vegetables of which 200 classes, half of them market varieties of fruit, are expected to be shown. The dairy and apiary department has been given \$1,285, the largest total ever awarded in this SEEK FARM BUREAU

#### MEMBERSHIP BOOSTED IN SINGLE DAY'S WORK ences submitted by prospectors.

(Continued from page one) Kent and Ottawa counties and in line for the Trade-A-Day plan. A of the lessee. district rally of all Farm Bureau Grand Rapids, to make the final with no renewal privilege, and as plans for the drive.

bership work is a new idea in Mich-

There is something new in it, in for plugging or repairing. This that, with the average age of Farm provision not necessary with re-Bureau members in Michigan well sponsible companies. above middle life and with many of day in a neighboring county, some casinghead gasoline-one eighth, of them for the first time in their but in case of small gas wells, royallife, actually out to sell an idea to ty may be reduced. the other fellow in the industry, the Trade-A-Day idea does more than damages directly or indirectly to just to sign up members for the or- growing crops, or to buildings, on

and the sales results are not the tions by lessee, principal aim of the plan. The 6. Lessee shall exercise all reamers together on a common ground waste of oil or gas. discussion of their affairs without

enthusiasm displayed by the work- acre after first three months. ers aftr having completed their 8. Reasonably continuous and day's campaigning is an expression regular development of lease by the organization for nearly two

of satisfaction such as one would lessee after oil or gas has been found hardly expect to find in a time when on the property. so much is being said about the need of farm relief. completed, the workers have said, erty, and drilled in good faith.

almost unanimously, that thy would like to repeat the plan sometime in 200 feet of any building without the next few months, because of the lessor's consent. great amount of good they have Sotten out of it. Som teams re- 200 feet of property line except to over a year. Ported having driven more than 100 protect property from drainage. miles to meet the farmers in the township given them to "cover".

Several of the counties plan on lessor. increasing their membership to the double their delegation at the an- on increased values resulting from whole state hual state convention of the Farm oil and gas operations. Bureau next winter.

series of organization business ac- responsible oil companies.

tivities during the winter months Kalamazoo and St. Joseph county Farm Bureaus have made definite plans to hold a two-county picnic near the county line between the two counties on August 21, the plan being to make their new members guests of honor for the occasion.

#### TO SPEAK AT JACKSON



Arthur Hyde, Secretary of the U. S. Department of Agriculture

While the Republican party leaders of Michigan are turning their attentions toward making the seventy-fifth anniversary celebration of the Republican party an outstanding event in Michigan history, at Jackson, July 6, Democrats as well as Republicans among the farm populace are expected to show an interest in the program of the occasion, due to the announcement that Arthur Hyde, U. S. Secretary of Agriculture, is to appear on the program.

The celebration is designated as Under The Oaks", the celebration being scheduled to open with a pilgrimage to the Oaks, under which it is claimed the Republican Party had its birth, 75 years ago, "destined in the throes of civil strife to abolish slavery, vindicate democracy and perpetuate the Union.'

Appearing on the program for this occasion will be U. S. Senator Arthur Vandenberg, of Grand Rapids; Governor Fred Green, of Ionia; Dr. Hubert Work, chairman of the Republican National Committee; John C. Graham, of Jackson, chairman of the executive committee of the Republican Anniversary Committee and Rev. Shannon A. Griffith, pastor of the First Presbyterian church, of Jack-

Inasmuch as this is to be Secretary Hyde's first public appearance since taking office at Washington, farmers of Michigan and adjoining states should show considerable interest in the Jackson program on July

#### HELP IN STUDY OF OIL LAND LEASING

IN SEVERAL COUNTIES able to help you check on refer-Study these suggestions:

1. Never lease until you deter-Barry and Allegan counties are next mine the reliability and competency

2. Life for exploratory period-5 leaders in these four counties has years, with renewal privilege at inbeen scheduled for July 13, at creased rental: maximum ten years

long thereafter as oil and gas shall The Trade-A-Day plan of mem- be produced in paying quantities. 3. Lessee to drill, operate or igan, about 30 teams of workers, plug wells in conformity with Act. consisting of one farmer from each No. 65 of the Public Acts of 1927; of the two counties, devoting a day to be liable for all costs of plugging in each county, calling on a picked or repairing: and not to remove any list of the farmers in each township. machinery or equipment necessary

4. Minimum royalty for oil-one these farm folks spending a whole eighth: gas, casinghead gas and

5. Lessee to be liable for all leased premises or adjoining proper-

No one gets paid for the work ties, because of oil and gas opera-

main thinfi is to bring all the far- sonable and proper care to prevent

7. Minimum rental 25 to 50 discommoding or inconveniencing cents per acre per year after first and the Supply Service. any more of them than is necessary. or second year in wildcat territory: The plan is a sort of missionary minimum in general vicinity of scheme of spreading ideas and the proven territory \$1.00 or more per Mr. Brown has been with the or-

9. Offset wells to be begun WITHIN 30 DAYS after oil or gas He is a combination man, represent-After each day's work has been has been struck on adjoining prop-

10. No well to be drilled within 11. No well to be drilled within

12. Lessee to bury pipe lines below plow depth when requested by

point where they will be able to TIONATE SHARE OF ALL TAXES charge of machinery sales for the

14. Lessee, through a trust or Out of the spirit engendered at other agency, or by CLAUSE IN these campaign meetings has devel- LEASE, shall provide for discharge front row, we have Robert G. Giboped tentative plans for inter-coun- of lease from records when lease is ty social activities this summer in- voided and surrendered, that title to Mr. Gibbens was for some years concluding picnics and special meetings property may not be clouded. This nected with the organization dewhich probably will culminate in a provision is of no importance with partment of the Illinois Agricultur-

# TWENTY-FIVE FIELD MEN Organization of that state). He came to us in October, 1926, when we started our insurance work and which is L. P. McMarter, formerly country.

(Continued from page one) every county organization at least State Farm Bureau about two years ago, directly from St. Clair county.

The man with the smilling counmazoo, Calhoun and St. Joseph. Mr. for years, serving first in the capacity of one of the original members Edmunds has just completed the Trade-A-Day plan in four of his counties with very good success. He was a member of the first gang that went out to sign members in

Some Old-Timers

Next to Mr. Edmunds is Earl Gale, of Mecosta. Mr. Gale has charge of organization work in the following counties; Manistee, Mason, Oceana, Newaygo, Montcalm, Mecosta, Lake, Osceola and Muskegon. He is president of the Mecosta County Farm Bureau and a Farm booster through Bureau through He was a solicitor for the organization department before was put in charge of the northwestern district and is particularly successful in this type of work. He was one of the first solicitors for the Farm Bureau.

Next to the end of the line is F. G. Wright of Wacousta. Mr. Wright has the organization work of the following counties under his super-Eaton, Clinton, Ionia, Shiawassee, Ingham and Gratiot. Mr. Wright began his career with the Local Forum idea successfully in now being written Shiawassee county. He has been with the Farm Bureau about two

users of the Trade-A-Day, which Farm Bureau, was successfully carried out in his district last week. He has been the youngest district man, that is, in

bership and collection work in counspring he has been working in the ing the Cheboygan and Emmet County Farm Bureaus.

#### Supply Salesmen

From left to right in the center row are: P. E. Frost, district manager, covering 10 1/2 counties in the southeastern part of the state for the Michigan Farm Bureau Seed Service and Michigan Farm Bureau Supply Service. Mr. Frost has been with the organization for a number of years.

The next in line is L. A. Thomas, who is manager of the Michigan Farm Bureau Seed Service and Michigan Farm Bureau Supply Service. Mr. Thomas has been with the organization for the past eight

S. L. Warner, district representative for the Seed Service and Supply Service, covers 11 counties in the southwestern part of the state, Mr. Warner has also been with the organization for a number of years. Next is L. Roy Smith, who is in charge of the coal department of the Michigan Farm Bureau Supply Service. Mr. Smith covered the whole state on coal sales for the past three years.

R. H. Addy, in charge of feed sales, has been with the Michigan Farm Bureau Supply Service for about one year. Next is Mr. Brody. Alfred J. George, district repre-

sentative for the southwestern part of the state, covers 10 counties. He represents both the Seed Service

Ralph O. Brown, who covers the Thumb territory, has 11 counties. ganization for about four or five years. Mr. George has been with years. Next is David Woodman, who covers the four counties in the immediate vicinity of Grand Rapids. ing the Michigan Farm Bureau Seed Service, Michigan Farm Bureau Supply Service and the organization department of the Michigan State Farm Bureau. Mr. Woodman has been on this work for a little

C. M. Kidman, who is in charge of the Farm Machinery department of the State Farm Bureau has been with the organization for 13. Lessee to pay HIS PROPOR- about four or five years. He has

#### Insurance Men

Reading from left to right, in the bens, formerly of Gibson City, Ill. al Association. (The Farm Bureau

took charge of District No. 1, which is I. B. McMurtry, formerly county is composed of Allegan, Barry, Van- agent in Midland county and now re-Buren, Kalamazoo, Berrien, Cass siding on his nursery farm near Mid-

is second in production this year. No. 2 is Albert N. Brown, who ties. This is one of our newer dis lives with his father on the farm tricts and is not much developed home near North Adams. Mr. tenance is none other than Arthur Brown has been, for years, prom-M. Edmunds of Battle Creek. He is inent in Farm Bureau work in that district representative for the counties of Berrien, Cass, Branch, Kala-County Farm Bureau. He, also, of the northern part of the lower ation. Edmunds has been in the employ of started work in October 1926, takthe Michigan State Farm Bureau ing charge of district No. 2, which north of the above mentioned disis composed of the counties of Eaof the first campaign crews. Mr. Hillsdale. His district is third in not included in the photograph. ton, Calhoun, Jackson, Branch and production for this year.

er, also came to us at the time we fact that we are now writing from started our insurance work, in October, 1926, from Sibley, Illinois. Mr. Fowler had been writing State Farm Mutual Automobile Insurance as a local agent and was recommended to us to take charge of one of our districts. His has been the leading Michigan district in production and is still going strong having produced nearly 3,000 applications since the 1st of January, 1929.

No. 4 is Hiram Andre of Jenison. Jenison is about eight or nine miles southwest of Grand Rapids. territory consists of the counties of Ottawa, Kent, Montcalm, Newaygo, Muskegon, Oceana and Mecosta. This district is also coming along in fine shape. Mr. Andre was, for several years previous to taking up the insurance work, connected with the Organization department of the Michigan State Farm Bureau.

The next, Alfred Bentall, needs no introduction. It is his pleasure to act as a sort of clearing house in Farm Bureau in the capacity of a the Farm Bureau Insurance 'office speaker. On Sunday he is preacher in Lansing and with the help of in his home town. Mr. Wright is these mighty good fellows, has been the man who has worked out the able to write the business that is

Farm Bureau Boosters Next in line is Rolan C. Sleight. Mr. Sleight has charge of District The last man in the line is a new- No. 5. He lives on his farm, that is comer to the Farm Bureau. He is when he is home, just a little north-C. A. Cheney of Grand Rapids. Mr. west of Laingsburg and has charge Cheney is district representative for of Ionia, Clinton, Shiawassee, Isathe Organization department for bella, Gratiot, Saginaw, Midland, the counties of St. Clair, Lapeer and and Bay counties. This district, Genesee. He was formerly a field too, is coming along in very fine man for the Michigan Potato Grow- shape. Mr. Sleight took charge of ers Exchange and has had a great the district early in 1928 and, like deal of experience along the line of the rest of us, has for a number of work he is now doing as he also was years, been a real Farm Bureau one of the first Farm Bureau solici- Booster, serving for several years tors. He also is one of the original as secretary of the Clinton county

Next in line is Jesse Blow, who is with the State Farm Bureau since point of service at least, who, has charge of the thumb district, includ-We are sorry that the other meming Lapeer, Tuscola, Huron, Sanilac, ber of our membership force, Gil- St. Clair and Macomb counties. He bert Scott of Hastings, was not able took charge of this district early in to be present when this picture was 1928 and in spite of floods and vataken. Mr. Scott has been with the rious other discouraging conditions State Farm Bureau for a number of has been able to build up a fine years and at present is doing mem- volume of insurance business which is growing larger every month, This ties not under the district plan. This part of Michigan has suffered considerably from different adverse northern part of the state reorganiz- conditions but in spite of it all, is

#### MICHIGAN RURAL SCHOOLS LEAD

In making conditions sanitary for eir children in rural districts by

SANOLET INDOOR TOILETS These can be used also in the home or cottage and feature the following advantages:

1. Low cost

No upkeep expense 3. No chemical used

4. No mechanical parts to operate or repair No emptying of tanks 6. Can be used anywhere Write for further information and

School Home Cottage

Standard School Co.

and St. Joseph counties. His dis- land. He has charge of a district con once a year. Mr. Nash was a for- trict is surely making goods and sisting of Clare, Gladwin, Arenac, Ros. common, Ogemaw and Iosco counbut under Mac's leadership doubtless come along very well.

peninsula, that is, the territory lying tricts. Also B. P. Pattison, who has charge of the Upper Peninsula, is However, we feel pretty proud of The next gentleman, C. H. Fowl- the district agents as shown and the

Serving Agriculture

#### Freight Audit Often Discloses Overcharges

made through error

It Pays

To let the Farm Bureau Traf-Service Department check your freight bills; file overcharge claims; watch freight rates on your farm products and supplies and be your personal representative to the rail-

Claims Collected Free for paid-up Farm Bureau

No Charge for Auditing Farm Bureau Traffic Department

Lansing, Mich.



## **Protect** Hogs!

Don't risk overcrowding hogs in a car this weather. You may lose heavily if you do, or if you

What hogs need now is plenty of room, a properly bedded carwet sand is good. Hanging some ice in burlap bags in the car helps a lot. Hogs should not be heated when loaded. An overcrowded car and a sudden rise in temperature is likely to cause heavy losses.

Your local livestock co-op understands how to handle shipments to avoid heavy losses.

Ship through the co-op and you sell your stock on the terminal market yourself. It is in the hands of your salemen from beginning to end. When you ship to Buffalo or Detroit, ship to

Michigan Livestock Exchange Detroit, Mich.

Producers Co-Op Com. Ass'n. East Buffalo, N. Y.

## SUMMER SEEDING OF ALFALFA

Is widely practiced in Michigan between July 1 and August 15. This summer we expect a very heavy seeding. Many acres intended for other crops and not planted this spring are going into alfaflfa, assuring their owners a good, clean crop of alfalfa next spring for pasture or hay.

Now is the time to be getting your seed bed in the best possible condition. Alfalfa likes a clean, firm seed bed. It is easier to kill the weeds now than it is after the seeding is made. Fertilizer can be applied now to the best advantage.

#### The Choice of Seed

Farm Bureau Brand Grimm and Utah alfalfa seeds are the first and only choice of thousands of alfalfa growers. They know Farm Bureau seeds are of guaranteed adapted origin and therefore winter hardy. They know Farm Bureau seeds are true to variety, are of high purity and high germination.

See your co-operative ass'n or local distributor of Farm Bureau seeds for your supply of Farm Bureau Brand Alfalfa.

MICHIGAN FARM BUREAU SEED SERVICE Lansing, Michigan

#### OHIO FARM BUREAU **EXPANDS BUSINESS**

The fifteenth branch of the Ohio Farm Bureau Corporation has opened its doors for business, at Eaton, Ohio. The plant of the Eaton Farmers' Equity Company has been leased and is now being operated by the corpor-

The management reports that six additional branches are to be started

as soon as financing and personnel arrangements can be worked out Furthermore, applications have been eceived for the establishment of seven other branch stations.

The quantities of feeds, fertilizers and coal handled through the branches of the corporation increased from February, 1928, to February, 1929.

#### Garlock-Williams Co. 2614 Orleans St.

Your shipments of poultry, eggs and veal are solicited. Tags and market information sent on request.

Have been bought by Farm Bureau News. caders and patrons of Farm Bureau Sup-lies Distributors in the very short time farm Bureau Automobile, Truck and Trac-or Oils have been offered Michigan farmers. out from your Farm Bureau Distri-how Farm Bureau Olls will save and give you motor oil satisfaction.

FARM BUREAU SUPPLY SERVICE, Lansing Michigan

# YourBoy Can Hoe 20 Acres, per Day!

TRY a DUNHAM Cul-ti-Hoe this year, You'll be astonished at its rapidity, ease and thoroughness of operation. Any boy can handle it. No levers to

shift; no shovels to guide. Just drive and cultivate-15 to 20 acres per day with team, 30 to 40 acres with tractor, 50 to 80 acres with extension attachments. The easiest method of thoroughly hoeing and weeding ever



The most advanced type of rotary hoe on the market, Stronger, better, more thorough. Automatic depth regulation. Penetrates surface with a rolling thrust, uproots the weeds and stirs the top soil. Can be safely weighted for hard soil or driven over hard roads without being



toes, mint or similar crops. Lengths 4½ to 11 ft. Extension attachents for gang arrangement, give 2-, 3-, 4-, 5-row combinations with flexible frames, epth regulating or transport wheels, as lown below, while not necessary to satisactory operation, can be furnished if dered. The prices on the improved Culti-Hoe lat anything ever offered. You can get a sat anything ever offered.

damaged. Wheels of the famous Dunite

Metal; do not bend or pick up stones.

Other Dunham Tillage Tools—including the famous Culti-Packer, Culti-Hoe, Disc, arrows, Sprocket s, at the lowest

Michigan Farm Bureau Supply Service Lansing, Michigan



# Fertilizer For Alfalfa

Alfalfa is a heavy feeder on phosphorus and potash. Proper application of fertilizer carrying these ingredients, in accordance with the fertility of the soil, gives very beneficial results in starting new

Farm Bureau Super-phosphate 0-44-0 is a high analysis, carrying more than twice as much plant food per ton as 0-20-0 and is especially recommended for alfalfa. Apply 100 to 150 lbs. per acre. If you use Farm Bureau 0-20-0 apply 200 to 300 lbs. per

Farm Bureau 0-24-24 is a high phosphorus and potash carrying fertilizer suggested for soils that are well supplied with nitrogen but are deficient in potash. Manured sandy soils come under this classification. Apply 100 to 150 lbs. per acre. If you use Farm Bureau 0-12-12, apply 200 to 300 lbs. per acre. Farm Bureau 2-12-6 is suggested for alfalfa soils

that are a little low in nitrogen. Apply 200 to 300

The above Farm Bureau fertilizers may be applied at the time of seeding the alfalfa.

Lime must be used where needed. Application of 6 to 8 tons of manure per acre when fitting the seed bed, or applied to the previous crop, is important in estabilshing alfalfa. When manure is used weeds are a problem and more fitting is necessary in order to kill all the weeds possible before seeding. Well rotted manure helps solve the weed seed problem.

Ask your authorized distributor of Farm Bureau products to supply you with Farm Bureau Fertilizer.

Michigan Farm Bureau Supply Service Lansing, Michigan

FERTILIZER INCREASES NET INCOME

Thus it is expected the Farm Bu-

reau will effect a saving of many

thousands of dollars for the farm-

ers of Michigan this year in their

purchases of commercial fertilizer,

llowing many to purchase more

early the amount their land re-

The local dealer is allowed 8 per

showing at local Farm Bureau meet-

Maine Farmers Own

Potato growers in Aroostook Coun-

y, Maine, have a co-operative asso-

ciation for manufacture of fertilizer.

of 35,000 tons of fertilizer a year.

quires without spending any more

in the past.

ave to overstock.

road houses.

-More chicken houses and fewer

## **Organized Selling Is** Hard to Compete With

Individual Potato Sellers Often Lack Knowledge of Market Trend

The ability to sell potatoes at the right price most of the time is an art that can only be acquired by years of actual experience in the marketing of the crop and with a thorough and constant study of the many factors that have an influence on the price.

The Michigan Potato Growers' Exchange was organized primarily to sell the potatoes grown by the members of the various locals. All other activities are of secondary consideration but have an important bearing upon the ability of the Exchange to get the highest market price whenever the members choose to sell.

What are the conditions under which the salesman of the Exchange must operate in selling the potatoes for 70 local associations? How are the potatoes sold and how are prices kept at the highest possible point throughout the season?

The membership, with but few exceptions, retain the right to say when their potatoes shall be marketed. Those associations operating on season or monthly pools have vested the time of selling to the manager with the idea that fairly regular shipments will be made depending upon the volume of potatoes in the pool. In actual practice the Exchange salesman must be in a position to sell the potatoes whenever they are offered him in carload lots loaded upon the cars by the local associations. Usually 24 to 48 hours notice is given to the Exchange be-

dividual member although the Exchange is expected to and does furnish the local association and members with up to the minute, reliable information upon the condition of the markets and the trend of prices.

In order to sell at the highest possible prices that the condition of the market will warrant, an experienced operator will have as many sources of information regarding supply, demand, shipments, prices at loading and receiving markets, weather conditions, and other important factors as he can secure and from many different sources.

Potatoes are sold in car loads by the Exchange in normal seasons in an average of 200 cities located in Michigan, Illinois, Indiana, Ohio, Pennsylvania, New York, Virginia, West Virginia, Kentucky, Tenessee, Alabama, North and South Carolina and sometimes in Louisiana, Georgiaand Florida. Some 500 buyers are used in these states.

The size and quality of the crop grown in competing states has an important bearing on the distribution of our shipments. A large crop in Wisconsin and Minnesota naturally forces Michigan sales farther East. Some years Chicago cannot be used as that market is flooded with potatoes from those states. The buyers will not pay the price that can be secured farther east. Our far east shipments come in contact with New York and Maine potatoes so the Exchange salesman must be familiar with all of these factors in determining where the best markets are liable to be located.

Freight rates give Michigan a natural trade territory; a cross section of the U.S. in which our sales can be made, thereby giving our growers the highest possible returns.

Potato prices seldom remain stationary for more than a short time at most. They usually change from day to day moving up or down a few cents or perhaps making sudden changes that only one very close to the market is able to keep up with.

How is a salesman going to know when these changes occur? How is he going to know what price to ask branch stores under the supervision when some buyer wires in for a price of the Michigan Farm Bureau Supply somewhat as follows: "Quote lowest Service. Store No. 2 is located at price U. S.. One ten peck sack del- Woodland, in Barry County. ivered Columbus, Ohio?" The buyers all seem to want to get your lowest price. They never ask your high-

Practically all sales of Michigan potatoes are made on the basis of delivered prices. Therefore, the salesman must have the freight rate schedules at hand in order to add the proper freight rate to the f. o. b. station price in making up this quo-

points where there is greatest sus- farmers with known-origin seeds, tained volume of sales. The larger dairy and poultry feeds, binder twine markets are first to show the fertilizers, farm implements, cloth changes in price trend because of ing and blankets. In addition to purtheir constant activity and frequent chasing seed, many cars of Michigansales of large lots. Their huge de- produced seeds are marketed. mands on available stocks make them both indicators and regulators Dairy Products Sale

The experienced operator can get some idea from the nature and number of inquiries, of the possible trend after season. - Michigan Potato culture. Grower's Exchange.

Beauty is often only skin dope.

MANAGE F. B. STORE



Two outstanding Farm Bureau co operative workers and organizers have been picked by the Michigan State Farm Bureau to manage the business of the Michigan Farm Bureau Supply Store, Saginaw important measure ever passed by branch, at Saginaw.

Fred Harger, manager of the Stanwood Co-op from the time of its organization, and one of the staunchest Farm Bureau organizers in Mecosta Farm Board until after the legislation county, has general managership of the Saginaw Farm Bureau store. Mr. fore the car must start to roll. The Harger took up permanent residence Exchange may have three or four in Saginaw upon accepting the new cars to sell one day and twenty-five position with the Farm Bureau in weeks to make these selections. The or thirty the next or a few days fol- April, this year. He is known lowing so it is necessary that the throughout northern Michigan through salesman keep posted over a wide his association with the Michigan Porange of markets as it is impossible tato Growers Exchange, having been for him to tell in advance the num- a member of the board of directors ber of cars that he will have to sell of that organization for many years and as such, represented the Ex-The responsibility of selecting the change on the Michigan State Farm right time to sell rests upon the in- Bureau Board of Directors for several years.



Mr. Harger's assistant, Austin Gwinn, was picked from the Thumb section of Michigan where he has been known as a Farm Bureau promoter and organizer in Huron county for several years. He set up and operated the Farm Bureau co-operative supply store at Caseville, two years ago, building up a very successful Farm Bureau business in his home community. His activities in Farm Bureau work during the past few years show him to be the type of modities the farmer sells average 34 young blood that farm organization requires for its success in future

The showing made by the Saginaw store since these two men took over the management, a few months ago, indicate that they are putting the same spirit into their new venture

former business activities. The Saginaw Supply store is one of two such institutions operated as

The seed and supply services of the Michigan State Farm Bureau had gross sales of \$3,630,837 in 1928, compared with \$3,014,225 in 1927, and \$2,028,439 in 1926. These services Prices are determined mainly at are engaged in supplying Michigan

of prices. A heavy demand may in- \$640,000,000 were marketed through dicate that prices are firm or on the farmer-controlled co-operative asup grade. A light demand usually sociations in 1928. This is an inindicates the reverse. Expertness in crease of \$20,000,000 over the final market judgment may be gained only estimate for 1927, according to the by practice day by day and season United States Department of Agri-

PRESIDENT SIGNS BILL DESIGNATED FOR FARM RELIEF

Measure Is Most Important money than they have each season June 28, 1929. For Single Industry, Mr. Hoover Says

ASKS \$150,000,000 NOW buying and selling in store fashion, last year. Our best judgment is that

Selection of Board Will Be Important Task and Require Study

President Hoover June 15 signed the farm relief bill and at the same time announced that he was asking Congress for an immediate initial appropriation of \$150,000,000 of the Mr. Brown says. \$500,000,000 revolving fund authorized by the measure.

In a brief statement the President ermed the bill "the most important handling their fertilizer under the measure ever passed by Congress in new sales plan are available for aid of a single industry." The selection of the members of the Federal ings. Mr. Brown shows them at va-Farm Board, set up by the terms of the bill to administer the revolving fund to be used in loans to agricultural co-operative and stabiliza tion corporations for various com modities will require two or thre weeks the President said.

The President's statement follows "After many years of contention we have at last made a constructive star at agricultural relief with the mos Congress in aid of a single industry

"As it would have introduced man; cross currents to have initiated any movement toward the selection of the was completed, no steps have bee taken in this direction beyond the re ceipt of several hundred recommend ations. It will require two or thre choice of the board is not easy for it members must in a measure be dis tributed regionally over the country it must at the same time be chose so as to represent so far as possible each major branch of agriculture Moreover, the board must be made up of men of actual farm experience, and inasmuch as its work lies largely in marketing in conjunction with farm co-operatives, its membership should be comprised of men who have been actually engaged in directing farmers marketing organizations. It is desirable that the board should have in its constitution at least one man experienced in general business and one with special experience in finance.

"I am asking for a preliminary appropriation of \$150,000,000 at once out of the \$500,000,000 that has been authorized, and as congress will be in session except for short periods. the board will be able to present its further requirements at almost any

#### NEW PURCHASE PLAN IS OPENED FOR FERTILIZER **BUYING THROUGH CO-OPS**

(Continued from page one) Farmers Buy Sand

Low analysis fertilizers cost farmers about \$6.50 a ton as an unnecessary expense because the analysis is lowered simply by adding clear sand in definite quantities. This sand filler costs \$3.68 a ton freight; \$1.92 a ton for bags; 70 cents a ton labor charge and 25 cents a ton registration fee and the farmer has to pay

Because of the organized efforts of some 60,000 Farm Bureau members, the purchasing of commercial fertilizer has increased and the price now is 2 cents less than it was before the war, while other commodities purchased by the farmer average 50 per cent higher and the comper cent higher than before the war.

Only organization can keep the farmer in a position to meet competition of other organized industries, Mr. Voyles contends. Patronagh dividends totaling

\$1,330,000 have been returned to Farm Bureau members on the ferthat they have always used in their tilizer purchased since the Farm Bureau entered the field as a fertilizer buying unit and this spring's patron age dividends amount to \$158,000 No fertilizer manufacturer ever re turned a penny to the farmer before the Farm Bureau entered the field.

Reciting a little of the recent his tory of the commercial fertilizer industry, Mr. Voyles shows how the price of fertilizer dropped about \$12 ton in seven months, when the Farm Bureau entered the field as distributor and the price has re mained down during the past eight years, since the drop was made.

Ralph Brown, fertilizer salesman for the Michigan Farm Bureau Supply Service, who is accompanying Mr. Voyles on this series of lectures offers the farmers a new system o making fertilizer purchases which affords Farm Bureau members price of 70 cents a ton under the standard price made to dealers under the regular, store method of selling. The new plan simply requires the farmer to designate his fertilizer requirements for the year made at any time in any quantity, Increased Last Year He must call for it at the car door and, with his special discount as a Dairy products to the value of Farm Bureau member, he gets the fertilizer at the price of \$33.10 ton where the delivered price, listed to the trade this spring by dealers, was \$40 a ton and the price to dealers is \$33.80 a ton

Members Get Discount Farmers who are not Farm Bureau members get the fertilizer for -More cool heads and warm \$34.80 under the new plan, or \$5.20 a ton under the list price.

MARKET OPINION

By Michigan Elevator Exchange

Lansing, Michigan, under date of WHEAT

Prospects are that the world will cent, so the new plan keeps him in produce no where near so large a the clear where the old system of crop of wheat this year as was raised neant that he must guess the cus- wheat will be bringing more money comer demand and keep on hand next winter than is being offered for stocks of analyses of all kinds to first harvest run.

meet probable demand. With the farmers indicating the analyses they A short crop is in prospect for will require, the dealer is permitted North America and new rye will o purchase advisedly and does not probably bring current prices, and during the winter should bring more Under the new plan, the dealer at than what is now being paid. Fowler, in Clinton county, unloaded CORN

135 tons on the first order, recently, Corn is plenty high priced at the present time. Good stocks of old A reel of very interesting motion corn back in the corn belt. New crop pictures, showing the farmers at is off to an uneven and rather late Fowler making their purchases and start. With the right kind of weather during July corn could make up for some lost ground. Corn will probably bring good prices all through the rious meetings in this series of 40

BEANS

lectures and they are studied with unusual interest by those present. Would suggest to our friends with old beans on hand to get cleaned up. The world over has planted one of the largest acreages of beans ever put in-Fertilizer Factory to the ground. If present prospects materialize there will be plenty of peans for everyone next winter.

#### Tractors Duty Free

The enterprise was formed in 1919. At first the organization did more or less. The Bureau of Customs in a ruling just announced has held that collective buying for its members, Fordson tractors, manufactured by but now its principal activity is the the Ford Motor Co., are agricul-The present plant has a capacity tural implements within the meaning of the Tariff Act.

manufacture of fertilizers.

State Mutual Rodded Fire Insurance Co., of Mich.

Will soon be here. You will need more insurance. Our Blanket Policy covers all farm personal on the premises and Live Stock at pasture anywhere. THERE IS A REASON WHY WE ARE THE LARGEST FARMERS MUTUAL FIRE INSURANCE CO. IN MICHIGAN. Discount in rates where dwellings have fire resisting roofs also for fire extinguishers and our policy gives more protection than most policies. Over \$200,000 Cash Assets and over \$75,000,000 at risk.

W. T. LEWIS, SEC'Y, 702 Church St., Flint, Michigan.



#### Feed More Salt

Are you losing profits by under salting your stock? Salt is the most valuable and one of the cheapest of all feed materials. Feed enough salt and your stock will take on weight faster, give more milk and stay healthier.

GENUINE N.C non-caking salt is strictly non-caking and practically non-freezing. Packed in barrels, 140, 100, 70, 50, and 25 pound nonsweating sacks.

Feed More Non-Caking Salt

## Camp Blankets \$5

You will like this Farm Bureau camp blanket. It is a dark grey wool, single blanket 66x80 inches and weighs 4 lbs. Decorative black border across blanket near each end. Ends bound with neat stitching. Not only will this blanket keep you warm on your camping trip, but it is a good blanket for home use. Offered at \$5, postage prepaid, and guaranteed satisfactory, or your money back. Six per cent discount to Farm Bureau members.

Michigan State Farm Bureau Clothing Department Lansing, Michigan

The demand for Michigan State Industries binder twine, made at Jackson, is always heavy. Sometimes the supply becomes limited. Therefore, we suggest that you see your co-operative association manager at once and order your 1929 needs. The Michigan Farm Bureau Supply Service



This twine is composed of STANDARD YUCA-TAN SISAL and 10% mixture of Manila fibre Manila, giving it a minimum strength of one hundred pounds. It is 'full length, running 500 feet to pound.

handles Michigan twine because it is

We are offering Michigan twine in both five and eight pound balls. The eight pound ball illustrated here fits and works nicely in any can that holds a five pound ball; will not snarl; unwinds freely to the last foot. For Sale by:

Co-operative Associations and Farm Bureau Dealers

# FARM PROFITS Measure Your Success

SPREADING Solvay Pulverized Lime-stone is good business for you. It gets more profits from your investment.

The high lime content of Solvay replaces the lime which rain and previous crops have removed from your fields. It sweetens sour soil and increases the yield of your acreage.

Solvay Pulverized Limestone is high test, furnace-dried and is ground fine enough to get results the very first year. In bulk or bags it offers you the most lime for your dollar.

SOLVAY SALES CORPORATION DETROIT

Sold by

LOCAL DEALERS

FREE! Send today

for your copy of the

# Atlacide

EMBER,

THE

FROM MARCH TO NOVEMBER.

REMEMBER

Atlacide, a chlorate compound, is the safe, certain weed killer. Not poisonous, explosive or combustible. as some other forms of chlorate are. Atlacide may be used as a spray or dust.

Sure Death To Weeds

Bothersome patches of quack grass, wild morning glory, Canada, Russian or Sow thistle, poison ivy, and all other weeds can be cleaned out easily with Atlacide.

One pound will kill the weeds on one square rod of

You can secure Atlacide from distributors of Farm Bureau Supplies. Packed in 50 and 200 lb. air tight drums. For further information, prices and literature, see your local Farm Bureau dealer.

> Michigan Farm Bureau Seed Service Lansing, Michigan

#### 260 Farmers' Associations **Put Farm Bureau Poultry** Feeds First

CHICK FEEDS

3CRATCH

FEEDS

GROWING MASH

EGG MASH

#### The Reason Is Their Quality

For example Farm Bureau Egg Mash uses 400 lbs. of oat flour, instead of ground oats commonly used, and thereby gives the hens 120 lbs. more egg making food per ton. It uses 400 lbs. of Flour Midds. instead of Standard Midds. and adds 60 more lbs. of egg food per ton. These two feeds add 180 lbs. more food value to every ton of Egg Mash. Our whole line follows this policy of quality.

Farm Bureau Egg Mashes and Scratch feeds are so balanced that when fed together the hen gets enough protein to provide whites to balance the yolks produced which makes maximum egg production possible.

Michigan Farm Bureau Supply Service Lansing, Michigan



This **Emblem** 

Means

Millions for Protection

#### **State Farm Mutual** Automobile Insurance Co.

of Bloomington, Ill.

Protects its policyholders anywhere in the United States and Canada. More than 260,000 policies have been written; more than 33,000 in Michigan. We have more than 10,000 new policyholders signed up since the first of January, this year in Michigan.

> Join Your Neighbors Now in this nation wide service institution

Insure against loss from Fire, Theft, Wind, Collision, Liability and Property Damage.

There is a local agent in your community. If he is not known to you, write us.

MICHIGAN STATE FARM BUREAU, STATE AGENT, Lansing, Michigan