#### A Newspaper For Michigan Farmers

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### **PRODUCERS TESTIFY PRODUCTION COST** RUNS FROM 5° TO 7° PER QT.; URGE **50-50 SPLIT OF CONSUMER'S DOLLAR**

Barnard Denies Surplus Exists; Attacks Dealers, Producers Ass'n; Commission Questions Him At Length; Farmers' Company Says Milk Profits Narrow.

Lansing-Milk producers and producer-distributors testifying before the State Commission of Inquiry into the Cost of Milk here Aug. 10 for the purpose of establishing the cost of milk production on the farm included:

Mr. W. J. Barnard of Paw Paw, attorney, milk producer, and president of the Southwestern Milk Producers Ass'n, and the Otsego Sanitary Milk Products Co., organizations embracing several hundred farmers, selling fluid milk in Kalamazoo, cream in Chicago, and manufactured milk products.

Mr. H. Chris Hansen, manager of the co-operative, farmer-owned ansing Dairy Company, distributors of fluid milk, manufacturers of butter, ice cream mix and other milk products except powdered nilk. Mr. Hansen is also a milk producer.

Mr. Wm. H. McCloud, of Grand Blanc, producer, and distributor f milk as the Rosedale Farms Dairy Co. Mr. Albert Brittson, milk producer living near Owosso.

Mr. H. E. Helms, of Flint, Genesee county large scale milk producer and distributor of fluid milk.

#### Production Costs—Surplus

Cost of producing 100 lbs. of milk at the farm were given O'NEAL REOPENS as \$2.63 per cwt. by Mr. Barnard, as \$3.24 for 5% milk by Mr. McCloud and as \$3.23 per cwt. for 3.4% milk by Mr. Helms, who based his figures on cows averaging 12,000 lbs. production on his farm. These estimates figure 5.7c to 7c per quart.

Mr. Barnard declared there is no surplus of milk, advocated Declares Need for Control ship on the big city markets. a flat rate for buying milk.

Mr. McCloud declared that the surplus is not as large as represented, that in his opinion adequate information on the subject is lacking for want of sufficient checking on distributors, declared large distributors are using the surplus to choke Says California Co-operatives off independent milk distributors.

Mr. Hansen said that long study had convinced him that the base and surplus plan is the only fair way for both farmer and distributor.

#### Urge 50-50 Split

by the consumer for bottled milk, in Michigan's population. Opinion was expressed that the producer should get more than the surplus price for surplus milk going into butter or ice cream mix.

Mr. Hansen explained that while Lansing Dairy Co. producers are not paid a specific higher price for surplus going into butter and ice cream was quoting the U. S. census. mix; his producers get such an adsuch products in making the surplus system.

Mr. Hansen said that because o the great variations in volume of milk going into bottles and manufactured tors are getting rich skimming cream products from day to day or week to off surplus milk for sale as sweet week, he didn't see any practical way cream, for sweet butter, and for the of making a certain higher price for butter and ice cream trade. He at-

Trusts-Watered Stock quired by the "milk trust" went into added. the large companies' books at inflated figures, that certain Detroit retailers sold milk as low as 6 cents per quart his milk. Inquiry from the Commisat times, and at 3 cents per quart, sion brought the witness to state that Federal Farm Board. that large ice cream makers informed his Southwestern Michigan Milk Detroit retailers that if they didn't Ass'n was selling fluid milk in Kalaswitch to the ice cream company's mazoo for \$2.35 and surplus or "flush" milk as well or be shut off caused the for what it would bring for manufact- ing Act does not adequately provide Commission to announce that it uring purposes. He stated that mem- for control of crop surpluses. would subpoena such persons and bers of the Ass'n receive \$1.05 for

firms for inquiry at Detroit. Commission to several producer dis- required to make weekly reports to zation fee, as expressed in the old tributors, "What does it cost you as the State Dep't of Agriculture, and a McNary-Haugen bill, which provides a producer to produce milk, and what determination should be made of the that each unit of a commodity probrought replies on the production side but nothing definite on the distri-

#### bution side.

Company allowed that his co-opera- Supply and demand cuts no figure unof a cent on milk sold in quarts at 11 fixed and controlled in the Detroit control of surpluses. Consequently Detroit Milk Market cents, takes a loss of nearly a cent on area by the Michigan Milk Producers we must renew our demand for enactpints of milk and about 1/2 a cent Ass'n." loss on half pints. His farmers get as bottled, or \$2.25 per cwt.

#### Barnard On Stand

Mr. Barnard, who has attracted public attention by atacks on the Michi- that distributors would handle more approval. Even in California with its gan Milk Producers Ass'n, milk dis- fluid milk if they could? tributors, the State Dep't of Agriculture and its various inspection services was invited to put his should own skimming stations. charges into the record, and opened

the hearing August 10. Mr. Barnard insisted there is no

Commissioner Powell asked Mr.

The farmer is entitled, Mr. Barnard near Scottville.

#### Charges Farmer Gypped

The witness advocated sale of all milk at a flat price, charged distribusurplus going into butter or ice cream tacked the base and surplus system Charges that independent plants ac- makes a big profit off the surplus, he

Mr. Barnard testified that the farm-

milk sent to Chicago.

#### would be found, he said. For Milk Strikes

and demanded a fair price, they would the organization has not insisted upon Mr. Hansen of the Lansing Dairy get it, and don't think they wouldn't, enactment of the equalization fee tive has found itself making in der the present system. We have to plain that the present Act does not March, 1931, a retail net profit of 1/4 take what is given us. The price is adequately provide for the needed

about 5 cents per quart for milk sold of a milk trust in Detroit and Mich- farmer-owned and farmer-controlled igan markets, and other trusts in the marketing associations that have been Chicago market.

What They Said

MR. BARNARD-They make money skimming the surplus. I say farmers tell me out there, that their co-opera-MR. McBRIDE-You regard surplus

only as that part which goes into but-(Continued on page 2.)

**EXAMINES** 



MR. PAUL EGER

has been charged with questioning the witnesses and generally conduct ing the examination

# DEMAND FOR THE **EQUALIZATION FEE**

Of Agricultural Surpluses.

#### NOT IN MARKETING ACT

Use Equalization Fee In Principle.

bodying the equalization fee principle Witnesses Barnard, McCloud and surplus of milk. He quoted U. S. for control of agricultural surpluses as "Idaho Bakers", but the Idaho ed high explosives into the proceed-Helms stated that they believe discensus figures for 1920 and 1930 to was announced at two Michigan meet. producers have gained a strong footings of the Commission Thursday, show a decrease of 50,000 cows in the ings this week by Edward A. O'Neal, hold on markets of the east and mid- August 20, when, taking his seat ducer at least 50% of the price paid Detroit area and an increase of 32% president of the American Farm Bu- west for the bulk of their crop, Mr. after an illness, informed Commisreau Federation.

Mr. O'Neal spoke before Farm Bufemales under three years of age, Farmers' Day program at the Ionia posal of the entire Michigan crop. and that the Michigan census shows Free Fair, Friday, Aug. 21, and be-Aug. 22, at their Amber Grove picnic

vantage if there is any because the declared, to 50% of the price paid by "Control of the surplus crops is the in this state, Lansing Dairy Company arrives at its the consumer for milk and if a larger biggest problem facing agriculture," surplus price at the close of each percentage is taken up in distribu- Mr. O'Neal said. "The Marketing Act month and includes the returns from tion there is something wrong in the does not adequately provide for this, tion favoring enforcement of stricter and could be submitted in writing 41/2 cents per quart for milk delivered

> equalization fee was reached, Mr. American Farm Bureau, May 1, after er should get \$2.60 per cwt. for all the former president, Sam. H. Thomp-

> > Surplus Great Problem heard the complaint that the Market-

"The American Farm Bureau Federation," he continued, "has always The distributors, he said, should be stood for the principle of the equali-

cost of disposal of surplus. "If farmers went on a milk strike fully tried out, for the past two years port was adopted in its entirety. ment of this type of legislation in or-Mr. Barnard charged the existence der to strengthen and preserve the

established.' "Wherever in my travels I have brought up the question of the equal-MR. WOODWORTH-Isn't it logical ization fee plan it met with hearty old and well-established co-operatives, it was endorsed. In fact, they tives are already using the equalization fee principle with the approval of 85 per cent of the farmers.

(Continued on page 2.)

### **POTATO EXCHANGE** TO GIVE CONSUMER WHAT HE WANTS

Pledges Quality; Asks Halt On Truckers Dumping Low Grades.

#### BUSSEY IS PRESIDENT

Table Stock Men Advised to Use Certified Seed Group.

Cadillac-Michigan potato growers are out to strengthen their hold on the potato markets by providing consumers with the kind of potatoes they

This was the outstanding point throughout the thirteenth annual convention of the Michigan Potato Growrepresenting Attorney General Paul Vorhies on the Commission of Inquiry into the Cost of Milk. Mr. Eger Michigan producers, with a short crop and slightly inferior quality of tubers made it possible for growers of other states to step in and pick off considerable trade during the past year on the markets to which Michigan ordinarily supplies. With prospects of a fair crop of potatoes this season the Exchange sees the need of bolstering up every available force within the ranks of its individual membership as well as its membership of co-operative units to regain for the Michigan growers a position of leader-

> The Michigan Potato Growers Exchange, last year, with all that the crop was not the most satisfactory, placed Michigan spuds on markets in nine states, it was shown in the annual report given by Fred Hibst, manager of the exchange.

In his report he called attention to the move on the part of the Idaho producers wherein they have ridden in on the reputation established for Reopening by the American Farm their "Idaho Bakers", their select, Sureau of the fight for legislation em- premium grade potato. Their stock Hibst stated.

Barnard if he knew that the 1930 U. reau members of Ionia and adjoining market, he said, with a high quality tion from distributors was illegal S. census of dairy cows deducted all counties and other farmers at the product which will aid in the dis- and not in the public interest.

More of Michigan's certified seed the same? Mr. Barnard replied he and adjoining counties, Saturday, Michigan table stock producers, Mr. Hibst said, in order to obtain the

#### For Closer Grading

and it must be strengthened by adop- grading and marketing laws to estab- to the Commission rather than wholesale to restaurants, groceries, tion of an adequate surplus control lish closer control of the sale of poor given publicly if the distributors be plan. This must be taken care of quality stock and to eventually keep lieved that public statement of such during the next session of Congress." field run potatoes off the market. The information would be matter that The determination to renew the resolution struck particularly at their competitors would be glad to Farm Bureau's long advocacy of the trucked-in potatoes which too fre- get hold of. quently are dumped onto the local O'Neal explained, after sounding the markets by irresponsible truck op- Jayne that the Commission sought sentiment of Farm Bureau leaders erators who purposely select potatoes with whom he has come into contact that are below the U.S. No. 1 grade in business as a whole, and that in his as invented by the Borden Company with whom he has come into contact that are below the U.S. No. 1 grade in in every section of the country since order to be able to undersell the make public facts on individual

son, was appointed a member of the ing the market. It is this phase of Commission would proceed as it the disposition of the Michigan crop had been doing. that the Potato Growers Exchange is Judge Jayne replied that in his On every hand, he said, he had centering much emphasis on at pres-opinion nothing could be more

this year was attended by a record distributors. crowd and the business of the occasion was run off like clock works, the deelgates giving a rising vote of thanks to Mr. Hibst and the board for the efficient management of the afas a distributor to distribute milk?" milk actually produced. No surplus duced shall bear its fair share of the fairs of the Exchange during the past year. In his report Mr. Hibst made business away from the smaller Commission August 11 and 12 at De-"Desiring to see the Marketing Act several recommendations and the re-

> Elect Directors Following the business session of bonuses as much as \$200 in one in-(Continued on page 2.)

### Changes Since May

Ass'n Price to

#### **PRESIDES**



COMMISSIONER H. E. POWELL Mr. Powell, Commissioner of Agri culture, has been presiding at the se ions of the Commission of Inquiry in to the Cost of Milk, and has taken an active part in the proceedings.

### **JUDGE OBJECTS** TO CONFIDENTIAL MILK TESTIMONY

Says Profits and Losses of Distributors Should Be Made Public.

#### POWELL NOT CONVINCED

Reporter Charges Big Firms Bribe Business From Little Fellows.

Detroit-Judge Ira Jayne of Detroit, member of the Commission of sioner Powell that in his opinion Michigan growers must top the acceptance of confidential informa-

> Judge Jayne held that all dis tributors' figures having to do with should be made public.

Early in the hearings Commishighest possible quality of potatoes port of the Commission members present, that certain business information might properly be con-The association adopted a resolu- sidered private by the distributors, lect for, allowing for credit losses,

Commission Powell advised Judge opinion it was not necessary to cepted as average. firms where such facts might en-This underselling results in a gen- able their competitors to injure eral lowering of prices and de noraliz- them. Mr. Powell ruled that the Detroit's consumption of milk 20%

valuable to the public than a state-The annual convention and banquet ment of the profits and losses of the tion.

> Reporter James Sweinhart of the Detroit News, called as a witness for the public as a result of statements made in the producers hearings at Lansing, testified regarding cluding three of the largest, of which business methods said to be used by certain large distributors to get ness, testifying under oath before the competitors.

Mr. Sweinhart testified that certain stores had been offered cash to another, others had been offered a large company's ice cream, somebody else' milk and stated that earned dividends on their stock since the storekeeper was advised that it he did not buy the large company's be taken away from him.

#### Trade Board to Probe Milk Monopoly Charge

mission will investigate the possibility of a milk monopoly in Michigan, Rep. James McBride, member of the Commission of Inquiry into the Cost roducers sales Committee and the Distributors committee and increased ty of a milk monopoly in Michigan, and is endeavoring to give an accordance as above, stating that neither producers nor distributors could survive the cut made by the Citizens Committee. It is a milk monopoly in Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and is endeavoring to give an accordance of Michigan, and the Michigan, and the Michigan, and the Michigan, and the Michigan of Michigan, and the Michigan of Michi

### DISTRIBUTORS SAY DISTRIBUTION COST ALONE IS 41 TO 7° PER QUART; BOARD PROBES CHARGES BY PRODUCERS

Commission Finds Price Wars; Dealers Say Surplus Increases; Consumption Down 20%; Explain Sales of All Milk; Few Paying Dividends.

Lansing-The State Commission of Inquiry into the Cost of Milk has taken hundreds of thousands of words of testimony from producers and distributors since August 5, extending through all the ramifications of Michigan's milk industry, to find out what it costs to produce milk, to distribute milk, what the consumers actually pay, how it is divided, and what, if any, changes should be recommended.

Producers have testified they are not making money; that it costs them from 5 to 7 cents to produce a quart of milk, and at an average of 52 cents per cwt., another 1.18 cents per qt. to deliver it to Detroit.

#### Surplus Pulls Average Down

At \$2.01 per cwt. for base milk they have been getting 41 cents per quart, less the above hauling charge (June 3 to Aug. 1).

At \$2.50, effective August 16, they will get 51 cents per quart for base, less the hauling charge.

The percentage of surplus milk they may send in above requirements for fluid milk sales brings a much larger price and pulls the average down, sometimes to as low as 21 cents per quart for all delivered.

Distributors dealing with the Milk Producers agree to take all milk delivered. They manufacture the surplus for what

it will bring, they have testified. Detroit distributors testified that milk at 10 cents per quart to the consumer (\$2.01 to the farmer) is unprofitable and will force numbers of them out of business; that 11 cent milk may break even and that 12 cent milk can be profitable.

#### Cost of Distribution

Distributors in Detroit and elsewhere were loath to state publicly to the Commission the cost of processing and delivering a quart of milk, holding such information of value to their competitors.

All preferred to submit that information in writing, confidentially, except two. W. J. Kennedy of the W J. Kennedy Dairy Co., Detroit, testithe number of cows in the area to be fore Farm Bureau members of Mason potatoes should be retained for the profits, losses, operating expenses fied that it costs 5 cents per quart to distribute wholesale and 7 cents per quart retail. The farmers price must

be added. Jersey Farm Creamery Co., Detroit, told the Commission that it costs to etc., and 7 cents per quart for milk delivered to householders, without payment to the farmer for the milk.

Others Say 634 Cents An attorney for one of the largest milk distributors in Detroit, told the

In addition to the above cost of operation figures, the Commission has been told that these factors have cut or more since 1929, have increased the surplus of milk, have decreased

1. Depression, drop in consump-

2. Greater production of milk. Milk distributors' price wars. 4. Bad collections.

Few Paying Dividends

Fifteen distributing companies, intwo handle 50% of the Detroit busi-

troit, stated that six were making

had not paid dividends on their stock from 3 to 10 years past. Three of the largest, now owned by low price milk, even large quanti nation-wide holding companies, testities of free milk if they would shift. fied that their stockholders receive He quoted a storekeeper handling dividends from the national com-

the depression started. Non-dividend paying plants denied milk as well, the ice cream would taking profits out in salaries, bonuses, who said such stores sold such milk building up the business.

NEWS Hears Testimony

Both producers and distributors have been questioned extensively by Detroit—The Federal Trade Com-mission will investigate the possibili-

presented by the witnesses summoned, August 5-6-7 producers were examined at Lansing, which was reported in the August 8 FARM NEWS. Production costs given there are summarized at the beginning of this article. August 10 producers and producer-distributors testified at Lansing, reported in another article in this edition. August 11 and 12 the Commission went to Detroit where 30 distributors in that market were invited to appear. Seventeen testified and others were waiting when the commission announced it would recess

and call witnesses at a later date.

Check Producer Charges Since the Inquiry came into being on petition by milk producers, the Commission took note of all charges by producers concerning business practices of distributors, watered stock, bonuses, etc., by distributors, if any; profits in skimming surplus milk for cream or manufacturing the surplus; possibility of a milk trust, charges that the "base and surplus plan" is the invention of a national milk company to rim the producer: charges that the Michigan Milk Producers Ass'n serves distributors rather than producers; that 50% of the ice cream mix manufactured is from rancid cream or butter, etc. Distributors were examined under

oath in Detroit on these questions. The FARM NEWS observed no tendency on the part of distributors to evade direct answers on these questions. The distributors denied the statements and turned in various exhibits in support thereof. Most of the above charges were raised by Attorney W. J. Barnard of Paw Paw, president of the Southwestern Michigan Milk Producers Ass'n, at the producers hearing at Lansing, Au-

gust 10. Dealers Deny Holding Out

money but not paying dividends; 12 A charge made August 10 that surplus milk was being sold by distributors as bottled milk was investigated. Distributors swore that every pound of milk sold as fluid milk is naid for at the base price.

Statement by Wm. J. McCloud, but panies, but the Detroit firms have not Grand Blanc, distributor and producer, that certain Detroit stores he named were selling milk at 6 cents per quart was granted by distributors tc., admitted investing earnings in for less than they paid for it and could not be controlled in that re-

Uncover Price Wars

This line of investigation brought to light that there is price cutting in

(Continued on page five)



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E. E. UNGREN

Editor and Business Manager

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#### We Present The Milk Hearings

Milk Producers have testified before the Commission of Inquiry into the Cost of Milk that it costs from 5 to 7 cents to produce a quart of milk, if all the cost items are included. It costs another cent to transport that quart to Detroit. At Detroit distributors testified that is costs from 41/2 to 7 cents to distribute the quart, without paying the farmer for it.

If these things are true, and producers and distributors are both losing money, the Commission may find that the consumer is not paying enough for milk, as has been suggested. A large distributor stated that the cut from 12 cents to 10 cents per quart did not increase consumption. It remains to be seen what a further increase might do to consumption.

Ruthless price wars have been admitted to the Commission by distributors. At times some distributors have cut the established price per quart by as much as 5 cents. It is only human nature that the more of that we have, the more the consuming public comes to believe that less-than-cost-of-production milk is still too

The business of the Commission is but well begun. It still has the job of sifting out the basic facts from the mass of testimony being submitted and presenting such facts to the public, together with such recommendations as it may arrive at for the good of the dairy in-

The Farm News is presenting in this edition the most complete report of the producers' and distributors' testimony that will be offered by any publication. We believe our readers will profit by having the producers' and distributors' testimony as it was given. Our presentation is a condensed but quite complete report of the examination of each witness, presented as a straight news report of what was done.

The NEWS has attended the hearings for you. You may read what has happened to date and draw your own conclusions.

### **Producers Say Production** Cost Is 5c to 7c Per Quart

ter, which brings almost as much as ers should sell at a flat rate?

fluid milk? MR. BARNARD-That's where the

farmer is gypped. They pay on 92 milk?

MR. LENNON-We have testimony

that the Detroit area surplus is 486,-000 lbs. daily. What do you know about surplus? MR. BARNARD-We have to take

the word of the distributors. In Kalamazoo when milk is plentiful, inspectors ride us hard. When it's scarce, they don't show up.

MR. LENNON-Detroit is paying 11c per quart for milk. Do you think distributors there could pay farmers

50% and make a profit? MR. BARNARD-Farmers should get a 50-50 split on wholesale milk

and on bottled milk. Distributors may show big overhead; they buy plants and water the stock. If the water was squeezed out, the farmer could have 60%. Seventy-five per cent of the milk is controlled by National and the Bordens.

MR. LENNON-Have the Michigan Milk Producers been working in the there was surplus. If we had had a etc. interest of the producers?

MR, BARNARD-No. We organized milk in Detroit would have sold all in 1917. We had three milk strikes of it there. and got the price up to \$3.20 per cwt. We had another strike and the Detroit Creamery sent milk in from De-

MR. LENNON-How much should home?

the farmer get? MR. BARNARD—\$2.60 for every cwt. of milk delivered, base and surplus, A. C. Anderson of the Pro-

produce 100 lbs. of milk. your Ass'n to operate?

MR. BARNARD-I don't know, but less than 1/6 of 1%.

MR. LENNON-It cost the Michigan Milk Producers \$117,000 for everything back. We figured on skimming stalast year. Do you think it was a good tions on the edge of the area. Had Mr. Albert Brittson, Owosso proinvestment?

MR. BARNARD-I don't know.

MR. BARNARD-Find out how as sweet cream; how much is churn- fifty per cent of the ice cream made

MR. LENNON-What do you think of base and surplus?

to gyp the farmer. MR. LENNON-Do you think farm-

MR. BARNARD-I do.

MR. BARNARD-Market and flush. same as your base and surplus. MR. GITTINS-With whom do you

deal in Kalamazoo? MR. BARNARD-Two firms handling 60% of the milk.

MR. GITTINS-Using your own anguage, you deal with the trust? MR, BARNARD-Oh, no! We tried dealing with the others. We tried to get the McBride Bill through to bond milk companies, but it failed. We had had a loss.

MR. GITTINS-Did you pay your producers?

MR, BARNARD-Out of surplus. MR. HULL-You think it would be a good idea to sell all milk at a flat

MR. BARNARD-I do.

flat price, any man selling any of his

ducers shows that it costs \$2.63 to you didn't have a base and surplus, newspaperman as saying 50 affidavits

MR. BARNARD-You should have milk as well. skimming stations.

MR. HULL-I had that idea years

much is sold to distributors and bot- other thing that's wrong. The ice that such testimony in the presence obtained from the user, direct. tled; how much is skimmed and sold cream law is not lived up to. In 1930 of competent officials of his company, was made from rotten sweet cream

or rancid butter.

in the matter.

s a groundless statement. Can you name any parties using bad cream o rancid butter in ice cream mix?

Our inspection service is not so lax but that we found your association inspector undertesting milk and your association had to make up the difference to the producer.

MR. BARNARD denied knowledge, asked for proof and declared he would discharge the inspector if it were true. He stated his ice cream information was hearsay and gave it. MR. HULL-Would you justify a flat rate for milk to Detroit, knowing ducers in various parts of the state fied he had not produced milk at a hat half would sell as surplus?

bout the same thing. I insist that ream skimmed is sold at high prices. MR. HULL-Your figure that \$2.60 ducing milk. s the least the farmer should get makes butterfat worth about 80c to- mission seeks to learn the farmer's

icient if he can't sell at 50%. There plan of selling his milk. must be some big salaries or watered

#### U. S. COLLECTOR



MR. FRED L. WOODWORTH ember of the Commission of Inquiry into the Cost of Milk.

MR. BROUGHTON-I understand hat your objections to surplus is that he farmer should be paid more for nilk used as sweet cream? MR. BARNARD-Yes.

MR, HULL-The practical problem distributors going out too far, to get distributors in Detroit, Kalanazoo or any other place to pay us nore for the same goods and they can ouy them for elsewhere.

#### LANSING DAIRY CO.

MR. H. CHRIS HANSEN, Mgr. Mr. Hansen told the Commissio hat their price to their co-operating, stock owning farmers had declined from \$2.75 for base and \$1.30 for surolus on 12c per quart milk in January to \$2.25 for base and \$1.15 for surplus on 10 cent milk in July, which he started? edited to depression, etc

MR. GITTINS-How do you sell cent on half pints. Experiences With Surplus In short, said Mr. Hansen, the Lan-

sing Dairy Co. sets the base milk price to the farmer as near right as it can, gets all it can out of the surmilk by making it into butter and July 1. were paying the farmer \$1.15 for the highly competitive business.

#### ROSEDALE FARMS DAIRY COMPANY

MR. HULL-In June, 1930, we had dale Farms Dairy Co's, distributors, for bottling to Detroit. no milk from Canilac county, for ex- figured his milk production cost for

Charges Price Wars

Declaring that he doesn't believe there is as much surplus as reported, base system is the only way." Then, any and all parts not going he said the Milk Producers should we could pay, say \$1.05, taking your tor's plant to count the bottled milk. the state? troit. We asked Hull to stop it. He Chicago figure, and had to take out He charged that price cutting in Dedidn't and we withdrew from the Pro- 66c hauling charge, it would bring troit was aimed at the independent Our contention is that when milk he offered evidence that certain

mr. LENNON—What does it cost of the milk from bringing 39c per ing ice cream, subjected to pressure

#### ALBERT BRITTSON

of the spread in the milk shed growth, local plant before absorption by a Farm Bureau.

H. E. HELMS

PRODUCER-DISTRIBUTOR, Flint

### **Questionnaires** Are Sent To Producers

In Milk Price Probe Asks Farmer Aid.

Lansing-Several hundred questionnaires have been mailed milk pro- informed the commission he was satis for return to the commissioner of loss, showing his average cost of pro-MR. BARNARD-We're not talking agriculture to aid the Commission of ducing as \$1.92 per cwt. with monthly Inquiry in its aim at arriving at average returns of \$1.82; \$1.80; \$2.03 some idea of the farmers' cost of pro- \$2.23; \$2.09 and \$1.85 for all milk

Through the questionnaire the Com- this year. ntitled to 50% of the consumers his entire output or not and whether labor costs at 5 cents. rice? I say the distributor isn't ef- or not he favors the base and surplus

pay the farmer 50% of the consumer's DOWAGIAC ASS'N price and do well. He said he hired his bottling, delivery and collecting done at 25%, which seemed to be profitable for his contractor. He set his milk production cost at \$3.23 per wt. to produce 3.4% milk from cows averaging 12,000 lbs annually.

At this point the Commission adourned to hear the Detroit distribu- Sees Good In Co-operatives

#### W. J. HINCKLEY, Flushing

Mr. Hinckley testified Aug. 11 at base and surplus?

Answer-I'd like to know if any listributor has any milk left that he oesn't use in the plant.

Q.-Do you know of any better way of checking base and surplus? A .- No, Flint distributors open their books to us. We have objected to

Q.—Do you approve of a flat price s against base and surplus? A .- I do; I don't think the producer would get any more, but I think he would understand it better.

### MR. B. F. BEACH, Sec'y-Mgr. plan.

at Detroit Q.-When was base and surplus gether as one unit.

duction.

#### M. H. SHANAHAN

PRODUCER, LAMBS, Lapeer County Mr. Shanahan told the Commission Aug. 11 at Detroit that his herd of 45 plus and pays it to the farmer at the mixed Holsteins, Guernseys and Jerend of the month. He said that dur- seys, on a farm producing milk only,

surplus. Generally, he said, Lansing testing ass'n, hires the work done, efficient manner on taxation, legisla- Mr. Isbey urged the growers to put Dairy Company does better with ice does not charge for such supervision tion, and many other matters of im- forth a product of the best quality and cream mix than with butter, but it is a as he gives, figures no depreciation portance. on the herd and calculates his milk production cost at \$1.92 per cwt. or ization become still more efficient in advertising exists now, he said, refer-4.2 cents per quart.

"The one solution for the producer,' said Mr. Shanahan, "is to keep the have a unity of thought and purpose, ern fruit growers' associations. MR. WM. J. McCloud of Grand Blanc

Mr. Wm. J. McCloud of Grand Blanc

Mr. Shandhar, is to keep the surplus at home. Build processing plants around the state. Cheaper to surplus at home. Build processing combined with bargaining power in producer and treasurer of the Rose- manufacture there. Send only milk naturally comes before efficiency, and trol tonnage if they are to obtain the

"I have been producing milk for ample. In June, 1939, we had a lot of about 5% milk at \$3.24, including de- nine years and we are in the worst it. This June half our milk from preciation for dry cows, cattle losses, chaos we have ever been in. When we can't get 5 cents a quart or \$2.50 per cwt., we can't make any money. "As long as there is a surplus, the

MR. LENNON-Where is the money

MR. SHANAHAN-The Milk Producers have \$280,000 in their fund. egc. Is it better to keep surplus at distributors by the big companies to Borrow from the Farm Board. Build

If you are a producer who uses parto take the dairy company's brand of your commodities, send your name gaining power that will mean thous-fied Potato Seed Growers association. we gotten farmers to invest in face ducer, speaking of the valuation of a ing, to the Washington office of the lents, also in using the co-operative guests who attended the convention

there is no surplus. How shall we miles too close to Detroit-piles of tion of its value when taken in, was showing interest in this type of post- in a orderly way with a much greathalted when an attorney for the Arc- al service as it affects the farmer and er bargaining power in the hands of MR. BARNARD-I'll tell you and tic Dairy Company rose and asked wants as much information as can be our salesmen.

Mr. Barnard accused the State Mr. H. E. Helms, Flint producer yesterday a dream of happiness and and will help to keep that market the convention, elected Mr. Bussey MR. BARNARD-Borden invented it Dairy Inspection service of being lax and distributor, with 50 cows, selling every tomorrow a vision of hope, clean from unfair practices. grade-A raw milk at 10c per quart, Look well, therefore to this day .--COMMISSIONER POWELL-That said in his opinion a distributor can From the Sanscrit.

### State Commission of Inquiry he is being amply repaid for his

In nearly every instance the pro ducers stated they were satisfied with

the base and surplus plan. One farmer, with a herd of 36 cows sold during the first six months of

Some idea of the variance in figures day. We've tried your argument. Dis- own cost figures, whether or not he was found in feed and labor costs for tributors ask us why they should pay keeps an accurate account of costs, 100 pounds of milk. One farmer subis more for the same product-but- how and where his milk is sold and mitted actual cost figures with feed ter-fat-than they can buy it from distributed, what his production was costs at \$1.221/2 and labor costs at Wisconsin or Minnesota, for example, during the first six months of the 631/2 cents, while another producer year, whether he attempted to market showed feed costs at \$1.25 and his

Thus, one farmer's milk production cost \$1.86 per cwt. while the Producers have been prompt in fill- others was \$1.30. The first producer ing in the blanks and returning them showed his costs ranged from 20 to and the information given the Com- 65 cents a cwt. above his returns with mission, while considerably at vari- but little surplus milk sold. Another ance in specific instances, shows in showed his loss to be from 25 to 65 general that the farmer does not feel cents a cwt. in the first half of 1931.

# **BUREAU SERVICES**

Becoming Farm Bureau Stockholders.

August 8 the FARM NEWS publish-Detroit that his cost of production is ed an article stating that the Michigan figured at \$2.44 per cwt, or 5.3 cents State Farm Bureau is expanding its per quart; he does not belong to a service in 20 counties, that co-opera ow testing ass'n, and stated his pro- tive ass'ns are becoming stock holders duction cost figure does not include in Farm Bureau Services, Inc., that each items as loss of cows, deprecia- Farm Bureau oil and gasoline service tion of herd. He stated that he has is being introduced in the state. Man- has been very keen, and we are sure ager Roy Ward of the Dowagiac that it will continue to grow, and that for surplus, delivered to Flint, and Farmers Co-operative Ass'n read the Mr. Woodworth, U. S. Collector, of had an equal volume of each for June. article and has written Secy C. L. Question—What do you think of Brody of the State Farm Bureau as obligations that will be beyond re

Dowagiac, Michigan August 18, 1931

Mr. C. L. Brody, Secretary-Treas. Michigan State Farm Bureau Lansing, Michigan

Dear Mr. Brody We are very glad to note the fine progress that is being made in your meeting with the co-operative asso-

A.—Six years ago. Abandoned for board of director in the state apprequart, of which the farmer gets 5c; spring and our shortage each fall. ments, and the extra high quality, more; Emil Rasmussen, Sheridan and that in March the Ass'n net profit on The need became apparent for a re- open formula, feeds, seeds, etc., that L. G. VanLiew, of Bellaire. quarts was 1/4 of a cent, it had a loss turn to a pian which would reward are being furnished. Under the new of nearly a cent on pints, about 1/2 a the man who tries to balance his pro- plan our co-operative associations

will be rendered in the future. times for the best interests of the ising the need of co-operative effort ing the spring they had gotten as lit- with \$12,000 in equipment, produced farmer, through the purchase of high among the growers to put their crop tle as 80 cents per cwt. for surplus \$9.32 profit in the 12 months ending quality feeds, seeds, fertilizers, etc., through some central organization, and to know that our parent organi- such as the Exchange, to insure order-He said that he is not in a cow zation is working for us in a very ly marketing and the best markets.

> serving its members and patrons, "if ringto the gigantic advertising prothat is possible". To do this, we msut gram outlined for this year by westour purchases and sales. Unity Producers should endeavor to conthat is what we are endeavoring to best from the markets, he asserted. do under the new plan, uniting our It requires organization behind every thoughts and efforts that we may become more helpful, not only to our gree of success Mr. Isbey said.
>
> members but to Agriculture as a Mr. Isbey paid tribute to the Mich-

> selling the same products to the farm- been. er. No one uses these products but The convention was presided over the farmer, so he is the one who must by J. T. Bussey, vice president of the

Asked for Suggestions stand this tremendous loss. When we place our purchasing in the hands of an efficient purchasing The convention was preceded by an cel post as a medium for disposing of department, we give to them a bar- annual meeting of the Michigan Certiand address to the Michigan Farm ands of dollars to the farmers in At this convention it was brought out News, 221 N. Cedar street, Lansing, every community. That is one reason that the major part of Michigan's Mich., so we can forward it, together our association at Dowagiac is anx-certified seed potato stock is shipped with whatever remarks you wish to lous that we have a greater unity in out of the state. Ohio producers were make regarding this method of sell- our state in the purchasing of ingred-represented by a committee of eight channel of marketing farm products. as part of their annual tour of in-MR. BARNARD—I don't know. of the spread in the milk sned growth, local plant before absorption by a Farm Bureau.

The produce can then be marketing spection of Michigan seed potato plots. The U. S. Postal department is the produce can then be marketing spection of Michigan seed potato plots.

the Ohio visitors in the way of sug-The Producers Co-operative Organizations on the terminal markets, gesting means of improving the qual-For yesterday is only a dream, whether they are handling live stock. and tomorrow is only a vision; but wheat, fruit or other farm products today, well lived makes every will help to regulate trading policies change board, meeting at the close of

> We are very glad to note that the O. E. Hawley, secretary and George interest in the new organization plan Hermann, treasurer. E. A. Rasmus-

### Hiram & Marthy on Tour

By R. S. CLARK

Dear Neighbor Hicks: We got here safe and sound; Made most two hundred miles the first day out-

We're up in Benzie County, near Platt Lake, Right by Platt River, in a grove of pine. A nicer camp we never hope to make, And me and Marthy both are feeling fine.

She runs just like a top-and we have found

A dandy place to camp and fish for trout.

We stopped at Big Bass Lake a day or two And caught ourselves a busting mess of fish. Those birches with the water twinkling through From where we camped looked slick as you could wish.

But we just traveled on and came up here To where this hustling little river runs Beside the camp. We sighted several deer; How can they shoot the little sons-o-gun?

And yet if it was out to pine again,

Say, Clem, I notice the cut over land, This pine stump country where the forests stood When Michigan was new, ain't much but sand, I'll bet for general crops it's not so good.

The way God fixed it for the red man's sake, Us common folk would feel like midget men, But old Paul Bunyan's shade would soon awake It's just not in us to appreciate

The value of the good things God prepares So lavishly for us until, too late, We've squandered them-to make new millionaires. Then we all r'ar around and tear our shirts

And try to jam the eggs back in their shells We give for conservation till it hurts But meanwhile drill a thousand wildcat wells! Excuse me, Clem, if I have rambled some We're starting back before much longer now

This touring, camping, doless life, by gum, Makes me plumb homesick for the farm, somehow, Then, Marthy sort of wonders if her chicks, When she returns, will take her for a stranger Just do our chores a few days more, Friend Hicks,

Hiram and Marthy.

we will build an organization within State Farm Bureau, as successor to our state with financial, and moral Henry Curtis,

Very sincerely.

And we'll be there.

#### Dowagiac Farmers Co-operative Ass'n R. D. WARD, Mgr.

Potato Exchange to Please the Consumer (Continued from page 1)

ciations in the various parts of the assembled and selected its own ofstate, as outlined in the Farm Bureau ficers. Loss of the president through out in the country for capital or for News, and the fine way they are all the recent death of Henry Curtis made taking hold of the new organization it necessary for the delegates to elect the whole agricultural credit system. We feel there is going to be a great of his unexpired term. These delegates of regulations controlling grain and Aug. 11 at Detroit Mr. Beach was many benefits to the co-operative as- named J. W. McBain, of McBain, who cotton exchanges, which will be for called to the stand to establish the sociations through out the state when was recently appointed to Mr. Curtis' history of the base and surplus plan this plan has been put into operation place on the board at a regular meet- commodities. The proposed increase and we are all finally working to- ing of the board. O. S. Wood, of in railroad freight rates does not, Barryton and O. E. Hawley, of Shelby, however, meet with the approval of I believe nearly every manager and were re-elected to the board for three the farmers and we are ready to Mr. Hansen said their retail and two years, during which time our ex- ciates the high type of service now board of directors are: Joseph Bussey, holesale milk averages 9 cents per cess milk troubles increased each being rendered by the service depart- of Suttons Bay; George Herman, Ed-

#### Hear Terminal President

Frank N. Isbey, president of the

advertise it. The best opportunity of We all want to see our new organ- any time in 10 years to benefit from

Shipping Control Needed

Our association feels that if we can concentrate a little more on the channels that distribute the various prodin as surplus must go in cheap. If have an inspector in every distribu- for these processing plants around nels that distribute the various products that the farmer has to buy, we among the buyers throughout the will be able to make an enormous country, indicating a respect that is saving to him. There are millions of maintained by the big buying condollars wasted annually by having so cerns for successful organizations of many companies manufacturing and growers, such as the Exchange has

Exchange.

Potato Seed Growers Meet Considerable criticism of the seed growers of this state was offered by

ity of stock at seeding time. The Michigan Potato Growers Expresident, O. S. Wood, vice president;

sen was selected to represent the association on the board of the Michigan

Pres. O'Neal Reopens Equalization Fee Fight (Continued from page 1) Other Problems

Farmers are universally interested

n the money standard, Mr. O'Neal declared. "They are wondering," he said, "Why there is such vast accumulation of cash in city banks, and no money marketing purposes. They feel that! a director to succeed him for one year needs overhauling. They also approve the benefit of the producers of these fight the attempt to raise the rates Farmers feel that the railroads are

#### making a very poor move.' AVERAGE INDIVIDUAL WEALTH

Washington-The depression may be will have a voice in the forming of Detroit Union Produce Terminal, told on but the per capita wealth of the policies and the type of service that the producers that to be a potato nation increased 90c in June, and \$1.81 It is a great satisfaction to our association to know that we are a part two separate and distinct jobs and according to the treasury report. For of a producer owned and controlled that the ordinary individual is not June 125,000,000 people had an averorganziation that is working at all qualified to handle both jobs, empha- age of \$38.56. The highest average individual wealth was recorded in Oct. 1920: \$53.01; the lowest, in January 1879: \$16.92.



# Hogs

Don't overcrowd hogs in a car this weather. You may lose heavily if you do, or if you al-

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

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

stock is in the hands of your salesmen from the beginning to

Ship through the co-op and your

Returns to patrons guaranteed y \$50,000 bond meeting U. S. Goy't requirements.

Michigan Livestock Exchange Detroit, Mich. or

Producers Co-op Com. Assn. East Buffalo, N. Y.

News In Error On

the figures on my milk check

Yours very truly,

Editor's Note-The errors men

FIELD PEA BEST

Sturdiest in Plots of

Peas and Barleys.

AS NURSE CROP

**COLLEGE FINDS** 

PETER B. LENNON

Michigan Farm News,

Lansing, Mich.

### DAIRYMEN PLAN **COUNTY SYSTEM** OF MILK SALES

Calhoun Milk Producers May Sell Both Fluid Milk And Surplus.

of the other.

duction in that area.

producers say.

dertaking,

ARMY WORM HAD

PART IN SAVING

Furrow Around Oat Field To

Check Worms, Also

Stopped Fire.

at harvest time this summer.

for the army worm.

too lightly .- Helen Keller.

BARN FROM FIRE

Several pre-organization meetings

county with several hundred milk

producers taking part and with

Battle Creek-A move is under up of a county unit. way among dairymen of Calhoun products, it was revealed this week.

With about 12,000 cows in the county, the instigators of the underzation of producers which will em-

The Calhoun plan is said to be a step in advance of the strictly bargaining agency plan in operation on the Detroit market whereby the producers merely bargain with the distributors for sale of part of their milk. The proposed set-up for Calhoun county would afford the producers of this organization the benefits of the Detroit plan and additional benefits to be derived through control of sale of all by

#### Why Be Bothered With SMUTTY WHEAT?

GROW BERKELEY ROCK THE SMUT RESISTANT WHEAT

A hard red winter wheat, very hardy, good yielder. Show sample last fall won us \$80.00 at the fairs. Have won THE POSTUM CEREAL CO. SPECIAL, Battle Creek, Mich., three years out of the last four. Certified prices—75c bushel here, bags extra. Order early and be sure of your seed.

G. P. PHILLIPS, Bellevue, Mich.

### KATTLE KOMFORT

(Guaranteed) Live Stock Spray New ... Efficient



Packed in 1's, 5's, 30's and 60's

Ask Your Co-op Manager

Manufactured only by American Disinfecting Co.

"Manufacturing Chemists" SEDALIA, MO., U. S. A.

#### products which would be manu-**SOME PETITIONS** factured by the organization itself. Thus, it is pointed out, the coun-TO CUT SERVICE ty's dairy industry would be considered as a single industry rather than as a milk industry and a ARE REJECTED cream and butter industry, each working somewhat independently

have been held throughout the Some Railroad Curtailments Allowed by Utilities Commission.

more than 100 of them expressing a desire to proceed with the setting Michigan railroads, in an effort April, 1931. For this month I re-Calhoun county producers, it is to squeeze out low revenue units ceived \$1.87 1/2 cents per hundred county to effect the establishing of said, feel somewhat "out of the during the present industrial de- for my base milk instead of \$1.371/2 a county wide organization of milk market for their fluid milk, being pression, have been active recently as stated in your paper. This must producers to serve as a marketing located geographically out of the in attempts to drop agents at vari- have been a typographical error as agency for as much milk for fluid milk shed area for Detroit, Grand ous stations along their lines and later on the same mistake was made milk consumption as the cities of Rapids or Flint and with sales ac- substitute a non-agency station when you quoted me as saying that the county require and to process cess to the Detroit fluid milk mar- service. Some petitions have been I received 37 cents per hundred in the surplus milk and market the by ket only at times of low milk pro- allowed. Interested citizens have the check which I received June saved their service at other points. 15th, for my May milk. This should While the proposed plan of mar-Hearings before the Michigan have read 87 cents instead of 37 keting dairy products in this coun- Public Utilities commission in July cents. The 87 cents being the avertaking seem to build up an organity has many supporters, there are resulted in orders being issued this age price which I received per hunsome local problems to be overcome week to continue stations as agency dred for my May, 1931 milk. brace at least half the herd owners before any definite organization stations at Gilford, Peacock, Tyre endeavoring to point out that I remove can be attempted, interested and Wallace. Hearings on petitions ceived less than \$1.00 per hundred to operate non-agency stations at for all my milk during the months A rather general and somewhat Bagiey and Moline were set for Aug. of April, May and June, 1931. tentative survey or canvass of the 20, at Lansing.

county is being made to determine Regular train service between rection as I do not want to make a the approximate number of dairy- Bad Axe and Grindstone City has very serious situation look worse men really willing to help build a been ordered resumed, to give three than it really is. Thank you. county organization of the type trains a week-one on Monday, proposed and, with a satisfactory Wednesday and Friday. showing resulting, some sort of lace, in Menominee county, the Chistock issue plan probably will be of- cago and Northwestern railroad fered to adequately finance the un- company was ordered to provide a tioned were typographical errors explained. Ap-station and maintain it as an The Senatorial typewriter makes proximately \$10 will be needed, as agency station. Citizens complained 3's and 8's that look somewhat a minimum, for each cow owned by of inadequate facilities being af- alike. We swung and missed. nembers of such organization. This forded by the railroad company \$10 per cow would be used as a since fire destroyed a major part nucleus on which to build up suf- of the business section of the town ficient financial backing to put the some time ago.

project across, possibly with some The commission, however, in reaid from federal farm board funds. viewing the reports of the hearings, Existing unsatisfactory conditions authorized the railroad companies in the marketing of milk in several to change from agency operated to other counties give promise of simi- non-agency stations, the railroad lar moves being attempted in vari- stations at Nadeau, Carland, Harous other parts of the state, it is re- lan, Sheridan and Paris. At Carland the company was ordered to put up a new station.

### BARNARD, NEWTON IN HOT SESSION

Milk Industry Bring Clash.

Monroe-Climaxing an afternoon Glabron barley classed as second in of red hot speechmaking, on the the test while Wisconsin Pedigree East Lansing-Army worm in subject of taxation and conditions (Oderbrucker) appeared to be unfestation of a field on the grounds in the milk industry, R. Wayne usually hard on the new seeding beowned by the state and used for Newton, director of the organiza- cause of excessive shading and damfarm crops at Michigan State Col- tion work for the Michigan State age from lodging of the grain lege was indirectly responsible for Farm Bureau and Mr. W. J. Barnsaving a barn and possibly other ard, Paw Paw lawyer, electrified a the tests by and large, showed up betout buildings on the farm from fire crowd of 400 Monroe county farmers with a series of hot exchanges Several furrows were plowed at a picnic held near here Thursaround an oat field to prevent mi- day, August 20.

gration of the worms from an in- The clash was he dry stubble like tinder heading Brucker State for the barn. When the fire reach- Agriculture, Herbert E. Powell, and for withstanding late harvest. ed the furrows around the field, the delivered a slashing attack upon advance of the flames was checked, President N. P. Hull of the Michmaking it possible to save the build- igan Milk Producers Ass'n, alleging ings. The barn was directly in line that he had repeatedly and unsucfor destruction or serious loss from cessfully challenged Mr. Hull to defire had the field not been girdled bate with him.

Mr. Newton had previously made a plea for unity of action between America values spiritual things all organized farmers on national, Internal Parasites Controlled state and local matters, stressing the need of supporting farmer's own chosen spokesmen in the present trying times. Following Mr. Barnard's attack, Mr. Newton utilized the time originally allotted to him Young People—Do You Possess Worth? You can turn your time into value with us. LANSING BUSINESS UNIVERSITY, 130 W. Ionia, Lansing.

Hotel Kerns—At Lansing. Many years farm organization of State and farm organization officers on account of present conditions in the milk busipresent conditions in the milk busi- measures is being made.

> show that farmers selling milk to the grazing season. county farmers were getting, and season. that the inspectors of the State De- County agricultural agents and sego plant had been under-tested tions for treating flocks.
>
> for butterfat. "This milk was testleast \$6,000,000 per year."

> Upon Mr. Barnard's denial of per- is said to be easy to administer. sonal knowledge of the under-test- Spring lambs should be given

thus avoided prosecution. not accused Mr. Barnard of any treated frequently. personal knowledge of the affair and had referred to it as an error, using it as an illustration of the reason why it was unfair for Mr. Barnard to level personal attacks on everyone from the President of the United States down on account of

Home Defense League spoke on the Land Grant Colleges. He finds same program and also took excep- that: tion to Mr. Barnard's remarks.

The meeting advertised as a picnic and discussion of Tax reduction, was sponsored by the 10.4 per cent affiliate with busi-Monroe County Granges, County ness relating to agriculture. Farm Bureau, The Monroe Home 23.6 per cent go into miscellan-Defense League and the Monroe eous activities. County Taxpayers' Protective As- 27.8 per cent go back to the sociation.

#### **ADDED PROFITS** Lennon Milk Price IN ONIONS SEEN Lennon, Mich. August 3, 1931 THRU CLEAN-UP

Maggot Control Said Easiest In your esteemed paper of July Immediately Following 25th, you quoted some of my remarks made at a milk producers Harvest of Crop. meeting at Henderson, Mich. I gave

> East Lansing-Michigan onion growers could affect a saving of possibly half a million dollars each season through a little extra care in the harvest and handling of onions by way of eliminating breeding places for onion maggots, Dr. R. H. Pettit, head of the entomology department at State College told the FARM NEWS. Too many onion fields are left

about in which the maggots flourish. A little added labor would eliminate this big source of trouble for the ensuing season, he contends. Control of this pest is said to be less difficult than with most other insects which destroy crops in the trust that you will publish this corstate, Dr. Pettit said, since the maggot lives in the onion plant

with piles of cull onions strewn

Field observations made during the past three years by G. S. Tolles, the entomology department prove conclusively that the most important source of infestation in commercial onion fields is from cull onions either left on the ground, scattered or in piles, or about packing or sorting houses.

Disposing of the cull onions imthe harvest mediately after would result in elimination of about 75 per cent of Michigan's onion maggot infestation, the department's study of the situation tends to indicate. When left on the surface of the soil but a few days, maggots leave the cull onions and bury themselves in the soil just a few inches beneath the surface. Alfalfa Seeding Came Thru This means that immediate action must be taken to destroy the cull onions, either by burying a foot deep or more under well compacted soil or by burning or by scalding East Lansing-Showing made im- with steam.

nediately after the summer harvest Onion maggots have two broods a ndicated that field peas easily lead all season, one early in the season and nurse crops for summer seeding of al- the other a mid-summer brood. The Taxation and Conditions In son on the farms at Michigan State the size of a house fly. The most falfa, according to tests run this sea- maggots come from a fly about half satisfactory control plan would be Among the small grain crops Spartan to control the fly over the entire barley showed up better than other onion growing districts but enough benefit has been found to accrue grains in the alfalfa seeding tests. from local control work to more than pay for the extra labor and trouble involved, Dr. Pettit says. Adults from the mid-summer brood provide the breeding stock for the next season. Some of these adults Barley in general, however, taking and deposit their eggs for an early brood, about the time the seed onions ter than oats as a nurse crop for al-

falfa. Iogold oats, however, lead the With some 16 With some 40 counties of the list of oats used for condition of the state interested in onion production, farmers of the lower half of fested area. After the oats had been speech made by Mr. Barnard in These several crops were used as the lower peninsula can well afford threshed fire started in a straw which he leveled his heavy artillery nurse crops on the test and also were to devote considerable attention to stack in the field and ran through at President Hoover, Governor put under a delayed harvest test to the control of this destructive pest.

Onion growers of Allegan county vere all set to begin the harvest of their crop this week. This was the section of Michigan to be ready for the 1931 onion harvest.

Thomas A. Edison had to install his first electric lights free in order to get anyone to give them a

#### 847 OIL CO-OPERATIVES

There are 847 oil co-operatives in the United States, serving 400,000 automobile and tractor owners, according to Howard A. Cowden, president of the Union Oil Company Co-operative. THE SMITH SILO Oil Mixed Concrete Stav on-Absorbent. Acid Resisting Made at Oxford, Mich. THE SMITH SILO CO., Oxford, Mich

### Play

State Mutual Rodded Fire Insurance Co., of Mich.

Don't take chances. Get your protection now with the STATE MUTUAL RODDED FIRE INSURANCE COMPANY. Over \$94,500,000.00 at risk. \$454,731.89 net assets and resources. Paid over \$4,058,647.14 in losses since our organization, June 14th, 1908. A broad and liberal policy. 3,994 new members last year. Write for a sample copy and for an Agent to call. H. K. FISK, SEC'Y, 702 Church St., Flint, Michigan.

#### MICHIGAN BELL TELEPHONE (O.

### The Telephone Aids The Farmer

THE telephone is helpful in making the most advantageous sales of livestock, grain, fruit and vegetables.

It will summon aid in any emergency, and will help you to maintain business and social contacts, no matter what the weather.

The rates are low, both for local and long distance service. A few Day Stationto-Station Long Distance rates are shown below. Evening and night rates are even lower.

| Ann Arbor to Kalamazoo       | .70 |
|------------------------------|-----|
| Battle Creek to Grand Rapids | .45 |
| Pontlae to Bay City          | .60 |
| Lansing to Cadillac          | .80 |
| Kalamazoo to Grand Rapids    | .45 |
| Saginaw to Monroe            | .80 |
| Jackson to Wayne             | .50 |
| Holland to Ionia             | .45 |



### Farmers' Buying

Y. W. C. A. Cafeteria—Lansing
South of Capitol, Townsend St. Food wholesome, reasonable. Also pleasant lounge, swimming pool, recreation and residence for young girls.

Monuments—BEAUTIFULLY
DESIGNED monuments of the most beautiful granite and marble. Call or write. We employe no salesmen. You save the difference. Largest monument works in Western Michigan. SIMPSON GRANITE WORKS, 1358 W. Leonard, Grand Rapids.

### We Do Not Insure Ashes or Wreckage

An automobile policy cannot be issued when a thief has departed with your car.

Pick up your daily newspaper and notice the numerous auto accidents. Some one takes it on the nose in a financial way in every automobile loss due to accident, a fire or theft.

Can you afford to drive without insurance—carry this risk yourself-when the State Farm Mutual Automobile Insurance Company will assume all financial risk? Will defend you in court if need be, under terms of the policy.

We offer full coverage and nation-wide service in a legal reserve company at rates that save money for you.

No Man Can Afford to Drive Without Insurance

#### STATE FARM MUTUAL AUTO INS. CO. Bloomington, Ill.

MICHIGAN STATE FARM BUREAU State Agent Lansing, Mich.

# DRENCHING CUTS DOWN LAMB LOSS

new seeding at the time of harvest.

letermine their

Very Readily by Careful Flock Treatment. Drenching of sheep and lambs is

becoming a common practice in for a rebuttal statement in ques- Michigan and is the only safe

It is advisable to drench the Mr. Newton produced evidence to sheep at least three times during the Otsego Sanitary Milk Products men treat their flocks as many as Company, of which Mr. Barnard is five or six times to destroy the in-President, received but \$1.05 in ternal parasites which take heavy May, considerably less than Monroe tolls in loss of young animals each

partment of Agriculture had dis- the animal husbandry department covered that milk going to the Ot- of the college will furnish instruc-

ed at 5.2 by the State, and 4.9 by Wolverine Lamb Production con-Mr. Barnard's company," Mr. New- test last year drenched their aniton said, adding, "if all milk were mals four times or more, the colsimilarly under-tested it would lege reports. A combination of copcost the farmers of Michigan at per sulphate and black leaf 40 is found to be the most effective and

ing, and statement that he wanted treatment at this time because the to know why his company had not season for parasite increase is at been prosecuted if there had been hand, it is claimed. Some sheep any intentional wrong done, Mr. men have given their flocks one Newton answered that the Otsego treatment this season and are ready company had settled promptly with for the second drenching. Since the the farmer in question, and had young animals are more susceptible to the parasites, lambs, especial-Mr. Newton added that he had ly, should be watched closely and

#### Agr'l College Graduates Stay by the Industry

Dr. E. H. Shinn of the U. S. Dematters for which they were no partment of Agriculture has made more to be personally blamed than a study of the graduates of 19 agwas Mr. Barnard in the case of the ricultural colleges to determine what lines of work they take up Mr. C. V. Fenner, President of the after their graduation from the

> 5.8 per cent do research work. 24.0 per cent become teachers 8.4 per cent do extension work.

If You Had Money To Burn

- we could think of no reason under the sun why you shouldn't continue to buy your groceries from us. Unless, with millions to

spend, it would make you very, very unhappy to save money.

Of course, you'd be able to find pretty doodads somewhere else; but-hunt high, hunt low-you'd never find better food for eating purposes. And it's always fresh. We have too many customers for food to get stale on our shelves.

If you had money to burn, you'd still want the best things to eat. Which leads us to believe you'd keep right on trading with us. And don't you think your plane would look rather nice parked in front of our store?

The Great ATLANTIC & PACIFIC Tea Co.



# HOME AND FAMILY PAGE

# Thinking of School This

School vacation will soon be over and it is high time for those families who have one or several children of school age, to be thinking of that first week at least.

Have we made this vacation as full as we intended it to be when it began-of work, play, change and opportunity?

Are we prepared for the coming demands on the student in the way of health, in the way of money for books and other necessary equip-

Are we looking at the coming school year as just another year for the kid or are we looking at it as a time so important that mistakes should not be made nor opportunities passed up as each day's work will no doubt reflect on his whole matured life?

There's our rural school problem with over half of the public school enrollment of 13,000,000 children involved in it. Do we realize that there are over 500,000 teachers at work in rural communities out of the nation's entire army of 890,000 engaged in public school education? Do we realize that there are 170,-000 rural one room school houses in the United States, two-thirds of all the elementary school buildings in the nation?

And then in the face of this we are told that the city child gets as many school days in six years as the country child does in eight and that the average city teacher's salary is \$1,648 and in the country is \$871 per year.

We have been told over and over again that our children do not have the advantages city children do in the way of education, yet we are of the most basic Industry of the country as a whole for without agriculture our nation would be without all culture and without life

universities and colleges.

young men and women, all eager to put their acquired knowledge into practice, hopeful that they could repay the home folks for sacrifices and loans, but a big majority of them are now doomed to a period of waiting for openings; teachers prepared to teach but no schools avallable; in many places schools avallable; in many places schools are hesitating about one of the state of page. Is chemistry merely hard work page. Is chemistry merely hard work or is it making her into a skilled diction, and mood, said may be straight but progressive course in college. Shall we then see to it that or is it making her into a skilled diction? To some geology is a struggle with long names, while to others it is the thrill of understanding the story that the rocks have to tell of long years before man came.

We have been an indulgent set of page. Is chemistry merely hard work or is it making her into a skilled diction, and mood, said Miss Merle Ramer of the State College. Shall we then see to it that of the indispensable tennis racket and attractive there in late July.

Choose your most becoming color, then plan your wardrobe around it. One can be attractively dressed on spoons butter, 2 color in disposition and mood, said Miss Merle Ramer of the State College. Shall we then see to it that difficulties to or is it making her into a skilled or is it making her into a skilled diction, and mood, said Miss Merle Ramer of the State College. Shall we then see to it that they could may be could not see our children or is it making her into a skilled diction, to the indispensable tennis racket and struggle with long names, while to other it is the thrill of understanding the story that the rocks have to the page. Shall we then see to it that Miss Merle Ramer of the State College. Shall we then see to it that diction to the indispensable tennis racket and struggle with long names, while to other it is the thrill of understanding and pleased to watch the indispensable tennis racket and struggle with long names, while to other in deficion. are hesitating about opening beare hesitating about opening because their funds are tied up in A boy or girl who wants college Timely Hints

stances not so very long ago.

just what stuff our young folks are themselves.

in paying for their homes.

and builds a fund for his old age.

glad to explain, and without obligation.

1,000 Men

Forty Years Old

bringing up their families, and maybe more than that

What each man longs for is financial security.

amount of life insurance to cover his needs. The

amount may not be large, but immediately it is issued,

his estate is assured that amount. Paying for it each

year, a little at a time, a man saves money, builds up a

financial reserve fund, protects his family and property,

ly adapted to farmers' needs. You should know what

we offer before you take a policy anywhere. We are

Of the 1,000 Men Above at 40 Mortality Tables Say 10 Will Die

Within the Year.

State Farm Life Insurance Co.

Bloomington, Ill.

Michigan State Farm Bureau

State Agent -:- Lansing, Mich.

State Farm Life Insurance policy plans are especial-

He can have it simply by purchasing a sufficient

They are somewhere near the half-way point in



'I didn't much want to go to the funeral, but I'd been wantin' to have good cry all week an' couldn't get started, somehow, so I went along with Sue May an' I was right glad

"It was a sight to behold. I felt sorry for Sallie, losin' Jim sudder like that, but ever'thing was so fancy you kind o' forgot about the deceased bein' there, an' the flower girls an' ever'thing made it seem more like a weddin', except Sallie's mother wasn'

"Sallie has always felt kind o' lowclass because she couldn't spend as much on parties as the other women did, an' she told Martha she was go in' to show the folks in this town how to pull a swell funeral if it took ever' cent o' Jim's insurance money "I reckon she'll use what's left to

buy the highest monument in the cemetery an' then she'll feel satisfied. "Well, it's her business; but if it was me, I'd spend less on Jim's funeral an' more on educatin' hi children.

"If Pa goes before I do, he'll b buried simple. An' if he leaves a wil providin' a thousand dollars for a stone, I'll spend it for one I can wear on my finger. I don't believe in showin' off with money you'll need to buy rations with."

(Copyright 1931, Publishers Synd.)

paying to our limit to educate our thing to get it; there's many a habits. Equipped with these she will she is away from home will have to youngsters at home and to do our leader in our nation who had no not find it difficult to learn the new re- be based on something more than, full share towards supporting our way of education except what was quirements of college classes. self-earned and they have no re-

can find something to do to help The outlook is not bright, I'll ad- themselves if they look for it; they mit, but there should be no reason don't have to have the latest clothfor any rural school having to put es; they can eat plain food; they up with a careless indifferent teach- don't have to belong to a sorority er this year at least, something that in order to be someone; they can we found to be the case in many inwe found to be the case in many ingive up the fads and hobbies and no
you hope for the early pansies next with water and sweetened to taste. And these times will bring out one think much about it except spring. Sow in a shady, moist spot

made of too. We will all admire These things are all nice and it the man or woman who will do would be just splendid if every ed in the fall for next spring bloom honorable work of any kind even if little pleasure connected with high ing. the preferred type is not at hand, school and college life could be furrather than still be a burden on the nished, but, if it comes to a choice change slips of our favorite gerschool without or no school with, aniums and other plants for over And it is a good time for Dad and why, if they are worth educating at winter house plants, but how can Mother to have that long looked for all under any circumstances, they vacation even if it must be made will give up the pleasures and en- tried them in a jar of water and without money or new clothes or joy school perhaps all the more.

### **Distant Wars**

By MRS. EDITH M. WAGAR

"If there is going to be war, let's be glad it will be in Manchuria where it cannot possibly involve us," we read the other day. That may sound good at first but after a few moments delibera-

tion, we believe it is all wrong. We thought the same thing in 1914 when in Serbia a prince we had never before heard of was assinated.

That didn't mean a thing to us at the time but the World War grew No,-we don't want to hear of a war anywhere on earth any more.

And neither do the fathers and mothers of our boys. Even one war in a generation is just one war too many, regardless

of where it starts or what it starts over. Besides the terrible loss of American's life blood and the shameful wreckage of human minds and bodies, our whole national life still

centers on the aftermath of it. We see new evidences every day of the

waste and extravagance, the folly and futility of war. It is almost inconceivable that civilized people, after that experience of the European war, ever again will resort to armed might to

But let's not sit complacently and feel that we cannot possibly be involved. Let's feel that we might in some way be dragged into itand let's keep preaching peace.

### What A Girl Should Bring To College

By MISS ELIZABETH CONRAD. Dean of Women, State College.

many times we who meet the mothers pression is going to depend upon her or prospective college freshmen have appearance. Here is where well made wanted to answer this question with and well chosen clothes help out, but something more than the usual ad- it is amazing how quickly clothes are

Of course, she needs clothes and Then the question is going to be, things to make her room seem home- can Mary Lou meet people easily? like. But first of all she should come Does she know how to choose worthwith a keen desire for college. That while friends from among many acdesire must be strong enough to stand quaintances? Shall we help her a the strain of a bit of home sickness at little by teaching her in advance some first. It must be firm enough to last of the basic attributes of fine friendin spite of the discouagement of ships? Is she bringing with her a grades that may slip down below what true pattern by which to measure she always got in high school. In and test values? It is not fair to send college she is competing with the best her away to college still a child in her students from many high schools. But interpretations. That young woman But we have done our best and when a new shiny one was wished that freshmen girl can win out who is indeed fortunate who brings with we're proud of the product we've for.

we're proud of the product we've for.

And if the boy or girl really back at us, for we know we are back at us, for

Besides these very necessary get furious if I do ....

But college is not all a study of books. An important part of Mary Lou's education is going to be derived from meeting people and getting acquainted with them and finding her place in this new community. Perhaps she has been an only child at home or probably she was the timid member of the family. Never mind-"What shall Mary Lou bring with her no one knows it at college. Here she when she comes to college?" How can start differently. The first imvice about clothes and room furnish- dominated by the personality of the girl herself.

"Mother never lets me do that," "Dad

# Drinks

and never let it dry out.

For Flower

Lovers

Forget-me-nots can also be start-

These are the days when we exwe be sure they will root? We've they have rotted, we've tried them in a crock of dirt and then they have rotted,

But along comes a friend who says any plant can be slipped and rooted, if we will dig a trench deep enough to find damp earth, then insert the slip well into the dirt at the bottom and cover with a fruit can pressed down into the dirt on all sides to be left there untouched for two months when we will find plenty of sturdy roots to insure its being transplanted where it is wanted. She says roses, fuchsias, geraniums, in fact most of the plants will respond to this treat-

Then as your annuals come and go, gather the seeds of those that you admire and remember the friend who loves flowers with a portion of them in a little white envelope properly labeled, accompanied with a little bit of verse. This remembrance will be more appreciated than any gift hurriedly purchased at a gift shop.

Gather all hollyhock seed and divide them in your neighborhood and see if you cannot make it your community flower. It would only take a short time if this practice took root, before Michigan would have made a name for herself.

#### Father and Son

Mineola, N. Y .- John G. Jenkins anker, president of a chain o banks on Long Island, failed and went into bankruptcy in 1907, to the tune of \$1,000,000. His son John G., Junior, promised deposi tors and creditors that he would pay them in full-if they gave him time. They gave him the time and he gave them the money, and last week, after 24 years of effort, made his final payment on his father' moral obligations. The check was

# Summer

bottles to use as needed.

#### PETER PIPER PUNCH

One pint grape juice 1 pint cold water 14 cup sugar

2 bottles ginger ale

ringer ale but do not stir so as to top heavy if you do. etain the sparkle.

CHOCOLATE MILK SHAKE 11/2 tablespoons chocolate syrup

1 cup milk Put into a milk shaker with chiped ice and shake until very cold. This makes one drink.

TOMATO JUICE COCKTAIL

Housewives are now canning tomato juice for daily winter use to

ern radio receiving set.

One can be attractively dressed on spoons butter, 2 cups ground cookand other accessories match the spoons catsup or fresh tomatoes will

to house apparel.

Then have one center of interest and all other points subordinate to it; if it should be the collar, do not make the belt a fussy affair to that will compete with it for attraction; if the bust and hips are large, plan the center of interest away from them, if the mouth droops do not have the general effect of the dress a drooping affair. If one has round corners on the collar, have round Ripe tomato juice, flavored to corners on the cuffs or other trimmakes an appetizing and ming-let every part look as though healthful drink and is growing it belonged there. One good rule to rapidly in favor in the sections observe is if any trimming does not where oranges are not grown, add to the attractiveness of the garment, leave it off.



POOR PA

through with that life insurance money the way she is squanderin' it, Ma says, "an' it's all the result o her never gettin' anything she wanted while Tom was livin'.'

"She's got a crowd of workmen at her house all the time," Ma says. "She's havin' partitions changed an a back porch built, an' she's goin' to buy new furniture an' have the house

"Well, she is gettin' rid of some money," I says, "I wonder—"
"She's just got a fittle freedom for
the first time," Ma says. "When her husband was alive he sat down on all her plans, an' naturally she's makin'

up for lost time." "He was a good man," I says, "an" I guess he just couldn't afford-" "For twenty years," Ma says, "He objected to everything she wanted to do because it would cost too much, se now his life insurance money is goin'

"I understand, mama," I says, "that you are wantin' this to be a lesson to me, so come out frankly an tell me what you're drivin' at."

"I wasn't drivin' at anything," Ma says, "but since you've mentioned it I do wish I could get the French doors I've wanted so long."

"Well, mama," I says, thinkin' of my life insurance, "go ahead an' get the French doors.'

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There was a time when every day Now comes the question from and grets that things were as they were things, I hope our freshman is bring- Religion and personal standards must or dull gray, but the more modern done in salted water. Dip in beaten other angle. In Michigan alone with them for they know nothing ing along a personal interest in things be more than tradition if they are to trend is towards color and as a rule egg, roll in cracker crumbs and fry our colleges and high schools last worth while comes easy to the aver- with which books deal and an imagi- be of service in helping steer a one responds to the influence of in hot drippings.

Plan your house dresses according to the work one has to do have a heavier mixed material for outside work than is necessary for One part of rhubarb juice to home duties. It is far better to hree of berry juice makes a de- have a suit of denim knickers with licious summer drink when diluted hat to cover head, heavy shoes and cotton stockings and canvas gloves Use rhubarb juice as one would while doing outside work for one lemon juice. Many can it in small will be safely dressed to handle machinery or other farm work and at the same time be more attractive than if rigged out in some out of date housedress that does not give skin protection nor shed dirt. Then on returning to the house, change

A few general principals in dress Combine grape juice, cold water planning are first to have balance don't put on a big hat and a heavy Pour over ice, The last thing add fur at the same time, you will look

If one is stout, avoid cape collars take the place of orange juice. It or yokes on skirts that point down is also being used more and more but rather use a V-shapped neck as the first course of a dinner as an line and an inverted V for skirt

World's Tallest Hotel - 46 Stories High



#### When Garden Is At Its Best

During these summer days when the garden is at its best we can well acquaint ourselves with the many new ways in using vegetables. Perhaps we may find dishes that will be good and still different, some thing that every housekeeper is each layer with salt and just a taste looking for. Perhaps some of these of sugar and dot with butter. will be new to most of you.

#### GEORGIAN BEETS

Wash a dozen small beets and cook in boiling salted water until dish. soft, remove skins and cut in small

Mix 1/2 cup sugar and 1/2 table spoon corn starch, add 1/2 cup vinegar and let cook a few minutes. Put in beets and let stand on bacl of stove 1/2 hour.

Just before dishing up add tablespoons butter.

#### GLAZED ONIONS

Peel small white ripe onions and boil for 15 minutes.

Drain thoroughly. then put in the onions with 2 tablepoons sugar

Cook until browned or about 20 more of milk.

#### STUFFED PEPPER SALAD

Select smooth, well shaped green peppers. Cut a slice from the top remove seeds and pith. Pack tightly with cream or cottage creese. Place in the ice box or other cold

Cut in quarter inch slices and use serving. Garnish the center of each calf, the school board immediately slice with a bit of parsley or a piece of red pimento and serve with dress-

#### GREEN CORN FRITTERS

1 pint corn cut from cob eggs 2 tablespoons milk

1 tablespoon flour Beat eggs well, add corn, salt, milk and flour and fry on hot grid-

#### FRIED CARROTS Boil whole carrots until about

STUFFED PEPPERS

6 green peppers, cut off stem ends dren. Boil for a very few minutes and Choose your most becoming color, drain. Then stuff with a mixture then plan your wardrobe around it. of 2 cups dry bread crumbs, 2 tableess money if shoes, stockings, hats ed meat, salt to taste and 2 table-

> answer. Bake until tender.

#### STUFFED TOMATOES Select firm smooth tomatoes.

Do not peel but cut off stem end and carefully remove soft pulp. Then fill cavity with a mixture similar to stuffed pepper and bake. One can use bits of left over bacon or ham as well as beef or pork.

#### BAKED CABBAGE AND APPLES

Grease a baking dish and put in layer of shredded cabbage, then a ayer of sliced apples and sprinkle

Cover last layer with 1 cup buttered bread crumbs. Cover and bake until tender. Remove cover and brown crumbs. Serve from the

#### FRIED SUMMER SQUASH

Wash and pare squash; Slice about 1/2 inch thick, sprinkle with salt and pepper and roll in flour and fry a nice brown in half butter and half lard. Cook slowly and keep frying pan covered.

#### SCALLOPED POTATOES WITH CORN

4 good sized potatoes 1 pint corn cut from cob

Butter a baking dish and put a layer of potatoes, then layer of corn, Melt 3 tablespoons butter and sprinkling each layer with salt. pepper, bits of butter and a dusting of paprika. Pour over all a cup or

Bake from 45 minutes to 1 hour n a hot oven.

#### Los Angeles Children See Their First Cow

When 25 per cent of tho elementary school children in Los Angeles admitted in a recent survey that they had never seen a cow, and 50 slices on a lettuce leaf for each per cent said they had never seen a sponsored a tour of what might well be called a unique "bovine limousine" or in plain farm language a truck, carry two cows each with a calf by her side, which made the rounds of the 294 grade schools within the city. It is needless to say, the exhibit and the story told by those in charge, proved to be of absorbing interest to the city-bred youngsters.

Some city parks and zoos now have pens of some of our domestic animals along with the cages and runs of imported wild animals, that city children may become familiar with the farm animals that provide nourishment and clothing for the human family. Most of these exhibits come about through the generosity and understanding of some farmer minded friend of city chil-

#### PEACHES

lowest prices from growers organiza SOUTH HAVEN FRUIT EXCHANGE South Haven, Michigan

### **Farm News Patterns**

7119

MICHIGAN FARM NEWS 11-13 STERLING PLACE, BROOKLYN, N. Y. .... Fall 1931 Fashion Book .....

#### Distributors Say Distribution Cost Is 41/2 to 7c Per Quart

tributors selling at the published Bad Axe plant prepares all whipping and entered them on their books at the Michigan Milk Producers have price of 10 cents per quart were in and other cream for Belle Isle's De- inflated values for determing earnings done a very creditable job in reprea number of instances averaging 8 or troit trade, also all the cottage cheese, 9 cents; one admitted selling retail Mr. Heyboer said, stating other ed the questioning that way: bottled milk as low as 7 cents per plants are at Deford and Perry, and quart to meet competition.

Claim Too Much Surplus

Detroit distributors testified generally that as far as surplus is concerned

what they can out of the surplus; pany usually sells as fluid milk 120,- that, but no good will was included. some submitted operating statements 000 lbs. daily, that it may go as high to show that lately they have gotten as 150,000 lbs. on hot days and as ued today as before the merger and it. Some skim it and manufacture the overage and that returned by the wag- fore the merger. butterfat themselves; others sell it to ons is considered surplus and skimplants specializing in ice cream mix med, with most of the surplus going cream. Belle Isle Creamery testified that all its bottled cream and whipping cream comes from its special plant at Bad Axe.

Surplus a Great Problem Surplus milk in the Detroit mar-

ket and how to get a profit out of it appears to be a great problem, certainly from the producers' standpoint, and also for the distributors, according to their testimony.

The question of the principle of a 50-50 split of the consumers dollar between producers and distributors was answered by distributors in this way: That there is a consumers' price where a 50-50 split is equitable. That if the price per quart goes over 12 cents, the producer may be entitled to more than 50%, but 10 cent milk produces only loss all around, according to the distributors.

Depression Slashed Sales

Discussing his viewpoint of the change that has come over the Detroit market in the matter of surplus. Mr. Leonard Freeman of the Freeman Dairy Company of Flint said that in the boom industrial times of four or five years ago, Detroit distributors kept pace with the growth of the city. obliged to keep extending their area, always taking in more producers who had sold to condensaries. They got a taste of \$1 to \$1.75 or more additional for milk that went in the bottle.

Some Refuse Surplus

milk through the Michigan Milk Pro- price. home to be manufactured and save the grocery store prices. haul expense to Detroit.

volume, not dealing with the Milk pany was then retailing milk at the Producers nor on the base and sur- Detroit list price of 11c per quart, and plus plan, testified that he bought his offers 3 quarts or more at 10c per price he figured to be near the Pro- Mr. Heyboer, "we have to drop the McDonald advised the Commission on ducers, but let the farmer dispose of price to hold trade. We find stores the surplus. This spring he cut off selling for considerably less than list every producer one day a week and price." still had a surplus. Another distri- MR. EGER-Your testimony indibutor buying at a flat rate testified cates that you do not get 11c all than one quart. that he took all the milk offered but through; can you give us the average this spring saw his 200 cans dally price you receive for all retail milk? jump to 600 and dropped \$30,000 get-sold? ting rid of the surplus to a con-

News Presents Testimony

The FARM NEWS presents in con- milk in June: densed form the testimony of Detroit distributors as developed by Paul Eger, Ass't Attorney General, and other members of the Commission. They were questioned as to their financial structure, volume of business, business methods, operating costs, profits, disposition of base and surplus milk. Charges made by producers against distributors in previous hearings were probed.

Members of the Commission taking an active part in the questioning at Detroit were Mr. Eger, State Senator Peter B. Lennon, State Rep. J. N. McBride, Dr. W. O. Hedrick of State told that half the ice cream in the ing dividends on its stock the last since 1929, is capitalized at \$100,000; College, Paul Woodworth, collector of E. Powell, State Commissioner of Agriculture, presiding, and Mrs. J. E. Hancock of Detroit. All firms mentioned below are Detroit concerns unless stated otherwise.

#### BELLE ISLE CREAMERY CO.

Testimony by ADRIAN M. HEYBOER, Gen'l Mgr. Mr. Heyboer, with the firm since 1913, stated that the Borden Company situation that is terrible. secured control in 1929, exchanging rate corporation.

milk daily, all from the Michigan 87c out of 100 lbs. of surplus they A. I can't see this business in any A. No. Milk Producers Ass'n, said Mr. Hey- paid 80c for, without any operating way except as a keen, competitive "Farmers have no idea what we do boer, except 9,000 lbs, at Owosso charges considered. where the firm has a manufacturing MR. LENNON-Why is it if consoli- ply or market price. You can't have night to distribute milk, collect, and plant. At Bad Axe, Huron county, the firm has a plant which buys when the farmer gets more for milk, Q. Have you cut wages or number hard hit. Collections are 7 times as MR. LEONARD FREEMAN, Chr. of Bd. 45,000 lbs. daily from farmers not af- you up the price on the consumer? of employes? filiated with the Milk Producers. The MR. HEYBOER-Drop in the vol- A. We employe about 1,400 people, told the Commission.

all operating.

MR. EGER-What do you do with surplus milk?

they wish that there were consider- surplus as the amount of milk left your company for good will? ably less of it; they admitted that they from the milk bought from the Michrequire about 20% surplus to be igan Milk Producers for sale as botcertain of meeting the daily ups and tled milk. Our surplus is small. We actual amount issued was about obtain his customers, and gave the downs in demand for wholesale and have to take more than we can sell \$900,000. If we show anything for following distribution for \$1 spent for retail fluid milk. When they sell sur- as bottled milk. We skim the sur- good will, it was for milk routes, etc., milk by his company January 1 to plus as bottled milk, they pay base plus and sell the cream. This year that we paid for price for it; when they don't sell all we have sold a lot of it to the Fairthe base as fluid or bottled milk, they mont Creamery here, buttermakers, pay surplus for the base not sold at 2 to 5c over Chicago prices. Someat retail prices, it was stated. It has times we send it to other companies. been urged upon the Commission that Our fluid cream is well supplied by producers should have base price for our Bad Axe plant. If Bad Axe can't the necessary 20% over-run now supply our needs, we draw from the

Owosso plant. Distributors testified that they get Mr. Heyboer stated that his com-

#### SENATOR



Mr. Lennon is a member of the

Came the race to get more and more Milk Producers is that all milk sold of that milk into the bottle, with in- as fluid is paid for at base price and crease in cows and production, and that no milk goes into bottles for finally the depression which has cut which the farmer gets the surplus consumption in Detroit and elsewhere price. He said that Belle Isle and Gable-Risdon, the other Borden subsidiary, have understandings as to Port Huron and an Ypsilanti-Ann and forth at cost prices and that fluid Arbor creamery testifying buy their milk is charged in exchange at base

ducers Ass'n. These firms supported | Asked how groceries could sell at the base and surplus plan as the best 6 cents, Mr. Heyboer said he could means yet devised for getting the re- swear that Gable-Risdon is not sellquired fluid milk on the market and ing milk at a price that will enable a providing an incentive to keep as store to profit at 6c per quart, and

Questioned concerning price of re-One distributor of considerable tail milk, Mr. Heyboer said his com-

Mr. Heyboer quoted the following returns as "net to us after all allowances are deducted" for pasteurized

10 oz. bottles ..... Half-pints .....

are charged list price," said Mr. Hey- are open to the Commission.

boer. "If they have to make conwe adjust."

quart of milk was answered that it herewith the valuation of that plant would be submitted to the Commis- as shown on our books today-\$72,000." sion, as would any information that the Commission wanted. MR. POWELL-Yesterday we were

state is made from rancid butter or quarter of 1929. Arctic also in 1929. of which \$85,000 is paid in, handles internal revenue at Detroit, Herbert cream. What is your observation? made from the best cream and that he our Michigan companies except divi- Oakland Farms Dairy, has paid no didn't see how any firm could stay dends. We are paying no dividends dividends since being in business, is in business using anything else.

testified that all year they have wish- stock.

"Two years ago we paid 32 cents officers? stock. Belle Isle continues as a sepa- more for surplus and made money; this year we lose;" he said, stating Belle Isle buys about 150,000 lbs. of that he has seen times when they got milk trust in Detroit.

dations have cut costs for you that a trust without those things.

ume of business has eaten up savings We have cut wages 12% and 15% that have been effected.

producers at the Lansing hearings \$30 per week. requirements, etc., Rep. McBride turn- senting their farmers."

REP. McBRIDE-Why did you increase capitalization of your company from \$750,000 to \$2,500,000 before the merger, and why does the Secretary Mr. Kennedy told the Commission MR. HEYBOER-I would define of State's records show \$1,000,000 in that distribution of a quart of milk

REP. McBRIDE-Did you pay \$1,-000,000 for routes?

MR. HEYBOER-We never had a million dollars.

Mr. Heyboer stated that the Borden company paid for the Belle Isle company with Borden stock, paying for the business valued at more than \$1,000,000, stock worth more than He stated that the equipment is val- a public utility.

and butter; others sell the sweet into the sour cream and butter trade. supervisory fee to the holding company, and that the Borden company cannot get any money from the Belle companies and force them to take his Isle other than what Belle Isle can milk", objected Mr. McBride.

their stockholders considered it good so far, and if they have to go farther, business to unite with a nation-wide charge a high rate." oncern in the belief that dividends were more secure and not dependent on Detroit conditions alone, and that the stock would be a sounder investment. He said that Belle Isle now pays Borden in dividends less than

ngs are very small

The Michigan Milk Producers were STATE SENATOR PETER LENNON If we are a trust we should be broken, his volume, Mr. Babcock said that in Commission of Inquiry into the Cost a concern that does 60% of the busi- 28% surplus, but sales were 45% control 60% of the business.

MR. HEYBOER-We do not con-We could lose it tomorrow.

#### DETROIT CREAMERY CO. ARCTIC DAIRY CO.

Testimony by MR. HARRY McDONALD, President

Mr. McDonald told the Commission that he is manager of the Detroit Creamery and president of the Arctic. both subsidiaries of the National Dairy Products Co., which has some 53 subsidiaries in the United States.

Arctic, said Mr .McDonald, has ice cream plants in nearly every princimuch of the surplus as possible near that distributors could not control pal Michigan city, mostly acquired by purchase, and in January, 1929, was acquired by National in an exchange of stock. Arctic owns some retail milk businesses in Lansing, Ann Arbor and other Michigan cities.

Detroit Creamery, also an affiliate fluid milk requirements only at a quart. "In some neighborhoods," said of the bottled milk in Detroit, Mr.

> Q. How do you sell milk in Detroit?

A. 11c per quart; 10c for more Q. What do you do with surplus

A. Skim it and dump. Asked if the National had increased entering them in their books, Mr. Mc- of Milk. Donald denied any inflation by Arctic or Detroit Creamery when taking over

cost for processing and distributing a onto our books at \$300,000. I submit of oleo.

Q. When did you pay your last dividend? A. Detroit Creamery ceased pay- he has been in business in Detroit

Mr. Heyboer replied that any firm of fees or charges to the National? milk daily, buys milk through the knows that the best ice cream is A. National can get nothing from Milk Producers Ass'n, and from the to National, but our stockholders are not making money today, will go out Returning to surplus, Mr. Heyboer getting dividends from National Dairy of business on 10 cent milk, will get

ed for less milk; that money can't | Q. In buying these Michigan Com- money on less than 12 cent milk. be made on milk in an industrial panies have you made contracts with Q. Do you cut prices? officials, are you paying bonuses to A. I have competitors who cut

A. No

business. We can't control the sup- from 12 midnight till 6 or 7 the next

exempting office employes below \$25 Questions having been raised by per week and plant employes below

about big distributors having watered | Asked about relations with prostock, having purchased properties ducers, Mr. McDonald said, "I think

#### W. J. KENNEDY DAIRY CO.

MR. HEYBOER-That was author- out any payment to the farmer. He ized capitalization, of which the stated that it has cost him \$110,000 to

| une 31, 1931:                  |    |
|--------------------------------|----|
| Farmer, transportation42,50e   |    |
| Labor25,60c                    |    |
| Supplies                       |    |
| Depreciation 3.10c             |    |
| Advertising                    |    |
| Taxes, Gen. Exp 5,50c          |    |
| Interest 1.70c                 |    |
| Truck operation 6,40c          |    |
| Bad Accounts 1.70c             |    |
| Federal Taxes                  |    |
| Net income                     |    |
| Rep. McBride asked Mr. Kennedy | 51 |

less out of surplus than they paid for low as 80,000 lbs. some days. The depreciation is less than figured be-you can keep politics out of it". The only way to assure the farmer a fair Mr. McBride was advised the Belle price for milk, he declared, is to col-Isle pays no high bonuses, etc., no lect Detroit's supply from a restricted "Any farmer could mandamus the

> "They do in Cleveland through the Asked to explain why the merger board of health," replied Mr. Kennedy. was made, Mr. Heyboer stated that "The inspectors refuse to go out only

#### BABCOCK DAIRY CO., Port Huron

MR. CHARLES T. BABCOCK, Owner. Mr. Babcock told the Commission the old Belle Isle Company earned. | that he has operated in Port Huron MR. McBRIDE-Are the dividends 18 years, handles about 40% of the paid on your \$2,500,000 capitaliza- milk business, takes 14,000 lbs. of milk daily, is making a little money, MR. HEYBOER-No dividends are and that profits were better in the paid on our capitalization, but on the past, stating that the down in con-Borden stock. Today Belle Isle earn- sumption raises operating expense

He said that he buys through the MR. LENONN-Did Borden bring Michigan Milk Producers Ass'n, pays he base and surplus plan to Detroit? the Detroit price, has no price agree ments, was then retailing at 10c per MR. LENNON-What about the quart, and Detroit makes his price charge of a milk trust in Detroit? His surplus, he said, goes into butter MR. HEYBOER-The word trust is and powder, which save waste. He in indictment that is harmful to both could not state his cost of processing distributor and producer. Borden and distributing a quart of milk.

bought us for general earnings effect. On question as to how he handled MR. LENNON-The courts hold that July he received 72% base milk and ness is a trust. Does your company base and 55% manufactured or surplus.

MR. LENNON-Producers tell us trol any business. We serve about they are losing money; population is going up in this area, number of cows down, according to census. Why

#### REPRESENTATIVE



STATE REP. J. N. McBRIDE valuations of purchased plants when Commission of Inquiry into the Cost

MR. BABCOCK- Hard times. We

#### REBEL CREAMERY CO.

MR. THOMAS REBEL, Owner Mr. Rebel told the Commission that

Q. Do your company pay any kind from 13 to 14 thousand pounds of by on 11 cent milk, and can't make

prices. I try to keep the milk rar-

ket up. Q. We hear a great deal about a Q. Do you pay any money to janitors to get distribution?

hold up the price. The consumer is FREEMAN DAIRY CO., Flint

### MILK PRICE GOES UP

A wave of serious price-cutting was started in June through unwise agitation among certain farm groups and publications.

By the end of July the price to Producers had been cut to a ruinous level.

The efforts of the Michigan Milk Producers Association have now resulted in the restoration of the fluid price at \$2.50 in Detroit.

The Association believes that this Detroit price is only as secure as the spirit of co-operation which

exists or which can exist among all of the milk Producers of the southern counties.

The Association wishes to stress the importance of everyone insisting upon receiving \$2.50 so that whatever milk can be absorbed by the Detroit market will be taken at a price which gives the individual Producers a chance to survive.

Stability is the only possible salvation and we believe it can be secured only through a general and whole-hearted support of the Association price.

### Michigan Milk Producers Association

PROCTOR CREAMERY CO.

MR. FRANK SZCZSPANI, President Szczspani told the Commission that his firm is capitalized at \$400,000, handles 26,000 lbs. of milk daily, bought through the Milk Producers, serves industrial section of the city, has paid no dividends in the past three years, has not added much new equipment, is not making money on 11 cent milk, doubts if he can stay in business if present conditions con-When competition cuts the price to less than 9 cents a quart, he lets them have it, he told the Com-

REP. McBRIDE-Would you be willing to put your legs under the table with other distributors and agree on a policy that would stabilize the price

of milk in Detroit?

are checking for the possibility of a cle. Mr. Freeman continued to the groceries. combination that may be fixing prices. Commission: Mr. Attorney General, isn't that pro-

in the hearing.

#### IRA WILSON SONS DAIRY COMPANY

RODERICK B. CAMPBELL, Treas. Mr. Campbell testified that his company buys milk through the Milk Producers, gets some from its own station at Ovid, Clinton county, and Mr. McBride is a member of the buys some from Mr. McCloud at Grand Blanc, paying about the same price, he said.

Questioned on earnings, he said the firm is making money, has paid no Michigan plants, or inflation by Na- are peddling half to lots of places. dividends but has built up its plant. Milk is the cheapest food. In 1917 half of them using my milk, at an tional in taking over Arctic and Detroit Sales are 20% off. Many producers He explained making money by low it was 17 cents a quart. "When our wagons go out, they creamery, and stated that their books are boosting production. Also, I know operating costs, no salaries to firm's a chain of stores in the Port Huron officers, who have other business in-"I understand," said Mr. McDonald, area. They sell olco. I am told that terests; firm serves a good class of system in the country. cessions to sell, they report to us and "that it was stated at the Lansing 21 stores in Port Huron sold 40,000 trade in Detroit's northwest section hearing that the Owosso plant we lbs. of oleo last year and 8 stores and has a big wholesale trade. It nopoly at that time. We sold milk We separate all we don't bottle. Mrs. Hancock's question as to his bought was valued at \$65,000 and went in the rural districts sold 100,000 lbs. employes 150 persons, has not cut on a narrower margin than we have Some goes into bottled cream; the

neer in price cutting?

at these prices per quart-12, 11, 10 be allotted to companies?

Q. How much does it cost you to I think are unjustified. I think our sell at \$20.16.

Q. What do you pay at Ovid?

to the Commission.

milk at retail, and another 10,000 was ation has been terribly misrepresented. two years ago. Why? Competition. skimmed and sold as cream, what Take an inventory of the milk prowould each transaction make you? The witness did not have an answer, milk, and you'll find out about a surand Mr. Rebel, of the Rebel Creamery plus. Co., a previous witness, offered, "There is not much money in it, the producer or the distributor. An that his company has been a corpor-

way, it would be good."

hard as three years ago," Mr. Rebell Mr. Freeman told the Commission that their main plant is at Flint, and Mr. Reinoski told the Commission

the State. At Flint they make ice cream, butter, powdered milk, and carnings in the buisness, listribute fluid milk. The firm has made no money recently. 750,000 outstanding in common stock, not buy through the Milk Producers,

ue. It has paid two dividends in 10 fluid milk on base and surplus and recently he had to order farmers to buys milk for manufacturing as low and still had a surplus. as 85c per cwt. at Standish and Chesaning, delivered, he said. During and does it pay? the depression, the firm has lowered salaries and cut the number of em-

ployes, Mr. Freeman said. Milk retailing at 10 cents per milk difficulties in Detroit? quart does not increase consumption, Mr. Freeman observed. His comment was that the growth of the surplus is last spring to lead the public to bedue to growth of the cities in recent lieve that farmers were getting only MR. SZCZSPANI-If the others years, with corresponding growth in 2 cents per quart for the same milk the milk shed, together with increase that the public was paying 12 cents COMMISSIONER POWELL-Sever- in production and the abrupt drop of per quart for. al times this question of "legs under 20% in consumption due to the dethe table" has been presented. We pression was told earlier in this arti-

"More and more milk is being forced posing a price fixing combination, in into manufacturing. The price paid for bottled milk is an arbitrary price. MR. EGER-The question is there. All manufactured milk is on a world MR. McBRIDE-The Federal Trade | market price. Producers and distri-Commission is saying that where con- butors have created an arbitrary price ditions are demoralized in an indus- for retail milk, and it is all right. Milk try, the industry should get together is the only farm product that will and stabilize prices. It is not price stand it. Also they have created a great rivalry about getting milk into 4% in 1928, is now making money and The question was not raised again the bottle. The people consume only using it in the business. He stated

Q. What is the cost of processing and distributing a quart of milk?

A. I don't have the figures on that. Q. Should the farmer get 5 cents out of milk at 10 cents per quart?

A. Milk can't be distributed for 5 cents a quart. Fifty per cent is not good as an arbitrary rule. When milk is 12, 13 cents or more, the distributor isn't entitled to 50%.

-an increase to the consumer?

MR. FREEMAN-We had a mo- cutting some to do it.

process and distribute a quart of public men should be more careful. Q. Do you know of rancid cream I don't think there is an area handled being used to make ice cream?

You can't afford to destroy either

it may be sunk.

MR. ANTHONY REINOSKI

they have a number of plants around that his company has paid no dividends in ten years, has invested \$300,000 in preferred and a bond is- but pays \$1.65 at the receiving station. Sets his own price and volume, ears, he said. Freeman Dairy buys ordinarily does not have a surplus; has such business in Flint only. It keep all milk at home one day a week

A. Skim the cream and sell it wholesale. It can't be sold at a profit. Q. In your opinion what is causing

A. (1) Unemployment (2) price cutting (3) unwarranted agitation

Q. What is the lowest price you

A. 61% cents per quart, to meet competition.

#### JAS. WARNER DAIRY, Ypsilanti-Ann Arbor

Testimony by MR. WARNER Mr. Warner told the Commission that his firm has been in business since 1911, has \$50,000 capital, paid about so much. No surplus? Bunk! that 61% of their income goes to pay for milk, gross profit is 39% and net

> Mr. Warner stated they were then retailing milk at 11c the quart bottle, 9c per quart wholesale, averaging about 8c. The milk cost 4c per quart, gross profit is 4 cents and the net profit per quart is 6/10 of one cent. O. How do small dealers handle

profit on capital investment is 7%.

surplus milk? A. We have a peculiar situation in MR. LENNON-What is the remedy our towns. The other day 2,400 people moved out of Ypsilanti in one MR. FREEMAN-Not unreasonable. day-summer school students, probably average of a pint a day. When prices DR. HEDRICK-Fifteen years ago slide in Detroit, farmers near small Flint was said to have the best milk towns are inclined to take out a license and build a business, under-

been able to since. Competition has rest we sell where we can. We pay REP. McBRIDE-Were you a pio- increased the cost of doing business. 93c per cwt. for surplus, and at 25c MR. McBRIDE—Have we reached for butterfat, realize 87 cents.

MR. CAMPBELL-No. When milk the point where milk should be con- Producers ask me why I can't pay was 12 cents, we sold 1, 2 and 3 quart sidered a public utility, and territories regular base for milk going into bottled cream. The answer is my com-MR. FREEMAN-Possibly. I would petition buys cream from condensalso like to say that I have heard a aries. For a can of cream, 32 lbs. A. \$1.35 per cwt. for 3.5% milk lot of harsh statements made against butterfat, I can get \$20.16. If I paid the Michigan Milk Producers, which base price, I'd pay \$21 for what I

A. We will furnish that information better than the Detroit area. Certain A. It would drive me out of busipersons make the howl that there is ness. Ice cream in Ypsilanti now Q. If you sold 10,000 lbs. of base no surplus. That's bunk. The situ-sells at 35c per quart as against 60-70

#### duced and the milk consumed as fluid SWEITZER DAIRY COMPANY

MR. F. A. SWEITZER, Owner Mr. Sweitzer told the Commission Theoretically it looks fine. If we individual can go a long ways at a ation the past five years, has an incould be sure of disposing of it that loss. Let a corporation fail in meet- vestment of \$35,000, has paid no diviing its bond issue requirements, and dends but is making some money which is going back into the business. He sells single quarts at 11 cents and LIBERTY DAIRY COMPANY in three quart sales at 9c per quart His average price for wholesale and

bottled milk is 9 cents per quart. He (Continued on page six)

work the Producers is there to do.

#### Distributors Testify Before The Commission

(Continued from page 5)

loses on the wholesale trade, he told the Commission, and attributes his profits to a good retail business. He supports the base and surplus plan, surplus as whole milk to a Mt. Clemens dairy frequently. He operates 13 retail and two wholesale wagons, and said he didn't believe competition had money. hurt business in Detroit.

#### JERSEY CREAMERY CO.

Testimony by MR. FRED WARD, Owner Mr. Ward told the Commission that

told the Commission. is wholesale, that he handles 51,000 the Detroit milk shed area. lbs. of milk daily, does not buy

the producers?

Milk Producers.

What's the lowest you have from which it gets its milk. paid for milk?

grocers and restaurants. Do you find collections good?

A. Our credit loss is about \$30,000 a year, which isn't bad for our whole-\$800,000 to \$900,000 per year.

Q. Do you cut prices? No, but if another distributor does, I'll meet him.

Q. What is the lowest you have

sold milk for this spring? 61/2 cents per quart.

Have you cut wages or reduced the number of employes?

A. We employ about 150 people for said. 73 routes, including 15 retail routes our force some. Drivers are on commission with a \$40 per week guaran- margins. tee. If they don't earn it, I pay it. good management. Our net profit the past year was \$8,000.

and distribute a quart of milk?

It costs 11/2c to put a quart of

Q. Do you buy and base and sur- what less. plus?

flush season. Recently I had to send ply is down?

What is your retail price? This month, 11c for one quart, probably have losses. of our quart consumers clubbing to- cream mix? gether for one three quart orde: to A. I can't imagine anyone trying save that 2 cents per quart.

#### MORNING STARLIGHT CREAMERY

stated that he was making a little and dairy marketing facts in the De-

#### MICHIGAN PRODUCERS' DAIRY CO., Adrian

MR. O. T. GOODWIN, Mgr. has decli The Commission was much intermodities. ested in questioning Mr. Goodwin skimming stations and manufacturing day," Dr. Horner said. Mr. Ward said 99% of his business plants owned by producers throughout

through the Milk Producers, but buys that the Producers Dairy Company is 1929. Milk retailed at 14 cents in that line. He stated that he had copurely a manufacturing plant, has 1929, and is 11 cents per quart today, operated with Mr. McCloud by releas Q. How do you fix your price to \$86,000 outstanding in stock, of which Mr. Horner said. 

A. In April as low as \$1.15 per milk locally from Producers Ass'n cows, more production, to keep pace was the cold of the distribution.

where the contrary milk locally from Producers Ass'n cows, more production, to keep pace prices were fixed in advance, etc.

Mr. McCloud replied, "They are not be contrary to the contrary members and others, also takes sur-Q. You sell mostly wholesale to will take all the milk offered by all ed sales.

old patrons priority. 175,000 lbs. (capacity support base and surplus? sale trade, based on gross sales of daily, said Mr. Goodwin, stating that It does not operate on base and sur- not so. plus. All receipts are for manufacsold on the basis of the national market for such products. The plant may

> Q. Do you believe more plants like never operated on that market. Everything depends on

Q. Have you paid dividends? been paid on the common.

Q. What would it cost to establish milk through the plant. It costs 41/2c plants such as yours in the milk area? sion with a number of charts to show to distribute it wholesale, and 7c per A. About \$140,000 to build and quart to distribute it to the house equip a plant like that at Adrian, and milk at Detroit, the amounts sold as holder, collect, credit loss, etc., with \$100,000 or more cash for operating fluid milk, amount of base not sold as out paying the farmer anything for capital. Maybe \$300,000 in all. Plants fluid, the amount of surplus milk re of smaller capacity would cost some ceived, etc.

Q. Suppose smaller plants were A. We have to take all the farmer established on the edge of the Prooffers. Our station at Croswell aver- ducers milk area to absorb surplus ages 275 cans in the winter. I have but had to be closed a couple of seen it go to 500 and 600 cans in the months each year when the milk sup- Dairy Company in 1929, exchanging

to 9c for each of three quarts, aver- Q. Have you heard of rancid butage 10c. Another thing, we find lots ter or inferior cream going into ice

to build up a business that way.

#### Classified Ads

Classified advertisements are cash with order at the following rates: 4 cents per word for one edition. Ads to appear in two or more editions take the rate of 3 cents per word per edition.

#### WELL DRILLING TOOLS

WELL DRILLS FOR SALE. have a number of drills suitable for drill-ing wells from two inch to twelve inch. Also hollow rod, jetting, and cable tools. Edward Christman, Saginaw, Michigan. (7-11-4t-i)

#### FURNITURE

DUE TO PRESENT BUSINESS CONditions we have been forced to foreclose a mortgage and have on hand a \$1,475.00 bill of goods, including a 1929 model four door sedan and complete furnishings for a four room house which we will sell for the small balance due of \$517.00. Contract will be rewritten to suit the purchaser and merchandise will be delivered free of charge anywhere in Michigan. The car is in excellent condition and the furniture can hardly be told from new merchandise. The furnishings include a two piece mohair suite with reversible cushions, a cogswell chair covered with frieze linen, a davenport table, end table, three candle light junior lamp, a vase base table lamp, walnut console phonograph, 9x12 seamless axminster rug, eight piece walnut dining room suite, 9x12 dining room rug, walnut vanity, upholstered vanity bench, chest of drawers, double deck coil spring, five piece oreakfast suite, 9x12 congoleum rug, 25 piece set of silverware, etc. We are not allowed to sell a used mattress, but will include with this a new \$33.00 inner-spring mattress at the same price. Write CHAFFEE BROTHERS FURNITURE COMPANY, 106-118 South Division Avenue, Grand Rapids, or call us at 93436 at our expense. (8-8-2t-202b) DUE TO PRESENT BUSINESS CON-

WHY BUY USED FURNITURE? \$4.00 work for home and necessary expendence outfit of brand new latest design furniture, including a three plece Grand Rapids made mohair living room suite in four holes of three different colors, heavy \$x12 seamless velvet rug, wainut davenport table, four designs to choose from, new design junior lamp, eight piece genuine wainut dining room suite, plate glass buffet mirror, \$x12 dining room rug, wainut dresser, chest of drawers and full size bed, double deck coil springs, 50 lb. all-felt mattress, three burner stove, 5 plece breakfast suite in any color you wish and \$x12 congoleum rug for the kitchen, 26 plece set of silverware, etc. This is an outfit that would cost you \$575.00 in any store if bought piece by piece, but which we will selly you on our special outfit plan for only \$\$19.00. We will deliver free of charge for future delivery for a deposit of \$10.00, we will deliver free of charge for future delivery for a deposit of \$10.00, or deliver immediately for weekly payments of \$4.00. We are open until \$0.00 clock every evening for your convenience. CHAFFEE BROTHERS FURNITURE? COMPANY, 108-118 South Division Avenue, Grand Rapids, Michigan.

WANTED—WORK ON FARM BY WANTED—WORK BY YEAR, and the possible. Single, middle aged man. Experienced in farm work. Andro Mork By YEAR, and \$1.00 clock every evening for your convenience. CHAFFEE BROTHERS FURNITURE? COMPANY, 108-118 South Division Avenue, Grand Rapids, Michigan.

WANTED—FARM WORK BY DAY OR month by capable, middle-aged man. Widsower. J. W. Grow, 742 Center street, Lansing, Michigan.

WANTED—FARM WORK BY DAY OR month by capable, middle-aged man. Experienced in farm work. R. H. Cooper, 1234 Clevetand Single, with all kinds of maching from work. R. H. Cooper, 1234 Clevetand Single, with possible. Single, middle aged man. Experienced in farm work. Andro Lachowyn, (8-22-1t).

WANTED—FARM WORK BY DAY OR month of weekly month or week by middle aged man. Experienced in farm work. R. W. Grow, 742 Center street, Lansing, Michigan.

The tro WHY BUY USED FURNITURE? \$4.00

#### LIVE STOCK

HEREFORD BULLS FOR SALE. Two about a year old. One herd sire about 4 years old. Ross Fletcher, R. F. D. 6, Cassopolis, Michigan. (8-8-2t-p)

#### PIANOS FOR SALE

\$695.00 WALNUT STOREY AND Clark player plano in A-1 condition mechanically, case is slightly variety changed by the change of the companies want more business, the cheeked, for balance due on contract of \$57.00. Twenty-four rolls and bench to match go with this. \$795.00 Oak Storey and Clark plano used in store only for \$125.00. This plano is new and has been used as roll demonstrator and is in the best of condition in every way. Bench and rolls go with this. Free delivery anywhere in Michigan. Write CHAFFEE BROTHERS FURNITURE COMPANY, 106-118 South Division Avenue, Grand Rapids, Michigan, or call 9-3436 collect.

(8-8-2t-102b)

#### WANTED-FARM WORK

WANTED—STEADY FARM WORK by an elderly man. Clean, neat, refined. Wages no particular object; interested in good home. Can do general work well. W. H. Wright, % Octe Hart, Bath, Michigan.

#### DAIRY PRODUCTS RE-SEARCH BUREAU

DR. J. T. HORNER, Mgr. Mr. Horner, former member of the distributor retails from 25 to 30 known in recent years as an investithousand pounds of milk daily, buys gator of the Detroit milk market, through the Michigan Milk Producers, stated to the Commission that his Cloud stated that he began business told the Commission he gets rid of the separates its surplus and sells the Bureau is a non-profit organization. It declared the base and surplus plan area milk distributors. Its purpose, best for farmers and distributors. He said Dr. Horner, is to report business

> troit area to those distributors. Retail and wholesale price of milk has declined in the Detroit area since 1926, Dr. Horner said, but the averhas declined less than for other com-

Feed cost has declined 36% since he owns 98% of the stock in his com- since the Producers plant, founded in 1926, and the relation between feed as far as the Producers were con pany, capitalized at \$10,000. Has been 1921, has been regarded as a work- and milk is more favorable today than cerned; also, that in his (McCloud's) incorporated for five years, has never ing example of a large plant on the it has been for four or five years. paid a dividend, has drawn \$75 per milk shed frontier for the purpose of Feed costs are getting nearer to milk tributors and by the distributors, that week salary in that time, has never relieving surplus milk conditions, to price levels right along. "I don't say figured earnings, but leaves it in the enable producers to get the most out that it's profitable to produce milk. vance of the sales meetings and the business, and at the end of several of manufactured milk, etc. Producers but I do say that feed as milk brings years operations owes \$120,000, he at previous hearings have advocated more than it will any other way to-

> Milk production has increased over Mr. Goodwin told the Commission than in 1930 and 30% lower than in or that anything had been done along

farmers and distributors in the area keeping more surplus at home, Dr. Horner said, adding that the surplus less asked Mr. McCloud to substantistic Salt Lake City attorney, former sections as \$1.30 duty per results obtained in these various bis charges that the Producer's Ass'n retary of the American Farm Bubshel on foreign wheat. This week results obtained in these various bushel on foreign wheat. This week results obtained in these various bushel on foreign wheat. This week results obtained in these various bushel on foreign wheat. The Company, he said, buys its is due to a larger milk area, more was the tool of the distributors, that reau, has been appointed member of wheat was quoted in Germany at a was the tool of the distributors, that reau, has been appointed member of wheat was quoted in Germany at a Hardigan" alfalfa for Michigan plus from dealers on occasion, and lowed by a depression that has slump-charges; just my opinion.

comers giving its stockholders and REP. McBRIDE-Why did you advocate a flat rate instead of base and The plant handles from 60,000 lbs. surplus a few weeks ago, and today

DR. HORNER-There has been talk for the last two months the firm has that the distributors wished base and paid farmers \$1.85 per cwt. delivered. surplus on the producers. That's

MR. McBRIDE-Who invented base tured milk products, which must be and surplus, the Borden people as has been stated in these hearings?

MR. HORNER-I understand that change from one product to another base and surplus plan was developed for market advantages, Mr. Goodwin in 1921 by the Philadelphia Milk Pro ducers. The Borden Company has

started in the last 90 days. We yours 50 to 75 miles out from Detroit DR. HEDRICK-Do you think the haven't cut wages; we have reduced would help solve the surplus problem? present distributors-producers sales A. Such plants operate on narrow committee can arrive at a good and equitable price?

DR. HORNER-Any price is a guess as to what the market will A. We have always paid dividends stand, and the sales committee is an Q. What does it cost you to process on the preferred stock; none have attempt to make an equitable determination.

Dr. Horner furnished the Commismonthly and daily total receipts of

#### EBLING CREAMERY CO.

that surplus to a Huron county con- A. Profits are narrow. You could- is making some money; dividends are densary. It cost me \$30,000 alto n't stop all the plant expense since paid by the National on National you must hold together a backbone or stock. He testified that his company ganization of trained help. You'd pays no service or supervisory fees to the parent company.

#### BERGER CREAMERY CO.

MR. JOSEPH A. MORRIS
Mr. Morris told the Commission that nis company has not paid a dividend in six years of operation, declared that officials were not taking profits out in salaries, and stated that continuation of price conditions of the past few months might drive them out of business.

#### GABEL-RISDON CO.

Testimony by
MR. C. E. RISDON
Mr. Risdon defended his company's

merger with the Borden group as means of spreading its risk and protecting its investment, declared that there is more business rivalry in Detroit since the mergers than before

#### OTHER TESTIMONY

Mr. Carl Sielaff, vice president of WANTED—FARM WORK BY YEAR by mature married man, one son, Experienced poultryman, H. A. Wickham, Lansing, R-1, Mich., % A. C. Trowbridge.

(8-8-1t)

Mr. Carl Sielaff, vice president of the Detroit Creamery Co., declared that 4 or 5 times more milk comes into the Detroit market than is need-estimated that 23 to 25% of the the Detroit Creamery Co., declared ed, estimated that 23 to 25% of the

come per quart of milk was 9.35 WANTED—WORK BY YEAR ON farm. Married, with 1 small child. Would work for home and necessary expenses more than wages. Experienced in farm work. R. H. Cooper, 1234 Cleveland St., Lansing, Michigan.

Asked if he bought milk through he had personal reasons for not deal- ter.' The Commission was told that this State College Economics dep't, well ing with the Ass'n, he believed in the Mr. McCloud, offering nothing furthneed for a Producers Ass'n doing the er, was excused from the stand.

Pressed for his reasons, Mr. Mcsurplus wherever he can, sells the training to the Fairmount (Creamery, Surplus wherever he can, sells the training to the Fairmount (Creamery, Surplus plan). bers supplying him. Later, he stated, he quart for milk, delivered to Boston, and Sec'y Beach of the Producers dis- and about 2 cents per quart for the where the victim is taken back to created a rift and the arrangement milk. was never completed, Mr. McCioud In sections of Wisconsin where said. He created a sensation in the cheese factories are all privately age price paid to the farmer for milk hearing by charging that Sec'y Beach owned farmers are receiving as low of the Producers had once threatened as 60-65 cents per cwt. for milk. to break McCloud and put him out of business if he didn't change his ways plants are paying 81 to 83 cents and

> "haggle about price was comic opera." denied under oath, that he had ever 1930, sales in Detroit are 20% lower ed him to produce evidence of a threat threatened Mr. McCloud and challenging producers under Milk Producers President Hull of the Milk Produc-

> > ers asked Mr. McCloud to substantiate

the Michigan Milk Producers Ass'n, opinions," said Mr. Hull, "but charges Mr. McCloud said not, but that while of that nature would be a serious mat-

#### Milk Prices Elsewhere

New England milk producers have been receiving 41/4 cents per cussed an affiliation with the Pro- surplus. Recently the price was the store to open the door of a ducers but got into difficulties which upped 1 cent per quart on the fluid safe." The highest premiums will

> Co-operative cheese federation in that territory the privately owned plants meet the price.

#### Lapeer Muster Day

Lapeer-About 150 attended the Muster Day program of the Lapeer County Farm Bureau August 20 at the Farm Bureau Supply Store grounds here. Picnic dinner, speaking, program and games with prize awards were features of the

#### Evans on Farm Board

Washington-Mr. Frank Evans, Salt Lake City attorney, former secthe Federal Farm Board, succeed- price equal to \$1.50. The German Hardigan" alfalfa for Michigan Mr. McCloud replied, "They are not ing Charles Teague of California, wheat market has been moving up farmers, a new variety, in other

#### Strong Arm Premiums Are Highest In Detroit

New York-The newest wrinkle in insurance became effective this week when one company began writing policies protecting storekeepers from "violence by the strong arm." The policy is in response to modern criminal operations against storekeepers. One of covers "kidnapping the clauses be charged in Detroit and in Wayne county, Michigan, in Chicago and in Cook and Lake counties, Illinois. New York city rates will be next

#### Wanted-Editor's Relief

On the editorial page of the Bates County Journal, a Georgia paper, this paragraph appeared last week: We done a good business Saturday. Junked type that cost \$50, put in \$60 worth of new type and collected \$1 subscription.

We tried 'em on corn last week, but had little success. This week we call for peanuts on subscription. This is as far as we are going. Don't want any hickory nuts.

#### \$1.50 Wheat—In Germany

Berlin-Germany raises a little these days has a \$1.30 duty per steadily for weeks.

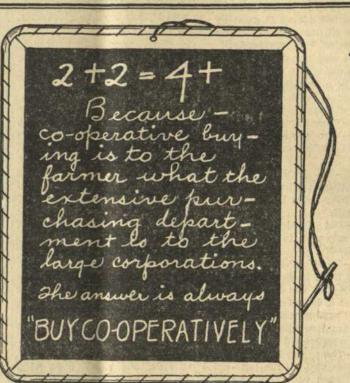
### ENTIRE FIELD OF ALFALFA MOVED HALF MILE AWAY

College Experimental Plants Withstand Taking Up And Replanting.

East Lansing-Alfalfa apparently withstands the rough treatment of transplanting, as shown in the moving of about two and a half acres of year old plants at Michigan State

Nursery plants representing progeny of several distinct varieties of plants, were moved from one of the plots near the front of the college grounds to a field a half mile away early in 1930. The plants were a year old and every plant lived after being transplanted. The 1931 nursery plot gave no indication of having gone through the trial of last summer's transplanting.

Each plant in the plot has its own ecord for weight of hay and seed harvested. This means that each plant has to be cut individually and handled individually. The plant is weighed at harvest and the actual production of seed is tabulated for less wheat than she needs, and each plant. The seed, in turn, then goes through seeding tests. From words.



State Officials with Militia

Close Western Oil Fields

Production suspended . . . a large oil company was

reported to be planning to withdraw one million barrels

of oil daily in anticipation of new conservation orders

Now is a good time to contract with your local co-

If you do this you can get Mioco and Bureau Penn

quality at reasonable cost. There's not a chance to lose

-as you are protected by Farm Bureau money-back

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operative dealer for your 1932 supply at today's prices,

for delivery between February 1 and March 1.

guarantee.

at low cost.

of production.

dairy feed.

Dairying

Is the point of keeping

your herd in condition-

which must be accomplished

Milkmaker supplies quality protein, minerals and digest-

ible nutrients. It saves time,

for every bag is ready to feed

as soon as you open it. Many

large herds are using Milk-

maker as the only grain ra-

tion—and cutting their costs

Ask your dealer about Milk-

maker—the real open-formula

### An Old Problem-A New Answer

In addition to the many benefits obtained from co-operative organization work, co-operative purchasing is a very tangible means of lowering production costs . . . the most effective method yet devised for increasing income.

Put your volume through your farmers' organization . . . see your local co-operative dealer.



### Hungry Fields Won't Produce

Farm Bureau Fertilizer supplies available plant food at the time plants need it most.

Buy your fertilizer on its record for crop pro-Farm Bureau Fertilizers are finely ground and

screened at mixing-and thoroughly cured. Extra dryness of Farm Bureau Fertilizer insures

fineness, easy drilling and easy regulating. Look for the open formula tag which gives the ingredients that go into Farm Bureau Fertilizer.

See your co-operative dealer now about fall fertilizers.



### Hidden Treasure

The upward swing of egg prices is already here. Cull your flock and keep the layers. Chose the right feed and stick to it. The feed which thousands of farmers have found which secures the best net returns is Mermash. Why take chances with any other?

Mermash has proved its superiority. Mermash 16% starts the chick-grows the pullet-and produces unusually well mineralized eggs.

Every bag of Mermash is a chance for your hens to dig for treasure—and better profits. Eggmaker with plenty of hard grains or Laying Mash are good, where you have a home supply of milk and plenty of hard grain.

### Farm Bureau Services, Inc. Lansing, Michigan

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100 Lbs. Net

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24%PROTEIN

FARM BUREAU MILLING CO.

. Seed, Feed, Twine . . . Oil, Tires, Lime . . Supplies. . .Life and Automobile Insurance . . . at a "Farm Risk Rate."