

## Behind the Wheel

with J. F. Yaeger,  
Organization Director

### SEEDS

Farmers up in Alcona County rather pride themselves on the quality of seed they produce. The quality is attested by the fact that eight out of 14 seed prizes at the International Hay and Grain Show held in Chicago last December went to Alcona County growers. Incidentally, all but two of those growers had their seed cleaned at the Farm Bureau Services, Inc., Lansing.

Much of the credit for developing such a fine seed program is due Casper Bloomer, county agricultural agent in that County.

### SNOW

When it snows up in Grand Traverse or Leelanau County, it snows. But that doesn't stop the folks from getting around.

Cars are parked in driveways just off the road to avoid as much snow as possible and road plows start as soon as it promises to be bad and keep at it until the main roads are clear.

I attended a Community Farm Bureau meeting at the home of Claus Kahrs near Lake Leelanau in what I thought was Leelanau in a blizzard but was assured by the folks who live thereabouts that it was hardly worth mentioning. The fact that we had to walk after we left the main highway seemed not to matter.

After reaching the home of the host, a fine group awaited us. Roll call disclosed only two people absent and illness kept them away, it was explained. The evening was a very interesting one with Chairman Spinnaker leading the discussion on Farm Bureau affairs. Mrs. Kahrs led the games and served some tasty refreshments. As I sat back and watched, the thought came to me that with such fine leaders studying the Farm Bureau files there is bound to be progress in that community. Certainly if they regard other obstacles as lightly as they did the snow, it would be hard to discourage them.

### LOANS

Missaukee County boasts about 1200 farms. Recently Fred Vanderneulen president of the County Farm Bureau, stated that farmers of that county had borrowed somewhat over \$400,000 from governmental loaning agencies during the past year. That amounts to an average of over \$300 per farm. However, not all farms in the county are mortgaged and the sums on those having loans must be much higher. I got to thinking that over as I sat behind the wheel on my way home and wondered whether another slump in farm prices might necessitate paying those loans at the ratio of 2 for 1. I remembered that one out of every three farms in the United States had been foreclosed between 1930 and 1935 and wondered how many farms might be foreclosed again unless we had more stable prices in the future. If one thinks of all about these matters, it kind of makes life on the farm a serious affair. If only more people would do some real thinking before it is too late, perhaps some of these catastrophes might be avoided.

### PERCENTAGES

A recent survey carried on in northern Michigan by the Resettlement Administration discloses the fact that only 2 percent of its borrowers in that area belong or ever belonged to any farm organization, local co-operative or otherwise. That rather indicates that the more prosperous thinking farmers are co-operative and organization minded. Well, I always have maintained that the Farm Bureau had among its members the finest rural leaders to be found in Michigan.

I stop at all sorts of places along the road to grab a bite to eat as I hurry to get to a meeting. Recently I ate at a little roadside stand on M-16 east of Grand Rapids. On the outside was a huge sign, "No Beer Served Here". I was curious and asked the waitress what the reaction of the public had been. She said that they had more business since they had put up the sign, that they used to serve beer but never again.

Up in White Cloud I got the same answer from a lady who operates a small restaurant under similar "no beer" conditions. She told me that occasionally men brought their wives to the restaurant, excused themselves while they went across the street for a glass of beer, and came back to eat with the women folks.

I ran across another place that advertised "no beer" in Marshall. It seems that there are other places like these. I knew that some restaurants didn't serve beer but I wasn't aware that advertising it boosted business.  
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## NEWTON SAYS SHIFT SALES TAX FROM FOOD

Newton Gives Tax Reform Views to Supervisors In Convention

"The first objective of tax reform in Michigan should be the direct relief of classes now being over-taxed," said R. Wayne Newton, legislative counsel of the Michigan State Farm Bureau January 26 in an address on Michigan tax problems before the annual convention of the State Ass'n of Supervisors at Lansing.

In addition to recommending a re- placement of the sales tax on food, Mr. Newton urged such taxation reforms as the centralization of all tax assessing activities in a central department, and the removal from partisan politics of the state tax commission and assessing officers. The whole process of tax equalization is due for reform, he said, adding it has a tendency to make a grab bag of school equalization funds. Forty million dollars is too much money to be handed out on a basis that resembles a state lottery in some respects, the speaker said.

### Aid for Little Business

With respect to corporations, Newton urged that the privilege fee should be amended to end "calculated discrimination in favor of big business against small business." The time has come, he said, to tax the cash and other intangibles employed in Michigan by foreign corporations, which would end



R. WAYNE NEWTON

discrimination against domestic corporations, as well as raise public funds. Loss of revenue from removal of sales taxes on food should be made up by reasonable taxes on narcotics, cosmetics, and personal and corporate incomes, the speaker said, adding that he entertained no delusion that state income taxes will be a major source of state and local revenues. He opposed the levy of a general gross income tax as a "measure that would work havoc and place the cap sheaf on our already viciously unfair system."

### Sales Taxes on Necessities

Measured on the ability to pay principle, most taxes on consumption are the least justified of all, said Mr. Newton, adding that the general sales tax is primarily a tax on the necessities of life. He said that \$31,700,000 of the sales taxes collected during the last fiscal year, or nearly 60% of the total, was upon the necessities of life, as follows:

Food	\$14,289,000
Clothing	4,003,000
Furniture	2,056,000
Department stores	7,805,000
Coal and electricity	3,543,000
<b>Total</b>	<b>\$31,700,000</b>

"A further continuation of the sales tax on food is a public disgrace and a crime against its conscience. It is no answer to allege that the elimination of sales tax on foodstuffs is unconstitutional. Any administration that is properly fired with a desire to serve the people will find a way, and there are several," the speaker said.

He pointed out, however, that he had urged defeat of the food tax amendment to the state constitution in 1936 because it would have prevented use of this tax even in emergencies, and yet proposed no substitute.

"The excess burden on many classes of real estate is scheduled to result in wholesale confiscation of property this spring. Much of the bitterness in this threatened loss is knowledge on the part of taxpayers that their tax bills were outrageous and without moral justification in the first place," Mr. Newton said.

Mr. Newton pointed out that the property tax seeks to reach both the earnings and profits from an increase in value, and that it endeavors to anticipate them. It becomes primarily a tax on hopes and prospects, and its administration is ridden with politics from top to bottom, he continued.

The speaker urged removal from partisan politics of the state tax commission and the entire system for property assessment.

### In Dangerous Balance

Charging that the state's tax revenue  
(Continued on page 2)

## Potato Industry Acclaimed Them



JEAN ZEITLER

PATRICIA HOMER



ALICE TRACY

LEONA TOUSIGNANT

Miss Jean Zeitler of Charlevoix, Northwestern Michigan, was acclaimed queen of the Michigan potato industry at the potato show at the Detroit Exposition at convention hall, Detroit, January 21 to 30. Her court was Miss Patricia Homer of Burnside, Southeast Michigan; Miss Alice Tracy of Edmore, Southwest Michigan, and Miss Leona Tousignant, of Marquette, upper peninsula. The girls were queens for their respective districts. The Michigan Quality Potato Producers Ass'n hoped the show to increase consumer interest in Michigan potatoes.

## Sounds Call For Legislative Minute Men

Farm Bureau to Focus Rural Opinion on All Farm Legislation

An appeal for volunteers to push the Farm Bureau legislative program has been made by R. Wayne Newton, Farm Bureau legislative counsel.

"Farm Bureau Minute Men, 700 strong, were the real power behind the defeat of the effort in 1937 to return the sales tax to farm supplies for production purposes," Mr. Newton said. "We need more men and women, however, who will pledge themselves to take an active part in the legislative program. Every Farm Bureau member ought to be a Minute Man this year."

The new plan involves organization of Minute Men around each local Farm Bureau and co-op, with local chairmen and a county chairman for each county.

The local committees are to be responsible for keeping their neighbors advised throughout the year on what is going on, and how they can help. The program includes:

1. Study of the State and National Farm Bureau programs.

2. Preparation of schedule of qualifications for good legislators and congressmen.

3. Investigation and report on all candidates for the legislature and congress.

4. Personal interview of candidates and provision for holding public candidates' meetings to hear all legislative and congressional candidates, or their representatives.

5. Constant contact with legislative activities during sessions.

6. Response by letter, wire or petition to requests from Lansing or Washington for help.

Such a program will require a much larger force of Minute Men, to be successful. Mr. Newton states he must have men and women who are definitely interested and willing to devote the necessary time to the work.

Each Farm Bureau member is invited to become a vital link in this program. All that is required is to write your State Farm Bureau headquarters at Lansing, offering to serve. Each member who responds is assured of acceptance and of a chance to put in a few good ticks for himself and agriculture in 1938.

## Detroit Potato Show Points Way to Better Times

Of Our Crop if We Can Win the Market

If Michigan can consume more than 17 million bushels of its best saleable potatoes, prices will remain reasonable next year and growers will be stimulated to produce better quality and package the crop more attractively.

In the recent Detroit exposition a potato show helped many thousand consumers vision wider usage. Instead of the three traditional forms, boiled, baked and fried, the exhibits indicated potatoes scalloped, in pancakes, cookies, bread, cake, candy, soup, and chips.

Efforts of the Michigan Quality Potato Growers association are behind the movement to make Michigan families want to eat more Michigan potatoes.

Specialists of Michigan State College are co-operating in the project. They vision benefits beginning with the producer and winding up with the consumer, aiding labor and industry as well by the consumption of food grown within the state.

Here's what the grower can do. By using better seed a start is gained toward better table stock production. Earlier and closer planting aids the crop. By digging earlier the grower avoids chilling the potatoes. Care in harvest to avoid injury and bruises and then careful grading and packaging are further steps toward easier and more profitable sales. Detroit

## WARNING OUT ON UNADAPTED HYBRID CORNS

Only Three Hybrids Held To Be Adapted To Michigan

Michigan farmers appear to be due for some sad experiences with some Hybrid corns grown in other states. They are being offered to our farmers without due consideration as to whether or not it will mature in Michigan, says R. W. Bennett of the Farm Bureau Seed Service.

Iowa, Nebraska, Minnesota, Indiana, Illinois and Ohio have been the dumping ground in the past few years for reckless distribution of so-called Hybrid seed corn. This Hybrid is being invaded with many Hybrids advertised to be adapted, but which seedsmen at State College and elsewhere believe will not mature. Hybrids that will not ripen in Michigan are fit only for ensilage.

Some types of Hybrid corn did pretty well in southern Michigan last year because of the long ripening season, but in ordinary corn years there will be many disappointments on those same Hybrids.

Test plots throughout Michigan show that very few of the Hybrids grown out of the state are fit to consider. The Farm Bureau is recommending only three Hybrids.

No. 561, good for southeastern Michigan counties of Lenawee, Monroe.

No. 606 good for southwestern Michigan counties to north line of Van Buren, Kalamazoo and Calhoun counties.

No. 1218, good for central Michigan counties north to center of Ottawa, Kent, Gratiot and Saginaw counties, and including all Thumb counties.

## Junior Farm Bureau

Personal Comment  
About Young People

### 1,000 MILE CONTEST

Since Oct. 1, 1937, twenty-seven Junior Farm Bureaus have been engaged in a contest for points in Junior Farm Bureau activities which shall determine on April 1, 1938, which group is the winner of a 1,000 mile trip to the several Farm Bureau industries in several states for all its members, with expenses paid. Junior Farm Bureaus that are runner-ups in the contest may send two of their officers on the trip.

Junior Farm Bureaus are awarded points according to a schedule set up by their state office for developing such activities as: The Berrien County Junior Farm Bureau Apple Institute, Lenawee Junior Farm Bureau and Grange meeting; father and son banquets; publication of a County Farm Bureau magazine, etc.

### THE 1,000 MILE CONTEST

At the half-way mark Berrien Jr. Farm Bureau leads with 837. Newaygo and Lenawee follow with more than 600 points. Barry, Livingston, Isabella, and Huron, and Oceana are all over the 500 mark.

It was intended that a standing in the 1,000 Mile Contest be published every month. We will try to do that from now on. Standings are of January 27th.

During the past few weeks the Livingston and Barry groups have advanced greatly. Several new groups are now reporting regularly, but they are not in the contest. One is the College Jr. Farm Bureau, and the others have been formed recently.

There is still a lot of time to change your standing. We expect the lead to fluctuate radically in the remaining months. A big project will carry you toward the top in a leap. Barry Jr. Farm Bureau jumped from 20th place to 8th that way. Livingston progressed likewise 13th to 6th position. Here's the story:

Berrien	837
Newaygo	684
Lenawee	656
Isabella	655
Livingston	644
Oceana	535
Huron	520
Barry	505
Ionia	494
Bay	485
Kalamazoo	444
Tuscola	392
Lapeer	382
Saginaw	374
St. Clair	354
St. Joe	343
Ottawa	322
Hemlock	294
Van Buren	277
Muskegon	257
Mason	251
Cass	222
Monroe	203
Calhoun	210
Kent	176
Branch	161
Orand	10

### OVER THE STATE

The Muskegon Jr. Farm Bureau produced a special edition of the monthly "Farm Bureau News" of Muskegon County. The paper carried stories of the work of both Jr. and Sr. organizations. Margaret Runzel as publicity chairman supervised the fine job of (Continued on page four)

## New Leader



R. W. BLACKBURN

R. W. Blackburn, for eight years president of the California Farm Bureau, is the new secretary and treasurer of the American Farm Bureau Federation, with offices at Chicago. He succeeds W. R. Oge, who has been transferred to Washington as director of research for the Farm Bureau.

The changes are brought about by the resignation of Chester Gray, long time legislative representative at Washington, who has gone with the Highway Users Conference. Mr. Blackburn is a citrus fruits grower near Thermal, Calif., and has been a member of the board of directors of the AFBF since 1930. He is scheduled for a number of addresses in Michigan this winter.

## Resigns



CHESTER GRAY

Mr. Gray, who helped make the Farm Bureau perhaps the most powerful lobby in Washington, is well known to Michigan Farm Bureau members. For six consecutive years he drew large audiences at the annual meeting when he came to speak on affairs at Washington. History proved often that his was an accurate estimate of coming events in Congress and at the capital.

## BIT OF STATE RESEMBLES OLD WORLD

Stairstep Soil Conservation Successful on Berrien Fruit Farm

Carl Hauck went back to Old World tillage methods and brought them up to date to control erosion on his Berrien county farm. For 16 years his bench terraces have stood out as a demonstration of how to cultivate a steep slope.

He adopted this stairstep-style of soil conservation because it was the only way he could farm one portion of his land, Mr. Hauck said. When he bought the farm 20 years ago, it was suffering from soil erosion because the former owner had been cultivating raspberries up and down the slope. This style of cultivation, Hauck says, turned each furrow into a gutter, carrying away both soil and water.

First step in his soil-reconditioning  
(Continued on page 7.)

**Junior  
Farm Bureau  
RADIO**  
Each  
**Saturday Noon**  
1 to 1:30 p. m.  
State College Station  
**WKAR**  
Music Plays  
Other Entertainment

## WILL RUSH RURAL LINES IN 46 COUNTIES

Consumers Co. to Continue Vigorous Farm Program In 1938

Jackson—Hundreds of Michigan farmers have applications for electric service filed with the Consumers Power Company, and it will continue a vigorous expansion of its rural electrification program through 1938, according to Dan E. Karh, vice-president and general manager.

On Feb. 1 this company had 80,000 rural customers in the 46 counties it serves. Of that number 41,307 were farmers. Other rural places represent schools, township halls, places of business and other non-farm establishments, the company said.

According to Herman H. Gallagher, rural service supervisor for the Consumers company, it increased its total mileage of rural electric lines by half in 1937. Some 3,683 miles of new rural line were built and 19,613 rural customers were connected to service, of whom 14,607 are farmers. At this time, slightly more than 50% of all farms in the 46 counties are now receiving electric service.

The average use of electricity by farmers rose sharply during the year, contrary to expectations with the influx of so many new connections. According to Mr. Gallagher the average farmer in the Consumers company territory used 1,709 kilowatt hours of electricity in 1937, as compared with 923 in 1936 and 750 in 1935.

"Part of the increase," said Mr. Gallagher, "undoubtedly is due to the growing use of electricity in farming operations. Most farmers began with electric lights and a few household appliances. More and more of them are using it now for water pumping, milking, wood cutting and other farmyard chores. Use within the house likewise is increasing rapidly with wider distribution of labor-saving household appliances."

Greater use of electricity, Mr. Gallagher pointed out, has brought even lower rates to Michigan farmers. In 1935 the average rate paid by Consumers farm customers was 3.77c per kilowatt-hour. In 1937 it dropped to 3.85c, and in 1937 it was only 3.15c. Mr. Gallagher said this rate ranked among the lowest in the country.

## ADEQUATE WATER SYSTEM IMPORTANT

Cost of Proper Capacity for Farm Should be Spread Over Years

With the installation of electric service, perhaps the most beneficial home appliance is an adequate automatic electric water system.

By planning a water system properly, you can have ample water supply for the kitchen, bathroom, laundry, stock tank or water bowls, for cooling milk, and have an outdoor sill cock or two for sprinkling the lawn, washing the car, etc., says Wm. Trickey of the Farm Bureau Services electrical dept.

A further importance of an adequate water system is the fact that if you have 300 gallons or more of water an hour available at 45 lbs. pressure, you have a substantial protection against fire, if it is discovered early.

The average electric pumping system will give many years of dependable service, said Mr. Trickey. The operating cost amounts to only a few cents a week. Pumping water is one of the really low cost jobs from electric power. The difference between a minimum capacity electric water system, and one of ample size for the farm, together with plenty of reserve capacity in a storage tank, probably will not exceed \$10 or so a year for a part of the pump's life time, Mr. Trickey said. Having once decided to install an electric water system, the next decision is to get one that fits your requirements for water.

Farm water systems can have connected with them equipment for softening water, filtering it, removing excess iron, and even objectionable taste and odor in water.

Readers of the Farm News are invited to write Mr. Trickey for information on these subjects, and for information on septic tanks for sewage disposal. There is no obligation.

## Trapped 74 Years

Charlotte—Conservation Officer Dale Benjamin of Eaton county believes he has discovered the oldest operating trapper in the state. While on patrol recently, Officer Benjamin came on Scott Boyer, 84 years old, who was checking muskrat and mink traps and who said that he was trapped along the same creeks where he had operated as a boy 74 years ago.

MICHIGAN FARM NEWS

Successor to the Michigan Farm Bureau News, founded January 12, 1923

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EINAR UNGREN, Editor and Business Manager

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The Value of Manners

When people are in a terrible rush they are apt to behave quite differently from the way in which they normally behave.

And for that reason it may not be out of time or place to remind all concerned that good manners, as the outward expression of a pleasing personality, are important factors in getting through life successfully and comfortably.

A recent survey of a large number of firms in this country showed that where 23 employees missed promotion because of lack of ability, 77 missed it because they would not or could not improve their personalities to fit higher positions.

Very few men or women are so fortunately situated that they can get by with boorish manners, without a sock on the jaw or being ostracized.

Courtesy on the highways would prevent 75 per cent of the traffic accidents which now occur. And on the highways and byways of life it enables people to rub shoulders without taking off the skin.

While good manners are not a substitute for efficiency, they are in many lines of business an important part of efficiency. In business, as well as in social intercourse, a friendly approach, an obvious consideration for the feelings of others, win friends and customers. Bad manners loses friends and business.

Canning Plant Benefits

At Chicago several weeks ago Director Wilcox of the Marketing Agreements Division of the Agricultural Adjustment Administration, quoted the share of the retail dollar received by fruit and vegetable growers as follows:

Table with 2 columns: Grower Category and Percentage. Includes Washington Apple Growers (6c), California Bartlett Pear Growers (18c), etc.

According to C. N. Hinman, general manager of the Farm Bureau Fruit Products Co., co-operative packers of cherries, berries, pears and tomatoes at Hart and Coloma, the grower members received in their first year of 1932-37 forty-eight cents out of each dollar of sales made by their canning company.

Deer Troubles in Allegan

In Allegan county three farmers have been in jail and have been fined \$50 for killing deer that ate their crops. The affair was a long time in coming to that state of affairs. And the end is not yet.

The State Conservation department, in the person of Col. William A. Bergin, assistant chief of field administration, is quoted as urging farm organizations in every agricultural county not to permit sportsmen's clubs to plant deer herds in their counties.

In a few years, the Allegan county deer herd is reported to have increased from 20 head to somewhere between 200 and 500 animals at this time, according to various estimates.

It doesn't take very many deer to destroy a lot of colery, alfalfa, corn, or grain, or fruit trees. A four foot fence is easily hurdled by a deer. Other counties in lower Michigan that have had deer plantings are now having their troubles.

Softer Than Rain Water

Electric power line connections for many thousands of Michigan farm homes are being followed by the installation of automatic electric power water systems. The next step is the installation of a water softener in regions where water is really hard.

Rain water contains from 3 to 5 grains hardness, and is considered soft for washing purposes. It may have some objectionable features, but so far it's the best we've had. Well water, on the other hand, makes perfect drinking water, but may contain from 8 to 36 grains hardness.

Modern water softeners, which connect into the water line, soften water to less than one grain of hardness. Softer than rain water. And the water is as pure as the well affords. The softener removes the calcium from hard water by a chemical process.

One drop of liquid soap will suds a given quantity of soft water. Hard water of 26 to 30 grains hardness requires about 15 drops to suds the same amount of water. Soft water is velvety smooth while hard water is harsh to the skin.

Where It Really Snows

Today it rained. A few days ago we had a stretch of zero weather, and before that there was rain. That's Michigan weather for some areas, but not all. Today Fred Dohy came in from Manclona, Antrim county. He reported the heaviest snow of the winter. It's deep on the level, and piled up everywhere. And it's been that way right along.

Recently we travelled a bit in that section of the State where are Manclona, Charlevoix, Petoskey, Ellsworth and Boyne City. For a down-stater not accustomed to seeing much snow, the winter sights in this rather hilly and lake-split region were something to behold. That early in the winter most citizens had quit their garages for the winter. A hole dug into the drive was good enough.

Behind the Wheel

(Continued from page 1.) It's all very interesting to say the least.

... OR ELSE

The St. Clair County Farm Bureau set an example for other county Farm Bureaus to follow when, at their annual meeting at Port Huron on January 12th, the members set definite responsibilities for the directors with the stipulation that unless each director accepted responsibility he was not eligible for reelection.

The major responsibility was that which requires each director to be responsible for at least two farmer meetings during 1933 at which the story of the Farm Bureau could be told. Other responsibilities included attendance at board meetings, taking a leading part in membership activities, etc.

In other words the St. Clair County membership is telling its directors, "We elect you because we believe you are leader. Prove it. . . . or else."

Uncle Ab says the airplane may do away with the nuisance of billboards, by laying them flat.



Hiram on Almanacs

This is the day when the Almanac came So here by the light I am sitting And reading the wisdom and jokes it contains While Marthy is busily knitting.

The makers of Tan Bark Elker of Health Have packed it from cover to cover With good sound advice on amassing great wealth, And how to tell quack grass from clover.

And how to make pickles and raspberry jam, Or a nice parlor chair from a cask, And how to be thin and have only one chin, Or anything else you could ask.

Then here is a page of the Zodiac signs That tell by the planets and moon Just when to sow turnips and when to prune vines And when to hunt rabbits or coon.

My Granddad believed all the Almanac told, He planted and reaped by the sign, He raised some big crops from the good virgin mould, (But not so much better than mine).

Now I could re-edit this Zodiac page In a much nicer way, I surmise, And instead of this chap with his tummy un-zipped I'd show a big circle of Pies.

I'd make them all sizes and flavors and kinds, Uncovered and cross-barred and all, The Farmer might then rule his work by the signs For winter, spring, summer, and fall.

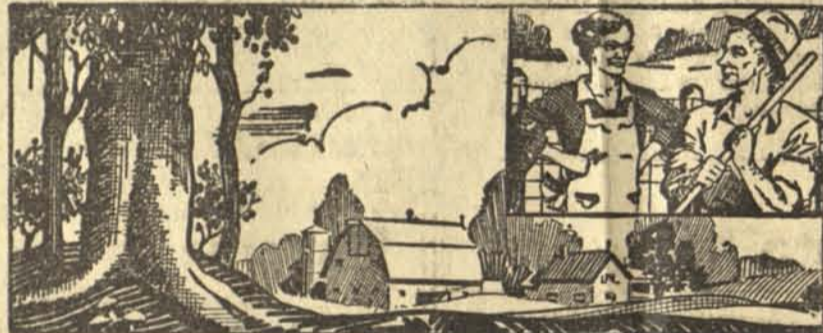
I'd always plant oats when the rhubarb was fine; Make hay in the blackberry pie; I'd harvest my grain in the blueberry sign, And cut corn when the peach was on high.

And so on I'd go round the work of the year With a good Patron Pie for each chore, And since twelve is so meager a number, I fear I should just have to use twenty-four.

I'd not forget raisin or cocoonant cream Or lemon or custard or cherry Or chocolate or currant or butterscotch dream Or pumpkin or mince or cranberry.

I'd put apple pie in the midst of them all; Right here at the hub of the ring, For that's a confection I truly can call The pie that is fit for a king.

Oh, then could I live by the Zodiac's sign And know I should always be right, I'd publish carols of this volume of mine And life would be happy and bright.



Newton Says Shift Sales Tax From Food

(Continued from page 1) system lacks elasticity, Mr. Newton warned that although since 1932 and 1933 the state has found substitute revenues for the general state property tax, growing demands have kept pace with income. We have geared our expenditures to equal the maximum yield of the tax system, he said.

Margins have been trimmed so fine on local taxes, he said, that no taxes are available for school buildings or other necessary capital outlays. He predicted that if state aid to local schools were to be partly or wholly withdrawn, or there should be a large increase in relief costs, together with an accompanying shrink in sales tax and other revenues, hopeless financial confusion would result for governments throughout the state.

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.

LIVE STOCK

REGISTERED HEREFORDS, BULLS and heifers. We have a nice selection. Sensible prices. A. M. Todd Co., Menasha, (14 miles northwest of Kalamazoo). (7-3-11-22b)

REGISTERED GUERNSEY BULL ready for service. Advanced registry breeding. Accredited herd. Clark & Nitztz, Eau Claire, Mich. (12-4-31-16)

POULTRY-CHICKS

POULTRY LITTER-SERVALL-(Made from sugar cane) is dustless-odorless-absorbent-sterilized-bright. Helps sanitation in poultry house or brooder. Keeps floors dry. 100-pound bales. An American Farm product. At most dealers. Descriptive booklet on request. Harry Gates Company, Jackson, Michigan distributors. (2-5-11-12)

U. S. CERTIFIED ROCKS FOR BROILERS and early pullets ready each week. Lezhorns ready soon. R. O. P. Breeder Hatchery, Lowden Farms, P. O. Rives Junction, Michigan. Location, Hezletts (Pleasant Lake). (2-5-11-20b)

BEECHICKS-CERTIFIED S. C. white Lezhorns. Breed stock ROP males. We offer one breed, and one grade-the grade we use ourselves for our commercial egg production. Send for catalog. Andrew Lohman, Mgr., Hamilton Poultry Farms, Inc., Hamilton, Mich. (2-5-11-40b)

BEEKEEPER'S SUPPLIES

BEE HIVES, SECTIONS, COM foundations, etc. Order by mail. Send for catalog. GRAFTING WAX to orchardists. Both hand and brush wax BERRY BASKETS AND CRATES MAPLE SYRUP CANS. Send for prices. M. H. HUNT & Son, 511 No. Cedar St. Lansing, Michigan. (1-1-21-42b)

MAPLE SYRUP SUPPLIES

ALL MAPLE SYRUP MAKING AND MARKETING SUPPLIES, including "Oil-Reliable" Belt Filter Bag for cleansing. Three color labels, thermometers, hydro meters, buckets, flat bottom pans, 4 and 6 glass containers. "KING" EVAPORATORS, sap storage tanks, sugarin 5¢ rigs, sugar moulds, etc. For catalogue and prices write: Sugar Bush Supply Company, Display room and office, 21 No. Cedar St., Lansing, Mich. (next door to State Farm Bureau) (11-26-51-57b)

FARM FOR RENT

EIGHTY ACRES, GOOD LAND, GOOD buildings, with 12 acres of peaches, 12 1/2 cherries in bearing. Never failing water supply for stock. Well equipped with machinery. Excellent opportunities for farm work. Write for details. J. W. H. & Michigan Farm News, 221 No. Cedar, Lansing Mich. (2-5-11)

PLANTS

HARDY, FIELD-GROWN VEGETABLE plants. Leading varieties. Onion, 75¢; Cabbage, \$1.00; Tomato, \$1.50. Largest individual grower. It's not what you buy in plants. It's what you get. Write for catalogue. Carlisle Plant Farms, Valdosta, Georgia. (2-5-11-25b)

BUILDING SUPPLIES

LUMBER, METAL ROOFING, PIPE, new and used. Guaranteed usable condition. Stockyards Lumber Co., 4,600 S. Halsted St., Chicago. (6-5-31-20-19)

FARM MACHINERY

MODEL D. JOHN DEERE TRACTOR and 3 bottom plow in good condition. For sale cheap. Sidney Phillips, Charlotte, E-4, Mich. (2-5-11-17)

FARMS WANTED

WANTED-TO HEAR FROM OWNER of farm for sale for spring delivery. Wm. Hawley, Baldwin, Wisconsin. (2-5-11-16)

FARMS FOR SALE

50 ACRES, FINE HOUSE, 70 FOOT barn, long tan house, double corn house, electricity, on marked highway, church and school close. Federal Loan, \$1,250.00 takes deal. Duly McCone, Homer, Michigan. (2-5-11-26)

WANTED TO RENT FARM

WANTED TO RENT ABOUT 150 ACRES on shares, everything furnished. Dairy farm preferred. Central Michigan. By middle aged man and wife. Lifetime of farm experience as farmers. George E. Melton, 1400 1/2 So. Washington Ave., Lansing, Mich. (2-5-11)

WANTED TO RENT 150 ACRES AND up, on thirds, everything furnished. By young married man. Central Michigan. John Daniels, Lansing, R-2, Mich. (2-5-11)

FOR SALE-MISCELLANEOUS

MICHIGAN SEPTIC TANK SIPHON and bell as recommended by State College Agr'l Engineering dept. Build your own septic tank and sewage system. Install when tank is built. Installation and operation simple. Discharges automatically. Have been sold 14 years. All in daily use and giving satisfaction. Instructions with each siphon. Price, \$1.00. O. D. charges are extra. Farm Bureau Supply Store, 725 E. Shawansee St., Len. Sings. (2-5-11-80b)

FARM WORK WANTED

SINGLE MAN, MIDDLE AGED, experienced Dairy farm help wants work. Have been working on large dairy farm with dairy. Ernest Allen, General Delivery, Haslett, Mich. (2-5-11)



CLARK L. BRODY

WE WENT TO

Washington to help sell the beans

To Chicago to Further Bean Sales, and to Advance our Interests at Cannery Meeting

By CLARK L. BRODY

Executive Secretary of the Michigan State Farm Bureau

EACH month brings new experiences, new contacts and problems to face. In January my work as a member of the national bean marketing committee resulting from the national bean conference at Chicago, December 3, brought me and the other members of the committee in contact with the Surplus Commodities Corporation of the AAA at Washington. Mr. C. H. Bramble, Master of the Michigan State Grange, and I are serving as the Michigan members of the committee. Two representatives from California, one from the Rocky Mountain region, and one from New York State comprise the remainder of the committee.

The committee met three days in Washington for the purpose of working out an orderly and co-ordinated national bean marketing program. The committee and its work were occasioned by the unusually large crop of beans in nearly all the producing regions of the country. Time and space do not permit of any detailed discussion of the program here, but I shall attempt to record some of my observations of the Agricultural Department in Washington.

World's Largest Building

Everything in our national capital is going on such an enormous scale that it is practically impossible for the mind of one human being to comprehend it or properly appraise the activities of the thousands of people employed in the many departments.

The new six story agricultural building said to be the largest building in the world, covers several acres and houses enough individuals to comprise a fair sized city. When it is recognized that a good proportion of the employees have been added in the last five years one may be inclined to be critical of this large expenditure of public funds.

To make a true appraisal, however, it is necessary to consider the enormous extent and variation of the agriculture of our nation and the rapid multiplication of its problems in recent years. A mere glimpse of the magnitude of the problems being faced by the Department of Agriculture is staggering to the mind of an individual like myself, and I can only give you

the benefit of a few superficial observations.

Sincerity is There

I was impressed by the air of intense and sincere effort that seemed to be prevalent through the whole department. Appearances indicated that the results warrant the effort and expenditure. Anyway the three days in Washington and the day in Chicago with the officials of the Surplus Commodities Corporation of the AAA served in every respect to confirm this view.

I have never seen men in public or private life exhibit a more intense and sincere effort to really accomplish genuine assistance to the farmers than was exhibited by Messrs. Wilcox, Taylor, Collins and their assistants. In their bean purchasing operations for welfare purposes in Michigan and other sections of the country they are attempting to render every assistance to the farmer in maintaining the best possible level of prices consistent with the size of the crop. It is their feeling that it is important particularly

during the winter months that as large a portion of the supply be kept moving into consumption as possible.

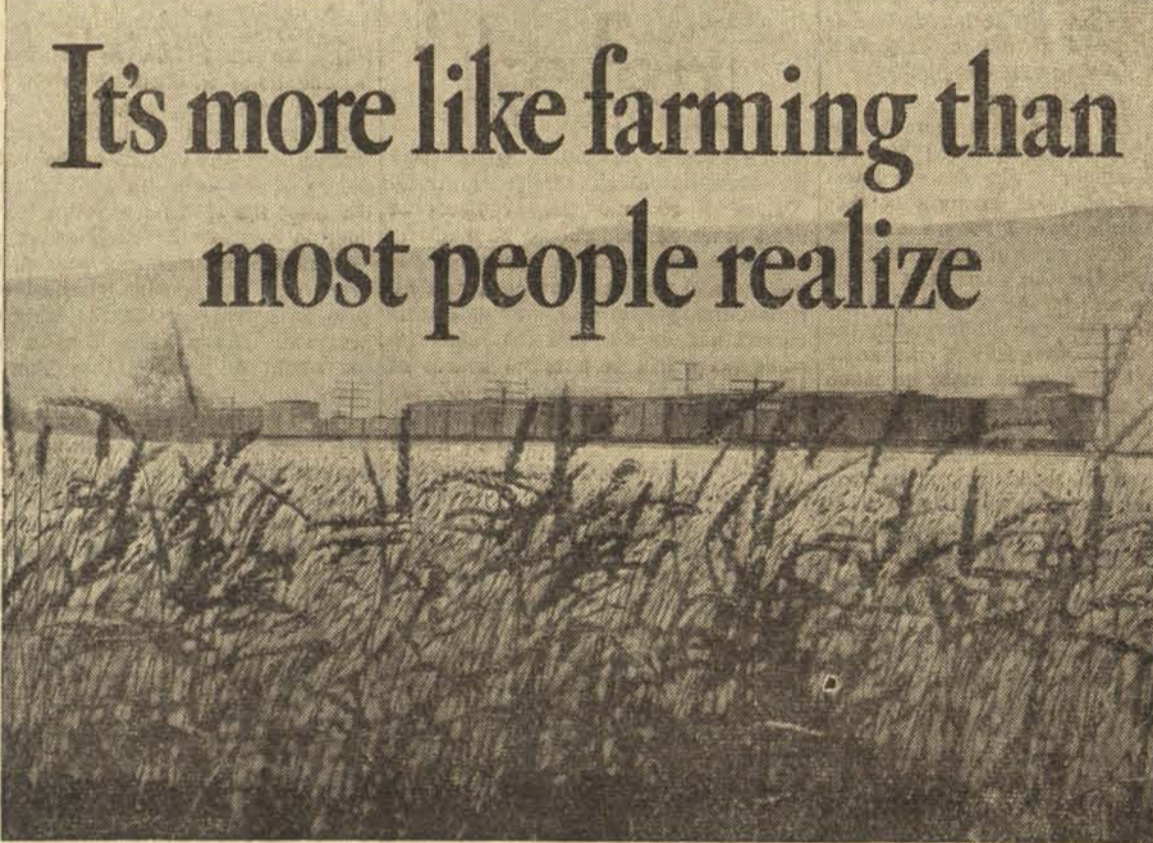
There is a state committee with which the federal department works in each of the bean producing regions. In Michigan the following comprise the personnel:

- Neil Bass.....Mich. Elev. Exch., Lansing
Minor Walton.....Walton Gr. Co., Gr. Rapids
Russell Kerr.....Kinde Farmers Elevator
E. W. Irwin.....Mich. Bean Gr. Ass'n, Saginaw
Mr. Kellerman.....Pigeon Co-op Elev. Co.
Clarence Swanebeck.....State Agr'l Cons. Comm. at Lansing
Leo Card.....Director, Bur. Foods & Standards at Lansing
Selling Beans by Advertising

In connection with this program the national committee upon which Mr. Bramble and I have been serving have inaugurated a nation-wide advertising campaign for beans through the Independent Retail Council and the Agricultural Trade Relations Bureau of the Chain Stores. Reports from these organizations indicate that this has appreciably increased the demand for beans on the part of the consumer, but this is neutralized to some extent by the reluctance of the growers to market a portion of their beans at the present level of prices.

Through this national committee of seven for the first time we have the efforts of all the bean producing regions of the country co-ordinated for the better marketing program. This is important as the Great Northern beans of Montana, Idaho and Wyoming compete in the markets of the country with the white beans of New York and Michigan, and only through the co-operation of the growers' organizations in each region with those in other producing areas can better results be obtained. On account of her large production of white pea beans, Michigan occupies a key position in the long range program upon

(Continued on page 3)



It's more like farming than most people realize

RAILROADING is like farming in a surprising number of ways. Both of us have money invested in "plant"—land, buildings, stock and machinery on farms; land, tracks, buildings and machinery on railroads. Both of us have operating expenses, for work done, for materials and supplies used. Both of us pay the same kind of local and state taxes to help support our communities.

Since 1933 prices of things railroads buy have gone up; wages have increased; taxes have risen—while the average level of railroad freight and passenger charges has steadily declined. In fact, the average charge by the railroads for hauling a ton of freight one mile was actually 10 per cent less in 1937 than in 1932—26 1/2 per cent less than in 1921, shortly after the end of government operation, when the downward trend of rates began.

But it goes farther than this. Without railroads to get crops to central markets mighty few farms could be successfully operated. And our 241,822 miles of line would certainly be a loss if we didn't have farmers as customers. The point of all this is that what's bad for the railroads is bad for the farmers—and right now railroads are having difficulties which may impair the very services you need to market your products. The difficulty arises out of one simple fact:

In spite of this, the railroads have speeded up their service, made it safer, more reliable, more complete—giving more for the money than ever before. Their big problem right now is to earn enough to cover running expenses and to keep their plant in shape to continue the sort of service which you and other shippers must have.

Association of American Railroads logo with 'SAFETY FIRST—friendliness too!' slogan and Washington, D.C. address.

Avoid extreme drops in temperature in the poultry laying house by better insulation and by the use of artificial heat.

### CORY COFFEE BREWER

Makes Perfect Coffee Every Time  
Gives You More! Look! Fast-Flow Filter • Two-heat Electric Units • No-Break Funnel Holder • Beautiful Striping  
8 CUP SIZE For Any Range \$3.45 With Electric Stove \$5.95  
Attractive Decanter Cover  
Choice of models from 4 to 13-cup capacity.

Let us show you the beautiful, efficient Cory Coffee Brewer. Finer coffee in fewer minutes. It's the most improved glass coffee brewer.

BUY AT FARM BUREAU STORES & AT CO-OPS  
FARM BUREAU SERVICES, Inc.  
728 E. SHIAWASSEE LANSING

## TWO COUNTY FARM BUREAU LEADERS DIE

### Elmer Ball & M. S. C. Whitbeck Were Well Known For Their Work

Elmer E. Ball of Albion, Calhoun county, secretary of the Calhoun County Farm Bureau from its organization in 1918, was killed and Mrs. Ball was critically injured January 31 in an automobile accident near Marion, Indiana. Mr. and Mrs. Ball were en route to Florida to visit their son.

Mr. Ball was an outstanding citizen of Calhoun county. As a farmer, and because of his interest in his home community and his county, he became a leader in farm and community affairs. For nearly 20 years he gave a splendid leadership to the Calhoun County Farm Bureau. His interest appeared to grow with the years.

Moreau S. C. Whitbeck, 67, for many years an officer of the Muskegon County Farm Bureau, passed away Jan. 24 after a sudden illness. Mr. Whitbeck was interested in civic affairs throughout his adult life, and was active in the Grand and the Farm Bureau. For many years he was a member of the board of education in his community, an interest which he continued in later years on the Muskegon County board of supervisors.

Uncle Ab says advertising makes you want things you never even heard of before.

## Little Things Like This Build Good Farm Business

### Producers in Other States Build Reputations; Why Not in Michigan?

By MRS. EDITH M. WAGAR  
I wonder if Michigan folks really know how to interest others in their state?

For example, when the Christmas cards came to our home this year, it was noticeable that those that came from Florida carried the usual holiday greeting, and usually a picture of a Florida bathing beach or an orange grove, etc., those from California might portray fields of pomegranates or tropical fruits; those from Texas presented oil fields, ranch scenes, fresh vegetables and pink grapefruit of Texas.

Why not follow their example and tell others in our correspondence about Michigan? Don't you think some of those folks are actually tired of the same old orange grove and the same old sunshine and would be stirred a bit to get a picture of an old friend really enjoying a winter Michigan good? Why not let the rest of the nation, especially the warm part of it, see how healthy our folks keep through exercise on a toboggan slide or on a skating pond? Why not show them what a real orchard looks like? Why not give them a glimpse of real livestock by picturing a flock of sheep or dairy cows or feeders or some of our good horses? Wouldn't a bunch of Michigan hogs interest those used to gazing on razor backs?

I don't know as I'd use the holiday season for commercial purposes to that extent, but we can find other times in the year that we could "strut our stuff" to good advantage.

Then there's a heap that we can do right here at home. No apples that I know of have the flavor that we get from a Michigan apple ripened to perfection. Yet we are passed by when apples are served to the public. I have been paying particular attention to the apples carried in the basket through our trains and to the apples offered for sale elsewhere and none of them bear the trade mark of a Michigan farm. Why not?

For several years an enthusiastic member from Yakima, State of Washington, attended the National Farm Bureau Annual Meeting. He would bring a barrel or two of their famous Yakima Valley apples and treat the crowd. It was a good piece of advertising for we all think of those apples whenever that state is mentioned and would not hesitate to buy apples so marked.

We know Kalamazoo celery is known the nation over because it is offered to the public in so many ways but particularly from great loads meeting every train, and all travelers by automobile passing through that city.

If we can get the consuming public to realize they are doing the Michigan farmer a favor by insisting on our own home vegetables and fruit and meat and butter, we have gained much towards marketing our produce.

There's many a co-operative cream-

### To Washington to Help Sell Surplus Beans

(Continued from page two)  
which we are working. We expect to advise you in the near future regarding further developments.

**National Canners Meeting**  
Another major event of the month was the national canners' meeting in Chicago. Since the Farm Bureau Fruit Products Company has been operating the canning plants at Hart and Coloma I have made it a practice to attend this annual gathering of food producers with our manager, Mr. C. N. Hinman.

It is an interesting experience to sit in conferences with brokers from all parts of the country and get a better idea of the enormous and complicated system of food distribution that has developed from the farmer to the ultimate consumer. I was greatly encouraged to note the increasing respect the vendors of canned foods are showing toward the Farm Bureau Fruit Products Company. Instead of having to seek brokers to handle our pack, Manager Hinman now turns many solicitors of our business away with the statement, "He has a good representative in that market." He is now able to improve our connections in most of the markets as needed.

Also, firms that handled one or two cars of Farm Bureau canned products last year say the prospects are good for twelve or fifteen cars next year. I get a thrill out of this experience when I consider that this development means better outlets for Michigan farmers' products. Through his own co-operative he has placed himself in position to get the full benefit of better trade outlets.

A conference of representatives of several co-operative canning companies processing fruits and vegetables in the area between Maryland and the states of Washington and California was one of the highlights of the convention for us. Not only did we learn many helpful experiences from the other veterans in the busi-

ness, but were encouraged to realize that Michigan is well up in the front rank of these pioneer co-operative undertakings. Also, with the co-operative representatives present in the general sessions, I noted the interests of the farmer were voiced as well as those of the broker and handlers of his products.

As I experienced this glimpse of the other end of the fruit and vegetable business and contemplated the many and complex operations and interests involved in getting the produce from the farmer to the consumer, I realized that a far cry it is from the cherry orchard or tomato patch in Oceana, Van Buren and Berrien counties to the table of the consumer in some distant part of the country. Quite possibly our efforts along co-operative lines may in time result in shortening this gap and may mean a saving to both producer and consumer.

**Farmer and Foreign Trade**  
I attended a session on reciprocal trade agreements where a representative of the Department of Commerce related how committees and delegations from various industries were continually supplying them with information regarding their respective industries in relation to exports and imports. It was then I thought how much the farmer could accomplish doing the same thing. As I witness the many places where the farmers' own organizations could give him better protection if only more of our farmers would join, I feel that Farm Bureau membership work is the most fundamental and important project in which the Michigan State Farm Bureau is engaged.

It is the duty of every Farm Bureau member, and of his state and local organization to remove the lack of understanding and interest still shown by so many of their brother farmers. The person who says that he gets no benefit from his membership may be honest about it, but he is certainly badly misinformed.

Mr. Hinman and I were greatly encouraged that three directors of the Farm Bureau Fruit Products Company could attend—Messrs. O. R. Gale of Shelby, C. E. Buskirk of Paw Paw, and Carl Steimle of Sodus. I observed two of our good directors having their breakfasts in the middle of one forenoon. Far be it from me, however, to intimate that this had any relation to the time they went to bed the night before.

**Always Progress and New Ideas**  
I feel it was one of the most beneficial moves we have yet made to encourage our directors to take time to witness this great convention and the channel through which their products move. Managers Wilson Bean of our Hart Plant and Curtis Steen of the Coloma plant also derived much benefit from the several processing sessions and in inspecting new developments in canning machinery.

After a week's absence in Washington and Chicago I was happy to return home and catch up with the numerous tasks awaiting me at the office. These included matters pertaining to insurance, seeds, feeds, farm machinery,

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Junior Farm Bureau, district organization and the many and varied demands that day in and day out are made upon the State Farm Bureau administration. While it is a life full of many problems, worries and demands that are far beyond the ability of any man or personnel, it is likewise rich in those things that bring inner satisfaction and the stimulation to do one's best in spite of the difficulties.

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**The "Rosetta Stone"**  
A shapeless, broken slab of black basalt stone unlocked the secrets of 4,000 years of ancient Egyptian history. Known as the "Rosetta stone," it was discovered in 1799, inscribed in triplicate, in three languages, and from it the Egyptian alphabet was deciphered.

The typical farm family needs at least 150 pounds of meat for each person a year.

## Expect Simpler Gas Tax Refund Blank

The Farm News has good authority for the statement that soon there will be a simplification of the blank that farmers fill out when making application for refund of tax on gasoline used for power purposes on the farm. There has been considerable criticism of the present form, which is a revision of a more satisfactory form used some time ago. Farmer objections were aired at the State Farm Bureau annual meeting in November, but no action was taken pending expected action by the gas tax division of the State Highway department.

Plants that need plenty of light to produce flowers include the cyclamen, poinsettia, geranium, primroses, colcous, cineraria, and calceolaria.

Thin-shelled eggs are common at this season. They indicate a lack of minerals or of vitamin D in the ration.

## Let Farm Bureau Plan Your Water Supply System

Write our Electrical Dept on problems before you regarding a suitable water supply system. No charge for our service in this connection.

- Shallow Well Pumping Systems \$49 & \$61 and up.
- Deep Well Pumping Systems \$90 and up.
- Water Softeners \$48 to \$300.
- Water Filters \$75 to \$250.
- Septic Tanks from \$18.50 to \$42.50.

Farm Bureau Services, Electrical Dept  
728 E. Shiawassee St., Lansing, Mich.

I am interested in Electric Pump Systems for:

- Shallow Well
- Deep Well
- Water Softener
- Filter
- Septic Tank

NAME .....  
ADDRESS .....

### OFFER and TERMS

## 6,000 SHARES

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

5% CUMULATIVE PREFERRED STOCK—CLASS AA—  
PAR VALUE \$10.00 — DUE JULY 1, 1956

Price \$10.00 per share

This stock is sold only on the complete statement regarding the issue which is contained in the Prospectus. Copy of the Prospectus may be obtained from Farm Bureau Services, Inc., 221 North Cedar Street, Lansing, Michigan.

The Farm Bureau Services, Inc., is about to offer this investment to the public. First announcement is through the columns of the Michigan Farm News to Farm Bureau members and their families as Farm Bureau Services, Inc., believes this to be a good investment of particular interest to them.

#### \* Purpose of Issue

The preferred shares have been issued to raise additional working capital so that the Farm Bureau Services, Inc., may carry on co-operative buying and selling of farm products and supplies more efficiently and more economically, and to adequately finance the requirements for inventories, facilities, and operating capital occasioned by the growth of the business.

#### \* As An Investment

The management of the Farm Bureau Services, Inc., believes that the past and current records of business and earnings indicate a good future for the enterprise. The Services has a record of payment of all dividends on its preferred stock over a period of the past six years.

#### \* Ownership and Management

The Farm Bureau Services, Inc., is a federated co-operative organization owned by the Michigan State Farm Bureau and 125 affiliated farmers' co-operative associations, located in the important agricultural sections of the state.

#### \* Stability of the Business

The Farm Bureau Services' major lines of Farm Bureau brand seeds, fertilizers, dairy and poultry feeds, binder twine, oils and gasoline, fence and steel roofing, farm machinery, sprays, and insecticides, harness, barn equipment, paints and tractors provide a good volume of business for all seasons of the year.

\* Statements are quoted from the Prospectus.

### APPLICATION FOR COPY OF PROSPECTUS

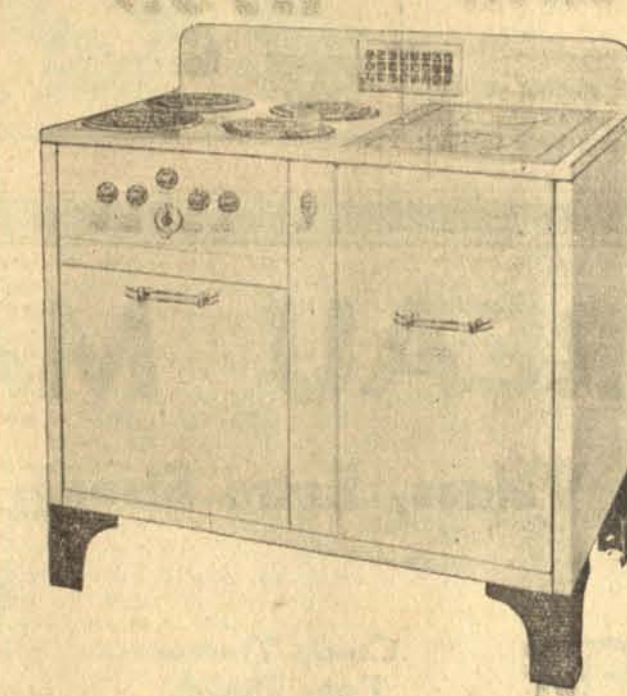
Farm Bureau Services, Inc.  
221 North Cedar Street  
Lansing, Michigan

Please send me a copy of the Prospectus regarding the offering of 6,000 shares of Farm Bureau Services, Inc. 5% Cumulative Preferred Stock, Class AA, Par Value \$10.00 per share.

NAME .....  
ADDRESS .....

January 1, 1938

## Our Combination Electric and Fuel Range



### Two Ranges in One

Planned for every season in the year, and for farm economy. At the left, a beautiful four unit electric range for fast, clean cooking. The extra large electric oven takes 8 one-pound loaves of bread. Porcelain lined, heavily insulated with rock wool. Has automatic temperature control that maintains heat where you set it. At the right is our wood or coal range for cooking and heating. Built to serve also as a circulating heater. It will warm and circulate the air of a kitchen three times an hour. See this range! We also have a complete line of Co-op All-Electric Ranges.

### Now at It's Best

An electric refrigerator is perfect in summer and most convenient in winter. An important consideration is to get one that's big enough. You'll find that you can use to advantage all the space in a 6 or 8 cubic foot box. Our Co-op refrigerators are spacious, well arranged, quiet, and fast freezing. The refrigerating unit is built with the idea that it should never wear out. At the factory one has run continuously since Dec. 1927. That equals 32 years of ordinary home refrigeration service!



### The Most Sweeper for Your Money



### 2 lbs. Lighter!

Ironing is a lighter task with our new 4 lb. lightweight speed iron. Automatic heat control for each type of fabric. Built in switch and cord. See this one!

### Sealed, dust-proof ball bearings in the powerful motor. Extra fan blades for additional cleaning efficiency. Never needs oil. Motor driven brush. Floor light. 4-piece and 7-piece sets of special attachments available.

As I experienced this glimpse of the other end of the fruit and vegetable business and contemplated the many and complex operations and interests involved in getting the produce from the farmer to the consumer, I realized that a far cry it is from the cherry orchard or tomato patch in Oceana, Van Buren and Berrien counties to the table of the consumer in some distant part of the country. Quite possibly our efforts along co-operative lines may in time result in shortening this gap and may mean a saving to both producer and consumer.



### Co-op Washers

We make three models with 6 to 8 pounds of dry clothes capacity. The tubs are porcelain enamel over rust resisting Armco iron. None better. A three vane impeller assures fast and thorough washing. Mechanism runs in oil bath for long and quiet service. Lifetime oiled motor. Mullins wringer, large cushion rolls, 5 positions.

### TELLS HEAT

This iron warns when ironing surface is getting too hot for fabric for which it is set. Big value in semi-automatic irons.

### FOR PERFECT WAFFLES

Bake them at the table. Enjoy the lightest and best tasting waffles you've ever had. Perfect baking makes good waffles. Co-op waffle iron signals when the grids are ready for batter. The Glo-Lite (left) also signals when ready and when waffle is done. Signal waffle (right) signals when ready. No smoke, no greasing of grids. Temperature control of grids does it.

### RADIOS

### IRONERS

### KITCHEN APPLIANCES

"BUY WITH CONFIDENCE THROUGH YOUR COOPERATIVE"

FARM BUREAU SERVICES, Inc., Lansing, Mich.

### CHECK ORCHARDS TO FIX SPRAYS

Now is Time to Determine Controls for Scale, Red Mite

Middle of winter might seem unimportant to look over trees in an orchard, but the wise fruit producer can do this job profitably.

Three pests should be sought to determine if sprays for them should be applied, warns Ray Hutson, head of the entomology department at Michigan State College.

San Jose scale appears as a scurfy deposit on twigs and branches.

Red mite eggs are just large enough to be seen. They resemble red pin points.

Aphis eggs are black shiny deposits in masses on rough spots on the tree and also found on water sprouts.

Controls are not difficult. An oil spray containing at least three per cent actual oil will serve for treating scale and red mites. This spray can be put on as a dormant spray during suitable weather conditions before spring opens up.

For the aphis control Hutson says it is possible to obtain oil sprays containing materials that will cut down the aphis hatch, although the usual oil spray is not effective.

### Henrietta-Waterloo Farm Bureau Fair

January 10-11 there were 153 persons who made 560 entries in the 5th annual Henrietta-Waterloo Township Fair in Jackson County, which is sponsored by the Henrietta-Waterloo community Farm Bureau. Local businessmen, the two township schools, township boards, churches and M. S. C. extension service co-operate to make it an all community affair.

The exhibits, said Vaughn Tanner of the Farm Bureau, bring out competition between each school district. Each furnishes its best corn, wheat, oats, beans, potatoes and eggs from the farm, and canned goods from the homes.

There are open classes for individual entries in all these, and for sewing and baked goods. 4-H clubs exhibit. The county school commissioner, Mr. Torrent, closes the competition between schools for writing, spelling and for individual spelling the first night. The second night each school district contributes 10 minutes to the program, offering contributions by children or adults. Church classes furnish the suppers. Premiums awarded amount to \$100. Fred Baxter is president of the fair. Misses Alta Moeckel and Agnes Moeckel are manager and secretary.

Uncle Ab says the passing of the depression is also shown by the amateur farmers passing back to the city.

### Membership Makes Him Strong



### Junior Farm Bureau

(Continued from page one.)

Tuscola claims it has a new lease on life. Being one of the larger groups numerically, bigger things are expected shortly. A substitute election advanced Doris Montie to be vice-president and program director. Shovel on the coal, Doris!

Elmer Christenson, Leon Smalligan, and Mary McDonald are a Junior Farm Bureau committee to co-operate with County Agent, Clarence Mullett for an electrical school for several days in Newayo county.

Box socials make money! Tuscola cleared \$15.00 the other night.

Gamblers, eh? St. Clair held a bunco party last week. Ionia is having a raffle soon.

Mr. Stanley Wellman of the Michigan Elevator Exchange is another addition to the growing list of men who provoke thoughtful discussions by their interesting talks. Recently he spoke to the Huron County and State College Junior Farm Bureaus units about "Grain and Bean Marketing". Oxford also came under his spell.

Russell Smith and Mildred Adrian, committee chairmen for the Barry Jr. Farm Bureau, sponsored the third annual all-county "Family Fun Night". Fun, games, singing, potluck, and a panel discussion of farm problems comprised the evening's program.

Dryden Jr. Farm Bureau is the latest addition to our family. This

group is the south part of Lapeer County. Kenneth "Pepper" Wagner is president. Other officers are: Burford Clarke, vice-president; Marita Clarke, secretary; Katherine Wagner, treasurer; Same Dome, publicity reporter.

### GETTING TOGETHER

Lenawee Jr. Farm Bureau community project invited the Grange to eat potluck with them the past month. Then each group met in its own business meeting. Later a joint program was held.

Grangers and Junior Farm Bureau members co-operated in entertainment and games. The achievements and histories of both organizations were presented. Harry Martlock led a panel discussion on "What Rural Young People Want".

The main expressions were on fun and recreation, home and security, self-development, organization and expression, and knowledge and education. These subjects were introduced by Ivan Hunt, Chas. Ruesink, Alberta Folts, Carl Yeutter and Ellene, Hunt. Adults and young folks alike participated in open discussion.

### DO WE TAKE ADVICE?

At the American Farm Bureau convention at Chicago, the Secretary of Agriculture, Mr. Henry Wallace, advised the Farm Bureau and other farm organizations to inform city, industrial, labor, and other groups about the farm program. He stated that the reason urban people often are not in sympathy with rural folks is a lack of in-

formation and understanding of the position of farmers.

### Asks Consumers to Liberalize Farm Plan

The Michigan Public Utilities Commission, through Commissioner Joseph Donnelly, has asked the Consumers Power Co. to further liberalize its farm line extension program to approve extensions of 10 miles or more having an average of three customers per mile when this would bring power to at least 75% of the unelectrified area of any community. The company is also asked to reduce from \$12.50 per mile to \$9 per mile the guaranteed revenue per month from extensions.

### Booklet on How To Butcher Hogs

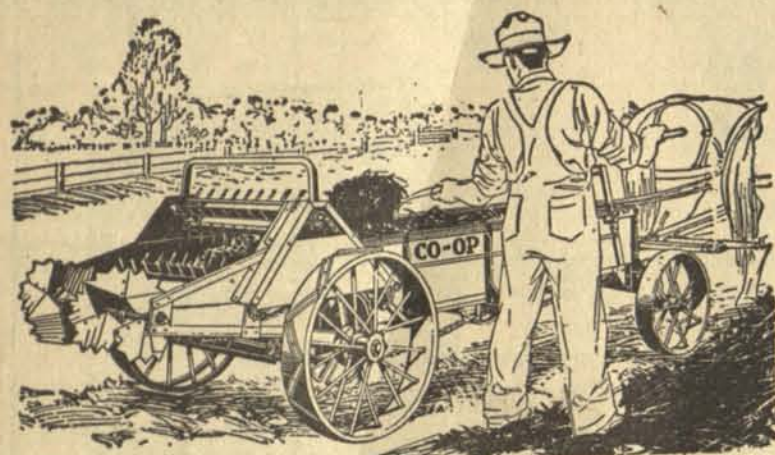
"How to Butcher Hogs and Cure Pork" is the title of an informative booklet offered to farmers free by Diamond Crystal Salt Co., Inc., St. Clair, Michigan.

The booklet gives reliable guidance in the selection of tools, instructions on killing, scalding, scraping and cleaning, cutting up the carcass, and approved and up-to-date methods of curing. The U. S. Department of Agriculture and several mid-western colleges with agricultural departments assisted in the preparation of the text.

Squashes, pumpkins, and onions keep best in storage at temperatures near freezing, or around 32 degrees Fahrenheit.

# FARM BUREAU MACHINERY AND HARNESS

## Greater Values, Extra Strong, and Designed for Efficiency and Long Service

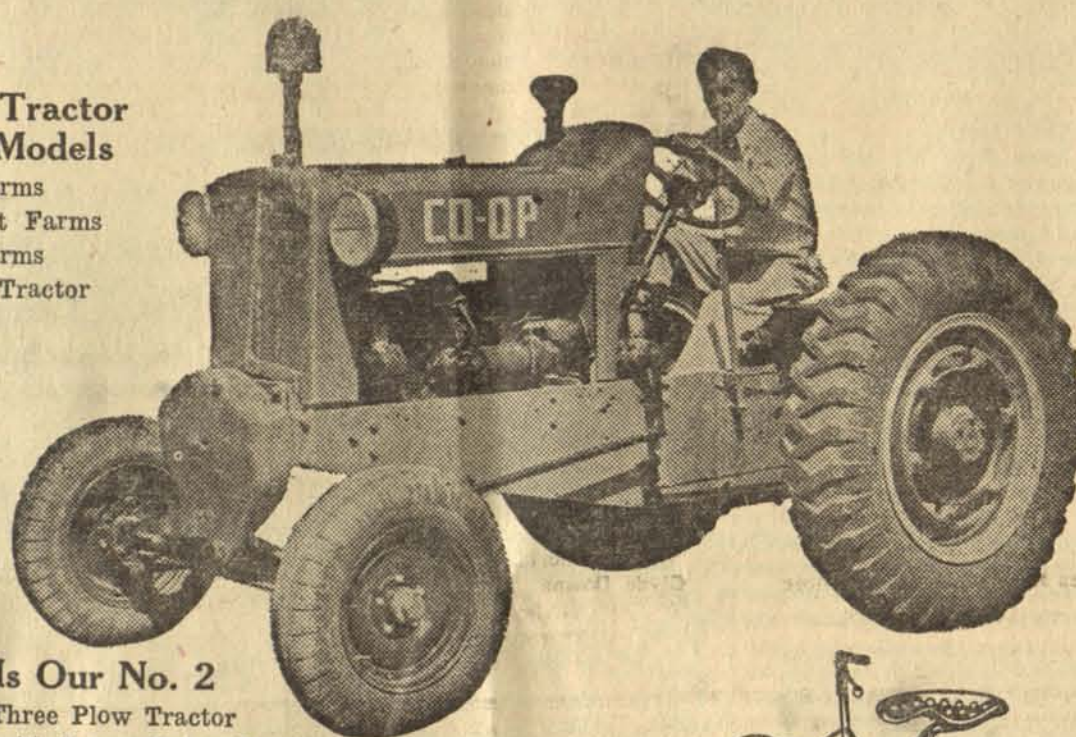


### Co-op Manure Spreader

Three Feet High, Easy to Load, Easily Pulled

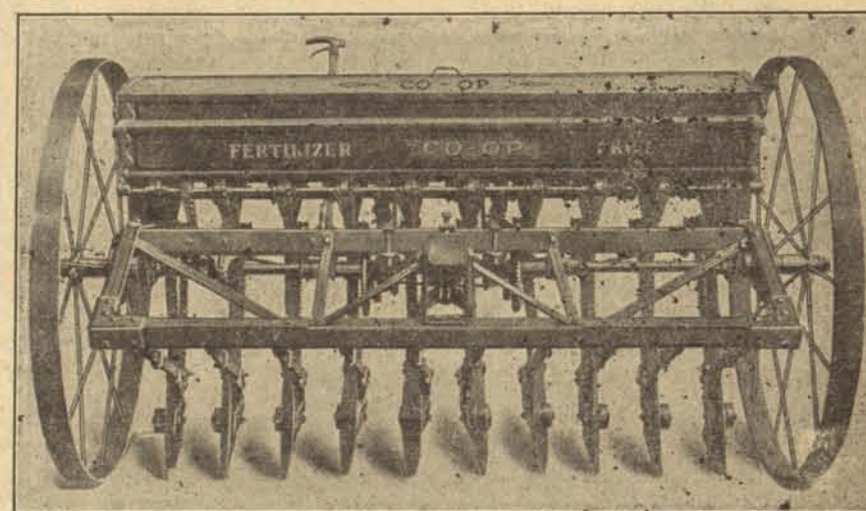
### Co-op Tractor Four Models

- 1—Small Farms
- 2—For Most Farms
- 3—Large Farms
- 4—Orchard Tractor



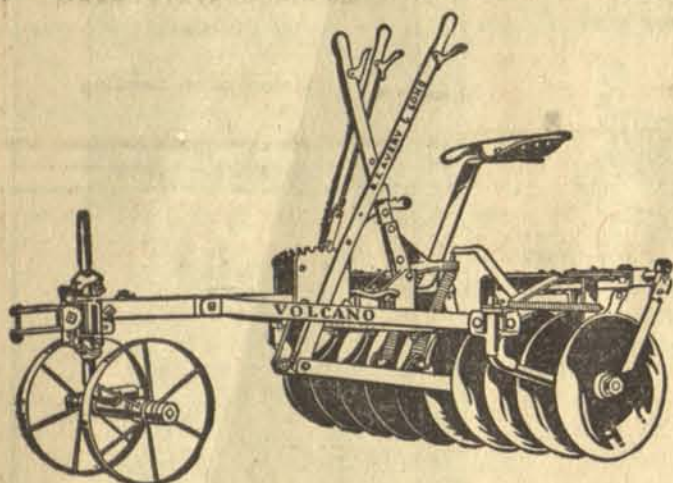
### This Is Our No. 2

Two or Three Plow Tractor Available with Power Take-off



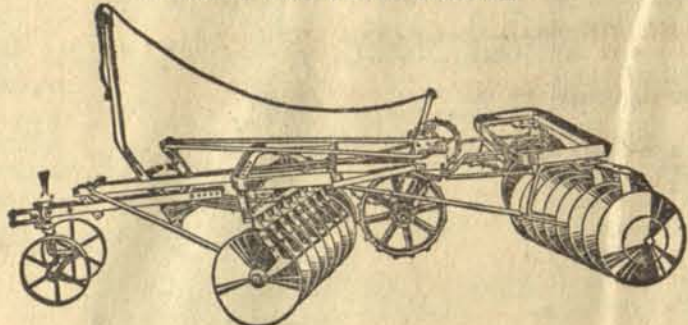
### Co-op Combined Fertilizer & Grain Drill

Our Combination Disc & Hoe Shoe Avoids Clogging—Drills Perfectly Places the Seed Where You Want It



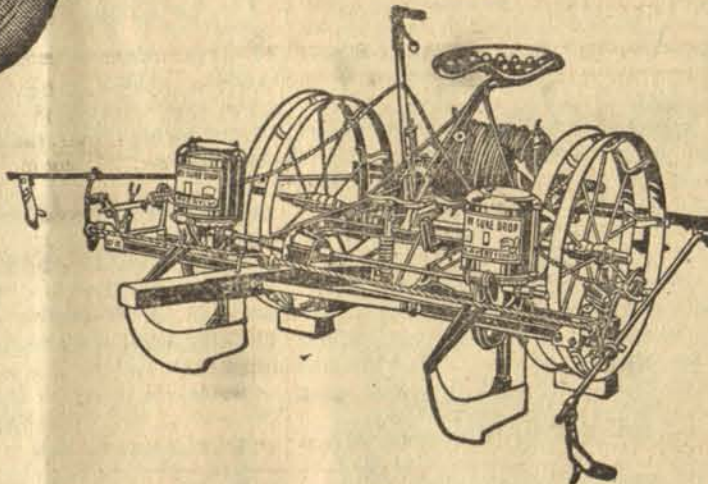
### Volcano Disc Harrow

Perfect Disc Control, Lubrication, and Easy Draft



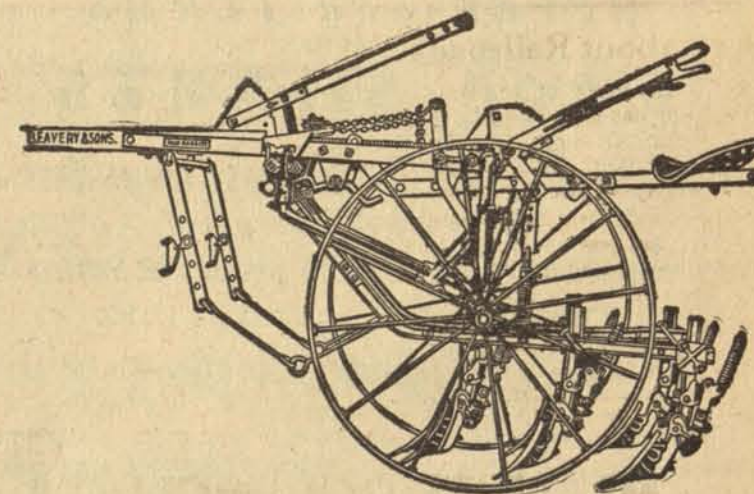
### Automatic Tractor Disc

Gangs Can't Work Loose; Discs Won't Clog



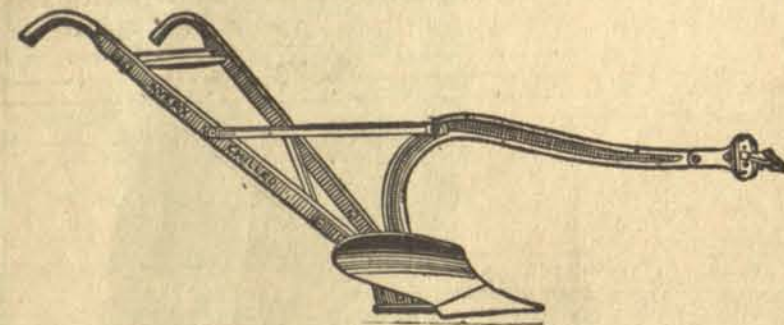
### Sure Drop Planter

Light, Strong, Positive Hill and Drill Planter With or Without Fertilizer Attachment



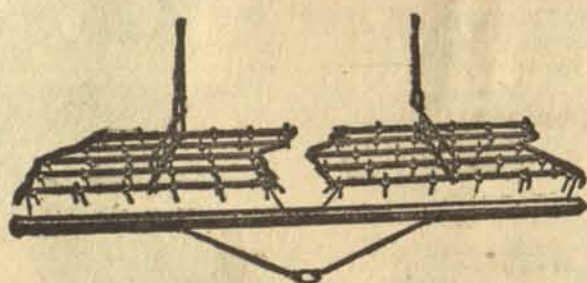
### Jack Rabbit Cultivator

All Purpose, All Crop, Easy Handling Cultivator



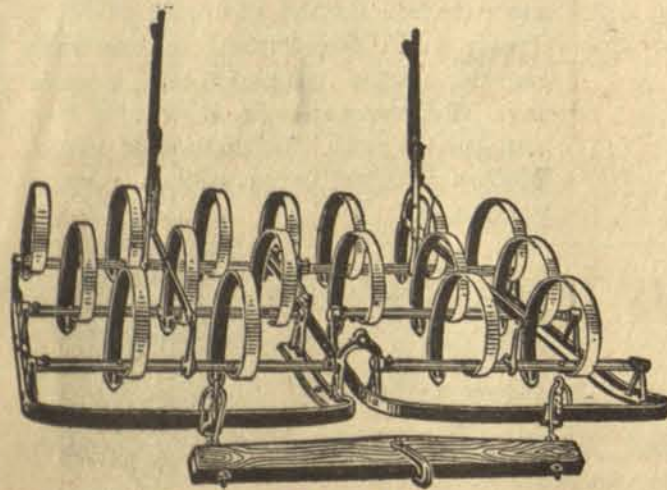
### Walking Plow

Sturdily Made; Extra Shares Fit Exactly



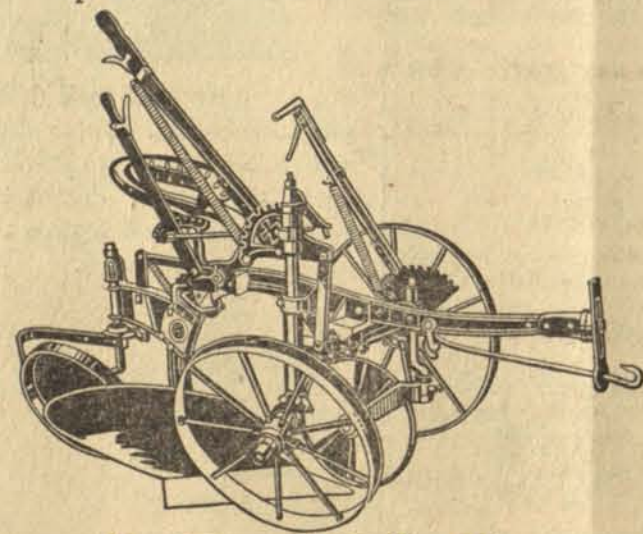
### Guard Rail Harrow

Special Steel and Made to Last



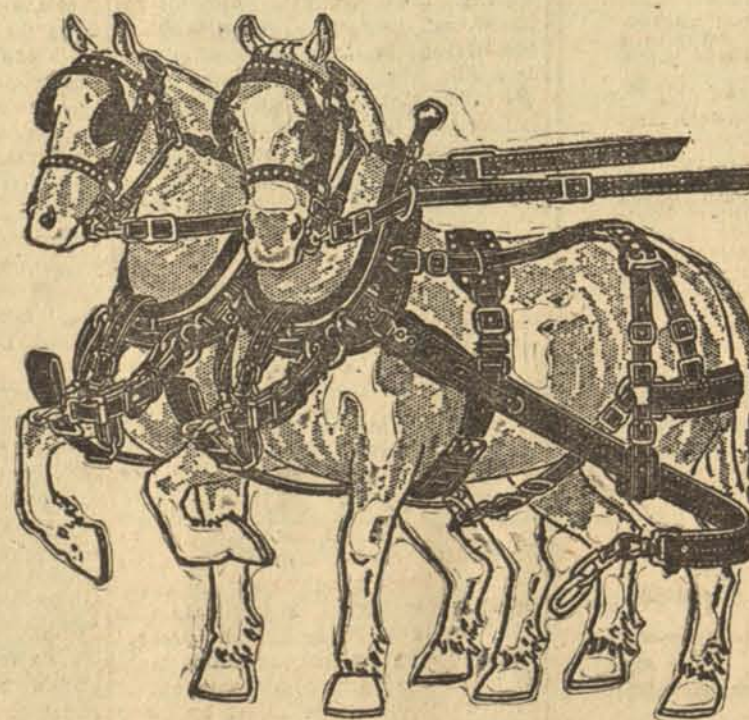
### Spring Tooth Harrow

Built for Wear; Sets for Use With Tractor



### New Torpedo Sulky Plow

Quick Detachable Share; Uses Any Style Bottom



### Farm Bureau Harnesses

All leather . . . From No. 1 Selected Steer Hides; Best Workmanship; Extra strong for long wear; New Rust-Resisting Hardware.

You must see these implements and others of our complete line to appreciate them—  
Displays at Bay City, Hart, Hastings, Imlay City, Lapeer, Lansing, Pinconning  
Saginaw, Woodland Farm Bureau Stores and at nearly all Co-op Ass'n's

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- Torpedo Sulky Plow
- Walking Plow
- Sure Drop Corn Planter
- Jack Rabbit Cultivator
- Co-op Manure Spreader
- Guard Rail Spike Tooth Harrow
- Spring Tooth Harrow
- Pull-Cut Mower (New)
- Champion Grain Binder
- Champion Side Delivery Rake
- Champion Hay Loader
- Co-op Tractor
- Farm Bureau Harness

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ADDRESS \_\_\_\_\_ RFD \_\_\_\_\_  
MAIL TO FARM Bureau Services, Inc.,  
728 E. Shiloh St., Lansing, Mich.

# Presidents and Secretaries Meet

### Cherry Week February 15 to 22

The Seventh Annual National Cherry Week will again be the birthday week of George Washington—February 15-22. Co-operative tie-ups with manufacturers of related products are being arranged on a comprehensive scale which will include radio, magazine and newspaper promotion as well as group displays. Window posters, recipe cards, menu stickers and other display material will be available to the trade through the canners to promote the sale of canned cherries.

## Recommendations

### RESPONSIBILITY

We believe that no program for building or maintaining a County Farm Bureau membership of any size can accomplish the desired results unless there is an acceptance of leadership responsibility by those elected to that place of leadership.

In the case of the County Farm Bureau, we believe that that leadership should consist of the County Farm Bureau Board, who at all times should set an example in securing the desired results. We believe that County Farm Bureau Boards should be assisted in assuming this responsibility of leadership by the District Representative of the State Farm Bureau and by such committees as may be appointed by them. Having taken this leadership responsibility and developed a program for accomplishing the desired results, we believe that the leaders should be supported not only in word but in deed by the County Farm Bureau membership and the State Farm Bureau to the degree necessary for accomplishing the desired results. Without this assumption of responsibility on the part of the several factors involved we are convinced that the growth of the membership and the development of county programs will be retarded materially.

Be it further resolved, that a copy of these resolutions regarding responsibility be sent to each County Board member in the State in order that each Board member may fully realize the responsibility of his office.

### MEMBERSHIP CAMPAIGNS

We endorse heartily the county membership campaign project with solicitation done primarily by volunteer workers. We recommend that each county plan its campaign so as to distribute the responsibility among the larger number of its members thereby making the achieving of the task no hardship on anyone. We recommend that planning the county membership campaigns be done in time each year and that solicitation

## Adopt Recommendations on Which to Base County Farm Bureau Work for 1938

County Farm Bureau presidents and secretaries and other leaders... 120 in all... wondered if they were seeing things January 10 at an organization conference at the State Farm Bureau when the speakers and their assistants appeared in surgical operating room dress, and proceeded to "operate".

The ills of County Farm Bureaus were diagnosed and courses of cure were offered by V. Vaniman, organization director of the American Farm Bureau. He was assisted by J. F. Yaeger, director of the Michigan State Farm Bureau.

Out of the frank discussion of Farm Bureau membership successes and failures came the appointment of several committees to make recommendations for 1938. The conference adopted suggestions for County Farm Bureaus as to membership quotas, campaign methods, issues, programs, Junior Farm Bureaus, and responsibilities of officers and directors. The recommendations are given in this general article.

Secretary C. L. Brody of the State Farm Bureau urged county officers to develop Community Farm Bu-

reas as the foundation for permanent progress for the entire program. It is necessary for each member to have an opportunity to participate in Farm Bureau work, Mr. Brody said. The Community Farm Bureau provides the opportunity.

"Such groups should be definitely known as Community Farm Bureaus, and should lend themselves to discussing and furthering Farm Bureau projects," said Mr. Brody.

Mr. Vaniman congratulated the group on a splendid day's work and upon its acceptance of leadership responsibility. The group proposed that similar meetings be held two or three times each year.

Consulting "doctors" and "nurses" who assisted with the presentation of the Farm Bureau membership clinic were: Mrs. Hal Conkey, Oscar Anderson; Mrs. Elmer Frahm, Saginaw county; Hurler county, Calhoun; J. S. Sherman, Lapeer; Charles Openlander, Clinton, Mark Westbrook, Ionia; J. T. Bliss, Ingham; and Keith Tanner, Monroe. Mrs. Pearl Myus of Lapeer county was secretary, and Stanley Powell directed the conference.

of prospects be done early the following year so that this may be completed before farmers become busy at spring work.

We suggest that all county membership campaigns be concluded not later than April 1st and that a plan be evolved in each county which will accomplish the securing of the membership quota for that particular county.

- We endorse: 1. Volunteer workers. 2. Many workers evenly distributed through the county. 3. Carefully selected prospect lists a. By reliable folks, b. By community Farm Bureaus.

### MEMBERSHIP QUOTAS

We are convinced that unless a goal is set up such progress as

might be made is not always as great as it should be. We heartily recommend continuing the program of setting a membership quota for county Farm Bureaus each year. We look upon the quota as an ideal which can be attained if every factor contributes its proper share to the accomplishment thereof. We believe that quotas should be based on:

- 1. Number of farmers in the county. 2. Present Farm Bureau membership. 3. Agricultural income (to a very limited extent.) 4. The benefits received in the county as a result of the Farm Bureau program.

We believe that in the same manner a membership quota should be set for the Michigan State Farm Bureau

each year and that this should be based on approximately the same items.

### COUNTY PROGRAM

We are of the opinion that no membership can be long maintained or remain loyal to any organization unless that membership is informed and given the opportunity for expressing itself and for participating in the program of that organization at intervals more often than at the time of the annual county or state meeting.

We therefore recommend establishing a series of advisory councils and community Farm Bureaus for the purpose of studying the Farm Bureau program and the problems of agriculture so that they might intelligently advise and participate in the accomplishment of the issues involved. We believe that such local groups should

be small so as to permit participation and discussion and that they should meet often enough (monthly) so as to keep up to date in timely matters. It is hoped that out of such groups will come militant leadership and sound advice which may work with and guide county and state officers in developing the Farm Bureau and its program.

We also recommend that these small groups combine at intervals to stage larger meetings which all farmers might attend in order that those who are not Farm Bureau members become conversant with the program of this organization.

### ISSUES

We realize that no man belongs to an organization because of what has been done. He becomes a member of that organization only because of the

## The Committeemen Who Wrote the 1938 County Membership Program

**QUOTAS**

Jesse Treiber, Ch.....	Tuscola
John McCormick.....	Saginaw
James Quick.....	Monroe
Carl Buskirk.....	Van Buren
Raymond Wurzel.....	St. Clair
Nels Hansen.....	Newaygo
Nelson Richardson.....	Kent
Fred Reimer.....	Antrim
Fred Dobson.....	Saginaw
Roy Weit.....	St. Clair

**CAMPAIGNS**

Clair Brown, Ch.....	Kalamazoo
Leland Cuff.....	Jackson
F. A. Zerby.....	Emmet
Mrs. Edith Wagar.....	Monroe
Sidney Phillips.....	Eaton
Ray Allen.....	Oakland
John Houk.....	Mason
Henry Hendrickson.....	Oceana
Floyd Barden.....	Allegan
Earl Gale.....	Mecosta
George Schultz.....	Van Buren
Oscar Anderson.....	Calhoun

**ISSUES**

Stanley Powell, Ch.....	Ionia
James Harris.....	Gr. Traverse
Walter Carven.....	Ingham
Paul Savage.....	Cass
Peter Wieland.....	Tri-Co.
Charles Rogers.....	Monroe
Elmer Dobson.....	Branch
Laurence Wright.....	Lapeer

**COUNTY PROGRAM**

Ralph Bach, Ch.....	Hillsdale
Marshall Miller.....	Sanilac
Mrs. Pearl Myus.....	Lapeer
L. Dean Steffy.....	Branch
Mrs. Hal Conkey.....	Huron
J. H. Hubbard.....	Shiawassee
Wilbur Short.....	Genesee
Wesley Downs.....	Gratiot
Clyde Hawley.....	Mason
Stanley Sherman.....	Lapeer
T. M. VanSickle.....	Sanilac

**JR. FARM BUREAU**

Warren Murphy, Ch.....	Branch
John Dobson.....	Isabella
Hiram Andre.....	Ottawa
O. R. Gale.....	Mason
Arthur Runzel.....	Muskegon
Mrs. Fletcher.....	St. Joseph
Don Gager.....	Tuscola
Earl Richards.....	Oceana
Jay Dodge.....	VanBuren

**RESPONSIBILITY**

King Lee, Ch.....	Clinton
Mrs. Elmer Frahm.....	Saginaw
Fred VanderMeulen.....	Missaukee
Wm. Haack.....	Livingston
Arthur Perrine.....	Jackson
Charles Openlander.....	Clinton
Al Reidel.....	Berrien
A. M. Edmunds.....	Calhoun

## Facts About Railroads

Not a passenger or employe in a Pullman car has been killed in the last three years, although the Pullman Company in that period has carried approximately 50,000,000 passengers.

Nearly ten thousand air-conditioned passenger cars now are being operated by the railroads and the Pullman Company.

Approximately 1,100 trucks of five ton capacity would be required to carry as much coal as a hundred car freight train.

The average load per freight car of car load traffic in 1936 was 36.3 tons, the highest on record.

Accidents at highway grade crossings and to trespassers on railway property accounted for 81 per cent of the total number of fatalities from all causes on railroads in 1936.

The average number of miles covered each day by freight trains in this country in the first half of 1937 was 386.4 miles, the highest average ever attained.

## Letters to the Editor

Salty Comment in Readers' Letters

### The Farm Bill

I have read the resolutions of the Michigan State Farm Bureau for the years of 1936 and 1937, and of course from them I can get very little idea of the Farm Bureau's stand on the pending compulsory farm control bill. I have, however, from other sources, including the National Agriculture, found that the national organization is sponsoring the compulsory crop control bill.

I fully appreciate the many difficulties that farmers' organizations are up against in an attempt to get farm products on a parity basis. I do not believe, however, that we can right the wrongs of high protective tariffs and other methods used in helping what is known as industry and labor. In other words, I do not believe you can right one wrong by legislating another wrong.

I am firmly convinced that any benefits that might be obtained by further regulation or compulsory crop control will be offset by the evils of taking away from us the liberties and prerogatives of personal initiative. We already have had too much experience in the past four or five years of being misdirected and advised by Washington bureaucrats. To me the old A. A. A. and the present soil conservation act have done more to make liars and dependents out of farmers than can be offset by many years of education.

My experience is that most farmers accept these benefit payments not because they believe in the program but because they fully realize that sooner or later they will have to pay that much or more back to the government in the way of taxes because of that legislation. What has been true of those farm programs will be even more true under any form of compulsory farm control. It seems to me the fact that there will be a referendum for producers of corn, wheat, cotton, etc. means little or nothing because they will literally be forced to vote yes by virtue of pressure from Washington and the allurements of so-called benefit payments.

The whole program might be feasible and possible if Secretary Wallace could control the weather as well as

the production of foreign producers. Obviously, that is impossible.

My suggestion is that farm organizations should bring more pressure to bear in controlling competitive imports and in developing new and more uses for farm products here at home; that is, for industrial manufacturing purposes. It would be quite some if Washington would discontinue its program of helping to put new people in the farming business as our competitors, either full or part time.

In the event the present crop control bill should go through, it certainly should carry the provision that lands taken out of production of one crop shall not be put into the production of some other crop nor under control. I am thinking now of the dairy farmers. Up to now most legislation has tended to help new people to get into the dairy business. I refer mostly to the increased production of alfalfa and other legumes which are essentially milk producing crops.

Summing it all up it amounts to this—I am not in favor of the crop control measure.

Very truly yours,  
H. E. LAMB  
January 11, 1938  
Hillsdale, R-1, Mich.

### Three Members Win Honors as Dairymen

At Farmers Week program, State College, this week Arthur Perrine, of Rives Junction, Jackson county; James Harris of Traverse City, Grand Traverse county; and B. S. Knapp of Monroe, Monroe county, were presented with awards as "meritorious dairymen." Mr. Perrine is president of the Jackson county Farm Bureau; Mr. Harris is president of the Northwestern Michigan County Farm Bureaus and a director of the State Farm Bureau; and Mr. Knapp is a veteran member of the Monroe County Farm Bureau.

### New Law on Great Lakes Perch

Among new fishing regulations which became effective Saturday, Jan. 1, is a catch and possession limit on perch caught in the Great Lakes and connecting waters. The perch limit is fixed at 50 while the maximum catch for pike-perch taken in the Great Lakes or connecting waters is held to 10. A limit of 10 white bass also becomes effective Saturday for all waters of the state.

Uncle Ab says the best piece of advice is not to give any.

### Directors Announce 1938 Wool Pool

Directors of the Michigan Co-operative Wool Marketing Ass'n met at Lansing Jan. 29 and voted unanimously to proceed with a 1938 wool pool much along the same lines as the 1937 pool. Further announcements will be made as the season progresses. The Ass'n directors adopted a resolution opposing the proposed reciprocal trade treaty with Great Britain on wool import. Such a treaty would reduce the U. S. tariff on garments and fabrics containing wool and tend to lower prices for domestic producers of wool. The Michigan Co-operative Wool Marketing Ass'n handled about 65% wool in 1937 than the previous season.

## WHY RISK A LOSS?

Insure in Michigan's Largest Farm Mutual Fire Insurance Company. Assets over One Quarter Million Dollars or which more than half is in cash or Government Bonds, or Bonds guaranteed by the U. S. Government. Net increase of nearly \$10,000,000 of insurance carried in 1937. Losses satisfactorily adjusted and promptly paid.

Featuring a blanket policy on farm personal which often in case of loss pays double the amount of a classified policy. A broad and liberal policy contract particularly adapted to the insurance requirements of the farmer. Careful underwriting and systematic inspection, eliminating undesirable risks and fire hazards. Insurance classified and assessed according to hazard. Assessment rate as low as \$2.94 per \$1,000.

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**State Mutual Fire Insurance Co. of Michigan**  
W. Y. Burras, Pres. 702 Church St., Flint, Mich. H. K. Fisk, sec'y

### MR. LIVESTOCK PRODUCER

The Michigan Livestock Exchange is a farmer owned and controlled organization—offering you the following services:

- SELLING**  
Commission sales services on Detroit and Buffalo terminal markets. Feeders through national connections, can furnish at cost plus a reasonable handling charge, all grades of feeding cattle and lambs.
- FINANCING**  
5% Money available for feeding operations of worthy feeders who have feed, regardless of where they purchase their feeders.
- MARKET INFORMATION**  
Listen to the Farm Market Reporter, sponsored by the Ford Dealers of Michigan each market day at 12:15 P. M. over the Michigan Radio Network.

Station	Location	Kilo-cycles	Station	Location	Kilo-cycles
WXYZ	Detroit	1240	WFOF	Flint	1310
WELL	Battle Creek	1420	WOOD	Grand Rapids	1270
WIBM	Jackson	1370	WBCM	Bay City	1410
WKZO	Kalamazoo	590	WJIM	Lansing	1210

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Say "goodbye" to drudgery in caring for cattle. You can keep barns looking spic and span with Hudson Litter Carriers—and clean them in one-third the time. Clean, healthful quarters for your live stock will pay you dividends!

Hudson Litter Carriers are modern, easy to install, easy to operate. Let us help you select the proper size and type of carrier for your barn. See us now!

**The Hudson Line Includes**  
WATER BOWLS • STANCHIONS  
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Buy at Farm Bureau Stores and Co-op Ass'ns

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The people of Michigan make an average of 3,265,000 telephone calls a day over the lines of the Michigan Bell Telephone Company—about 2250 every minute. It's a big job to keep this enormous tide of conversation flowing smoothly back and forth... to keep good service available at all hours. It takes 3,816,000 miles of wire. It takes 653,000 telephones. It takes 326 buildings. And it takes a working force of 9300 men and women. In short, it takes a big company to do a big job!

**MICHIGAN BELL TELEPHONE COMPANY**



**1 TO 6 BUSHELS MORE CORN AN ACRE FOR 2 1/2 CENTS**

With good seed corn so scarce this year, many growers will be forced to plant mediocre seed. But—good seed or only fair—make what you plant produce to the limit by treating it with New Improved SEMESAN JR.

In 14 Iowa-Illinois tests, this ethyl mercury phosphate dust gave yield increases of from 1 1/4 to 6 3/4 bushels an acre; in 51 tests it produced an average 10% increase—more than 3 1/2 bushels an acre for 2 1/2¢.

New Improved SEMESAN JR. can give such results because it checks seed rotting, improves stands, reduces losses from root and stalk rots.

Use it! 4-oz., 50¢; 1-lb., \$1.50; 5-lb., \$7.00. Ask for free Corn Pamphlet.



**TREAT SEED EVERY YEAR - IT PAYS**

**BUY FROM YOUR FARM BUREAU DEALER**

And save postage. Or buy from us cash with order. 4-oz. can 30¢; 1-lb. can 75¢; 5-lb. can \$3.25, PLUS parcel post at 10¢ per lb.

FARM BUREAU SERVICES, Inc.  
221 N. Cedar Lansing, Mich.

In some states the law requires that hotel sheets measure 108 inches in length.

Common gas engine troubles are overheating and loss of power, generally due to incorrect timing.

# What they said and did at the January MEETINGS

## BERRIEN COUNTY

Four hundred members of the Berrien County Farm Bureau taxed the capacity of two church dining rooms at their annual meeting at Berrien Springs January 15th. At the business session Russell C. Flie, William Bartz, F. J. Thar were elected directors for terms of three years each. Speakers were James Bliss of the State Farm Bureau, Robert Gibbons, Farm Bureau insurance dept., George Schultz, membership, and Harry Lurkins, county agr'l agent. Sec'y James Richards reported Berrien County Farm Bureau activities for the year, including a large gain in membership.

**Resolutions Adopted**

- We the members of the Berrien County Farm Bureau, wish to go on record as requesting the U. S. market news reports to begin not later than June 1st and continue throughout the marketing season, since in the past, nearly 3 million packages of berries from Southwestern Michigan have been sold on the fresh fruit market before representatives of the U. S. D. of Agriculture arrive to start their reports. We also request that copies of this resolution be sent to John B. Strange, State Commissioner of Agriculture and to B. C. Borie of the U. S. Bureau of Agrl. Economics, Washington, D. C.
- We wish to compliment George Schultz for the fine work done in our county during 1937 and pledge our continued support to this work in 1938 to the end that Berrien county may continue to hold its position as having the largest Farm Bureau membership of any county in Michigan.
- We urge our members to cooperate wholeheartedly with the insurance Department of the Michigan

## NEWAYGO COUNTY

Nels Hanson, of Emsley township, long time Newaygo Farm Bureau member and officer, was elected chairman of the County Farm Bureau board of directors at the annual meeting early in January. Arvid Miller of Brookside was named vice chairman, and Mrs. Henry Kolk of Fremont, secretary-treasurer.

Directors for the year include F. E. Wilson, White Cloud Co-operative Produce company; R. B. McKinley, Grant Co-operative Creamery; Harry Stroven, Fremont Co-operative Produce company; Ed. Hall, Fremont Creamery company; C. C. Mullett, county agent; Lloyd Fry, school commissioner; Gordon Christenson, Junior Farm Bureau; Mrs. Ebert Brydges, Ashland Community Farm Bureau; Arvid Miller, Brookside Community Farm Bureau; Howard Slade, White Cloud Community Farm Bureau; Henry Kolk, Garfield Community Farm Bureau; Nels Hanson, delegate at large.

## OCEANA COUNTY

O. R. Gale was renamed president of the Oceana County Farm Bureau, and chairman of the board of directors, at the annual meeting in early January.

Max May is vice president and Mrs. J. H. Birdsall of Weare is secretary-treasurer. The board voted to hold the annual membership drive in April.

The activities of the county Farm Bureau were divided into 12 sections with Mr. Gale and Jacob Heer in charge of the Senior Farm Bureau; Ernest Steen, membership; Ward Gilliland, Community Farm Bureau; Martin Seaver, Junior Farm Bureau; Newell Gale, Farm Bureau services; Mrs. J. H. Birdsall, publicity; Henry Henriksen and Simon Rager, legislation; Clayton Riley and Fred Sanford, marketing; Jesse Davis and Max May, general agriculture; James Thar, extension; Grace Walker, schools; insurance, O. R. Gale, Newell Gale and Henry Henriksen.

## CALHOUN COUNTY

Two hundred and seventy-five of Calhoun County Farm Bureaus membership attended the annual winter meeting and luncheon at the Post club house at Battle Creek January 19 as guests of the General Foods Corporation. They were conducted through the five story manufacturing plant for Post Toasties. There 14,000 bushels of white corn are converted into 4,000,000 breakfast servings of Post Toasties daily when the plant is operating at capacity. Several packaging machines turn the product out at the rate of 25,000 family size packages per hour.

At the afternoon session they were addressed by E. E. Ungren, editor of the Farm News, who spoke on the recent rapid development of the social side of the Farm Bureau. He predicted the complete electrification of rural Michigan within the next three or four years at the rate private utilities and REA groups are proceeding. More than 40,000 Michigan farms have been connected to electric power since January 1, 1935.

## ST. CLAIR COUNTY

Nearly 300 persons attended the St. Clair County Farm Bureau and Soil Conservation groups winter party and dance at the Armory at Port Huron, the evening of January 13. Several more similar meetings are planned, one for February.

## IONIA COUNTY

Ionia County Farm Bureau had a splendid dinner meeting and entertainment program at Ionia the evening of Jan. 26. About 100 members and their wives enjoyed an evening of music and speaking entertainment by Farm Bureau members.

## TRI-COUNTY

Farm Bureau members of Antrim, Emmet and Kalkaska counties attended meetings at Petoskey, January 11 and Ellsworth, January 12, at which the development of a Rural Electrification Administration project to serve five counties was discussed. The meeting at Ellsworth was also the annual meeting of the Tri-County Farm Bureau. Both meetings were addressed by E. E. Ungren, editor of the Farm News. He congratulated the communities on the rural electric cooperative they have under way. He spoke of the conference which the Farm Bureau has sponsored to bring the utilities and the REA and utilities commission into a satisfactory plan to decide which shall serve contested rural areas with power, subject to the choice of a majority of the people in the area, as expressed by a referendum. All farm organizations are interested with the Farm Bureau and the power groups in securing the right for the public utilities commission to order a utility or an REA group to complete electrification of an area, or step aside and permit some other group to do it.

## THE FARMER'S ENEMY CAN BE STOPPED!

In a few minutes, fire can destroy a barn and a dairy herd worth thousands of dollars—but not if your barn is concrete! For concrete cannot burn; it prevents or retards the spread of fire. Your whole farm will benefit from firesafe concrete. Economical, durable, free from upkeep—improves property values—adds to the appearance and usefulness of all farm buildings. You can do much of your work yourself. Or ask your cement dealer to recommend a good concrete contractor. You'll find construction details in our big illustrated booklet.

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Dept. W-2-4, Olds Tower Bldg., Lansing, Mich.

Please send me, free, "Plans for Concrete Farm Buildings." Am particularly interested in items checked.

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Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_

Fireproof Dairy Barn  Fireproof Home  Water Tank  New Barn Floor  
 Granary  Storage Cellar  Silo  Milk House  Poultry House  Sepsis Tank  Soil Saving Dam  Foundation  Home Improvements

## KENT COUNTY

The Rockford Co-operative Company at its annual meeting Jan. 26 declared a 3% patronage dividend to all patrons, and 6% was paid on the outstanding stock. Non-member farmers entitled to the patronage dividend first have it applied toward the purchase of a \$10 share of stock, after that they are qualified to have the dividend in cash. The Rockford Co-operative follows the policy of correlating its activities with other co-ops and the Farm Bureau for benefits to their farmers and the Michigan farmers in general.

## SHIAWASSEE COUNTY

Seven men and their wives constitute the 1938 board of directors of the Shiawassee County Farm Bureau. Heretofore, the board has been 5 men and two ladies. At the annual meeting at the home of Member Hyde near Ovid Jan. 28, the Bureau asked the State Farm Bureau to assist in organizing two or three more community Farm Bureaus Shiawassee's Burton-Carland and Shiawassee-Vernon Township Farm Bureau Forums are social and Farm Bureau Discussion groups that have operated for years. On motion of E. L. Seib, former president, the Bureau expressed opposition to the proposed federal Black-Conner wages and hours bill. Husbands and wives on the new board are: Mr. and Mrs. Edward Dippy of Antrim twp.; Clifton Warren, Sciota; F. F. Walworth, Hazelton; J. H. Hubbard and Clayton Potter, Middlebury; Ivan Kurrie of Caledonia twp.

## GENESEE COUNTY

Genesee County Farm Bureau held its annual meeting at Grand Blanc Jan. 25. The bureau is planning an annual dinner and entertainment at the Home Dairy at Flint on Feb. 8.

## INGHAM COUNTY

Eighty-five attended the annual meeting and dinner of the Ingham County Farm Bureau, Jan. 28, at the new American Legion hall at Mason. A fine program of music was given by the high school and Adam Wenke. State Farm Bureau speakers R. H. Addy and C. F. Openlander stressed the business importance of farm organization. Mayor A. W. Jewett, a Farm Bureau member, welcomed the group. The bureau plans to increase its membership from 154 families to 250 or more soon. Officers and directors for 1938 are:

## OTTAWA COUNTY

Seven bushels of potatoes 88 loaves of bread, 60 dozen doughnuts, 165 pounds of boned meat, 21 gallons of milk, 22 lbs. of butter, four boxes of celery, 13 pounds of coffee and 10 lbs. of sugar was the dinner order for those who attended the annual meeting of the Coopersville Co-operative on January 19, where Austin Gwinn of the State Farm Bureau spoke on the progress made through farm organization. Next day at Hudsonville, 627 members of that co-op attended their annual dinner, and heard Melville B. McPherson, State Farm Bureau director, discuss farm tax problems. All forms of taxation in Michigan amount to \$60 per person per year, Mr. McPherson said. Both Coopersville and Hudsonville, which has plants at Jamestown and Vriesland) re-elected their boards of directors, indicating satisfaction with their conduct of the businesses. Everett Collier is manager at Coopersville, and John Mast at Hudsonville.

## ISABELLA COUNTY

Isabella County Farm Bureau officers and members meeting early in January completed plans for a membership campaign in 9 townships Jan. 18-20. The group appointed representatives to the county presidents and secretaries meeting at Lansing Jan. 10.

## GRATIOT COUNTY

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## ALLEGAN COUNTY

Allegan Farmers Co-op Ass'n at its annual meeting Jan. 22 reported a substantial gain in business and net profits for the year, and announced that a dividend would be paid. The by-laws were changed to admit farmers to membership by the purchase of one share of stock instead of ten.

## EATON COUNTY

Hans Kardel, Eaton county agr'l agent, compared the agriculture of co-operative Denmark with Michigan practices at the annual meeting at the Eaton bureau at Charlotte, Jan. 25. Denmark is an agricultural nation, and has about one-third the area of Michigan. She has 1,500 co-operative creameries, and egg marketing, bacon producing and other co-operatives in proportion. Danish farmers work and work hard at co-operative effort to keep their businesses successful. Mr. Kardel said, from observations made on a trip there this summer. Directors for the Eaton Bureau for 1938 are: Harry Schultz, Keith King, Martin Carn, Carson Parr, of Charlotte; Ernest Wonsler of Sunfield, Albert Kelsey of Grand Ledge, and L. C. Kline of Vermontville.

## NEWAYGO COUNTY

Nels Hanson, of Emsley township, long time Newaygo Farm Bureau member and officer, was elected chairman of the County Farm Bureau board of directors at the annual meeting early in January. Arvid Miller of Brookside was named vice chairman, and Mrs. Henry Kolk of Fremont, secretary-treasurer.

Directors for the year include F. E. Wilson, White Cloud Co-operative Produce company; R. B. McKinley, Grant Co-operative Creamery; Harry Stroven, Fremont Co-operative Produce company; Ed. Hall, Fremont Creamery company; C. C. Mullett, county agent; Lloyd Fry, school commissioner; Gordon Christenson, Junior Farm Bureau; Mrs. Ebert Brydges, Ashland Community Farm Bureau; Arvid Miller, Brookside Community Farm Bureau; Howard Slade, White Cloud Community Farm Bureau; Henry Kolk, Garfield Community Farm Bureau; Nels Hanson, delegate at large.

## SHIAWASSEE COUNTY

Seven men and their wives constitute the 1938 board of directors of the Shiawassee County Farm Bureau. Heretofore, the board has been 5 men and two ladies. At the annual meeting at the home of Member Hyde near Ovid Jan. 28, the Bureau asked the State Farm Bureau to assist in organizing two or three more community Farm Bureaus Shiawassee's Burton-Carland and Shiawassee-Vernon Township Farm Bureau Forums are social and Farm Bureau Discussion groups that have operated for years. On motion of E. L. Seib, former president, the Bureau expressed opposition to the proposed federal Black-Conner wages and hours bill. Husbands and wives on the new board are: Mr. and Mrs. Edward Dippy of Antrim twp.; Clifton Warren, Sciota; F. F. Walworth, Hazelton; J. H. Hubbard and Clayton Potter, Middlebury; Ivan Kurrie of Caledonia twp.

## GENESEE COUNTY

Genesee County Farm Bureau held its annual meeting at Grand Blanc Jan. 25. The bureau is planning an annual dinner and entertainment at the Home Dairy at Flint on Feb. 8.

## INGHAM COUNTY

Eighty-five attended the annual meeting and dinner of the Ingham County Farm Bureau, Jan. 28, at the new American Legion hall at Mason. A fine program of music was given by the high school and Adam Wenke. State Farm Bureau speakers R. H. Addy and C. F. Openlander stressed the business importance of farm organization. Mayor A. W. Jewett, a Farm Bureau member, welcomed the group. The bureau plans to increase its membership from 154 families to 250 or more soon. Officers and directors for 1938 are:

## OTTAWA COUNTY

Seven bushels of potatoes 88 loaves of bread, 60 dozen doughnuts, 165 pounds of boned meat, 21 gallons of milk, 22 lbs. of butter, four boxes of celery, 13 pounds of coffee and 10 lbs. of sugar was the dinner order for those who attended the annual meeting of the Coopersville Co-operative on January 19, where Austin Gwinn of the State Farm Bureau spoke on the progress made through farm organization. Next day at Hudsonville, 627 members of that co-op attended their annual dinner, and heard Melville B. McPherson, State Farm Bureau director, discuss farm tax problems. All forms of taxation in Michigan amount to \$60 per person per year, Mr. McPherson said. Both Coopersville and Hudsonville, which has plants at Jamestown and Vriesland) re-elected their boards of directors, indicating satisfaction with their conduct of the businesses. Everett Collier is manager at Coopersville, and John Mast at Hudsonville.

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## JACKSON COUNTY

Jackson County Farm Bureau held its 18th annual meeting at the M. E. church at Jackson, Jan. 27 as a dinner meeting. J. F. Yaeger of the State Farm Bureau explained the program adopted by the County Farm Bureau presidents and secretaries Jan. 10, and which is reported in this edition of the News. Officers of the Jackson Bureau for 1938 are:

President, Arthur Ferrine; vice-president, L. L. Wheeler; secretary "The Leland Cuffs." Treasurer, George House. Directors: Fred Baxter, Earle Lowden, and Bert Phelps. The Jackson County Farm Bureau meets the first Saturday of each month.

## Ask For Farm Truck License Fee Form

Farmers are entitled to special license fee rates on farm trucks, by action of the legislature, but they must ask for the special license form and affidavit that goes with it, or they are likely to draw the more expensive regular truck license fee. They must make affidavit that their farm truck is never offered for hire. The license rate on farm trucks is 50 cents per cwt. On other trucks it starts at 65¢ per cwt, and goes up, according to the size of the truck.

## Answers to Factfinder Questions

(From Page 7)		CO-OP "A"		CO-OP "B"	
	Yes	Yes	Yes	Yes	Yes
1—	Yes	Yes	Yes	Yes	Yes
2—	Yes & No	Yes & No	Yes & No	Yes & No	Yes & No
3—	No	No	No	No	No
4—	No	No	No	No	No
5—	No	No	No	No	No
6—	No	No	No	No	No
7—	No	No	No	No	No
8—	No	No	No	No	No
9—	Yes	Yes	Yes	Yes	Yes
10—	No	No	No	No	No
11—	No	No	No	No	No
12—	No	No	No	No	No
13—	Yes	Yes	Yes	Yes	Yes
14—	No	No	No	No	No



## Do Your Trees Produce Fruit Like This?

**FERTILIZE THEM WITH— GRANULAR 'AERO' CYANAMID EARLY THIS SPRING —AND HARVEST A PRIZE-WINNING CROP —IN THE FALL**

Every ton of Granular AERO Cyanamid contains 420 pounds of nitrogen, which feeds the trees evenly throughout the growing season; and, in addition, 1400 pounds of lime, which sweetens the soil and keeps it healthy.



## From Here to Shanghai Is a Long Way - But...



## From Here To the Power House GOES FARTHER WITH ME

"So Consumers has got over 10,000 miles of farm lines now—enough to reach from here past Shanghai! That's fine, and I guess Michigan can be proud our state has led the nation for eight years.

"BUT—here's the clincher for me: What's from here to the power house? That's where I'm interested—and that's where Consumers has got the goods. I know where the power is coming from; I know it's made right and delivered right—24 hours a day—a "crop" we can depend on. And I know they back it up with the stuff to KEEP IT RIGHT—winter AND summer.

"And we're getting it without any 'extras' for all that service—at the lowest prices ever offered."

There's 80,000 rural customers along those lines. They KNOW what the facts are.

**CONSUMERS POWER COMPANY**

### Bit of State Resembles Old World

(Continued from page 1)  
program was to plow across the slope on the contour. Then, with the aid of a mold board plow, he constructed bench terraces reminiscent of vineyards along the Rhine. The sides of these terraces were sodded to prevent caving and cutting. He grows cherries on the benches, intercropped with asparagus.

Whether it be in orchards or in gullies, Hauck is a firm believer in the use of sod as a soil-saving agent.

"Whenever you have a slope, you'd better leave sod," he tells neighbors. He is using sod buffer strips in his apple orchard, which is gently rolling, and has sodded the banks of a ravine to stop washing.

### Create New Fertilizer At Muscle Shoals

Metaphos is the name given to a very highly concentrated phosphate fertilizer, a form of calcium phosphate, developed by the Tennessee Valley Authority at Muscle Shoals, the government nitrates plant of war times.

In manufacturing metaphos, rock phosphate, silica and coke are placed in an electric furnace to create hot phosphorous-carrying gases which are condensed into amber-colored cakes of metaphos. One ton of the metaphos is said to have the available phosphorous content of four tons of superphosphate. Supplies have been sent to agricultural experiment stations for testing as to its value as fertilizer.

**This way to BETTER HATCHES**



POOR HATCHES may often be traced to a shortage of Vitamin D or Vitamin A in the ration. Make sure your brooders get a full supply of both vitamins. Give them a balanced feed containing NORCO XX—a time-tested, uniform, dependable Vitamin A and D source. At your dealer's in mill-mixed or locally mixed feeds, or in handy cans for home use. National Oil Products Co., Inc. Essex St., Harrison, N. J.

*Do you know this?*

most poultry men feed Pilot Brand Oyster Shell to layers for egg shell making.

many don't know that it aids digestion, assimilation, bone, body and feather building; promotes good health and increases egg production. Most flock owners feed Pilot Brand.



*It's all usable*

Ad No. 37

**NO CHEAPER DUST TREATMENT** to control smuts and increase oats yields



**COSTS ONLY 5¢ AN ACRE**  
Increases Yields More Than 3 Bushels an Acre

New Improved CERESAN treats seed oats at lower cost than any other dust. Yet it gives growers consistently excellent results—controls both loose and covered smuts; usually increases yields. In field tests, at a cost of about 5¢, it has increased the average yield more than 3 bushels an acre!

Give your oats the benefit of this treatment this year. Easy to apply by gravity treaters without any labor of turning. Only half an ounce needed to a bushel of seed. Very little flying dust. No caking or clogging of drill.

Write for Cereal Pamphlet and free blueprints, showing how to make your own gravity treater from an old oil drum. Bayer-Semman Company, Inc., Wilmington, Delaware.

**TREAT SEED EVERY YEAR—IT PAYS**

BUY FROM YOUR FARM BUREAU DEALER

And save postage. Or buy from us cash with order. 1-lb. can 70¢; 5-lb. can \$3. PLUS parcel post at 10¢ per lb.

FARM BUREAU SERVICES, Inc. 221 N. Cedar Lansing, Mich.

# Factfinder Schools for Co-ops Reveal Reasons for Success

### History of Good and Poor Co-operative Ass'ns Proves Certain Policies Control Business Success

TRADE secrets that have enabled many Michigan farmers co-operative businesses to become highly successful were disclosed to managers and directors from 63 such businesses at the January meetings of the Co-operative Factfinder School, conducted by the agricultural economics extension service of the Michigan State College. At the meetings the managers and directors expressed their judgment in written yes and no answers to a complete questionnaire based on seven major questions:

1. Does the company's policies determine its success?
2. Do co-ops get their money's worth out of their advertising?
3. Is good-will created by co-ops holding meetings of their members and customers?
4. Does the amount of interest aroused about a meeting in a community before the meeting is held affect the attendance at the meetings?
5. Does the location of a meeting place affect the attendance?
6. Do the contents of the letter announcing the meeting affect the attendance?
7. Does the type of meeting as related to the time of year the meeting is held affect the attendance.

Managers and directors came to these school meetings at Pontiac, Jan. 11; Cass City, Jan. 12; Lansing, Jan. 13; Hillsdale, Jan. 17; Grand Rapids, Jan. 18; and Dowagiac, Jan. 19. The Farm Bureau Services and the Michigan Elevator Exchange at Lansing co-operated in the meetings.

At each meeting, A. B. Love, farm marketing specialist of the agricultural economics department of State College, presented to each man a typed Co-operative Factfinder questionnaire. It contained a series of true and false statements. The meeting sought practical solutions to the co-

operative business problems raised.

**Must Be Informed**  
Outstanding development in the discussions is the need of a well informed membership if a successful service is to be given by the co-operative to its community. Frequent meetings of members and customers, and consistent advertising by means of circular letters, were demonstrated as being most practical methods for informing the membership, according to many of the managers and directors present. The care used in planning the program for a meeting is equally important as the holding of the meeting.

**For Successful Meetings**  
Interesting notices about a meeting, properly timed to permit the customer to arrange his work so that he may attend are important in determining that he will attend. So is a variety of entertainment and informative material about the co-operative as the basis for the program. It is important to hold the meeting in a well lighted, comfortable and convenient place, and at the proper time to meet the convenience of the expected audience. These matters are observed by farm co-operatives which are outstanding for their business success and service to their communities.

**Patronage Dividends Next**  
The advantages and disadvantages in patronage dividends in building successful co-operatives will be the topic of the February meetings of the Co-operative Factfinder Schools, which are open to managers and directors of Michigan farmer owned co-operative elevators, merchandise ass'ns, creameries, etc. We present here the detailed investigation into major question No. 1 above. Write your own answers, then turn to page 6 to compare with them the correct answers, as taken from the experience of these co-ops.

## DOES THE COMPANY'S POLICIES DETERMINE ITS SUCCESS?

### CO-OPERATIVE A

Located in good farming territory. Organized in 1920 with 245 members. Has 65 members today, and 200 patrons. Never exceeded \$60,000 business yearly. Never out of debt. Never paid interest on its stock. Paid one patronage dividend in 1922.

### CO-OPERATIVE B

10 miles away; same farming land. Organized 1920, with 260 members. Has 800 members now, 1,500 patrons. Does \$300,000 business yearly. Out of debt. Reserves 75% of its capital stock. Dividends paid yearly since 1922. Patronage dividends since 1932.

Guess YES or NO on each co-operative as to the general policy followed by each co-operative on the following practices.

Co-op A			Co-op B	
(yes)	(no)		(yes)	(no)
_____	_____	1. Does the Board of Directors meet regularly to receive accurate reports on the company's business?	_____	_____
_____	_____	2. The manager, the help and the directors are brothers, cousins, related by marriage, etc.	_____	_____
_____	_____	3. Advertise regularly by mail, newspapers or meetings.	_____	_____
_____	_____	4. Has a spring, fall, summer, and winter meeting of its members or patrons.	_____	_____
_____	_____	5. Every meeting is well attended, well organized, starts on time and is well planned.	_____	_____
_____	_____	6. Directors and managers are active in state-wide co-operative movements.	_____	_____
_____	_____	7. Has only minor complaints about its prices, services, management, policies, etc.	_____	_____
_____	_____	8. People invest money regularly in the company.	_____	_____
_____	_____	9. The community believes in co-operation.	_____	_____
_____	_____	10. Maintains a large and complete inventory of farm supplies.	_____	_____
_____	_____	11. Buys heavily of the farmer's produce such as grain, beans, hay, poultry products, etc.	_____	_____
_____	_____	12. Assists in all community enterprises affecting the farmer's social and economic life.	_____	_____
_____	_____	13. Is an active member of state-wide commodity organization, does the bulk of its business through them.	_____	_____
_____	_____	14. Meets competition, but does not start any so-called "trade wars."	_____	_____
Your Score		No. right (A) _____	No. wrong (A) _____	
		No. right (B) _____	No. wrong (B) _____	

## Factfinder Schools Schedule for February

For Co-op Managers and Directors - - - Start at 12 Noon

- Feb. 9—Cass City—Gordon Hotel
- Feb. 10—Grand Rapids—Y. M. C. A.
- Feb. 11—Pontiac—Hotel Hildebrand
- Feb. 15—Lansing—Farm Bureau
- Feb. 16—Hillsdale—Hotel Kiefer
- Feb. 17—Dowagiac Farmers Co-op

## Adult Indifference to Youth Problems is Criticized

### Permit Pernicious Influences To Operate Upon Young People

The general public of Michigan was taken to task Feb. 2 at Lansing for its "general indifference" to pernicious influences which now menace "the development of high ideals and desirable habits for children and youth."

A resolution passed at the closing session of the second annual Citizens' Conference on Education, held at Lansing, set forth specific ways in which the group believes the public fails to protect youth because of its general indifference.

The conference attended by some 300 educators, representatives of social and welfare agencies, and service organizations, listed the public's "failures" as follows:

1—Failure to protect against the acquisition of habits of gambling through the failure to enforce laws regarding slot machines and other gambling devices that appeal to a child.

2—Failure to prohibit the sale and circulation of obscene books and mag-

azines and other objectionable literature.

3—Failure to extend supervision to dance halls and to close those that do not enforce high standards of conduct.

4—Failure to enforce the state law regarding the sale of liquor to minors as well as laws prohibiting the frequenting of places where liquor is sold.

5—Failure to discourage the use of cigarettes by children and immature young people.

6—Failure by parents and school authorities to insure adequate supervision of youth in the use of automobiles.

### Tahquamenon Falls Belong to Public

Upper and lower Tahquamenon falls in the Lake Superior state forest now belong to Michigan citizens in perpetuity.

Exchanges of lands by the United States forest service and the state conservation commission provide assurance that one of the most beautiful areas in the state and nation will remain undespooled.

## Isabella Bureau Adds 33 Members

Thirty-three new members were added to the Isabella County Farm Bureau Jan. 18-20 through the efforts of members John Murphy, Ray Hoyle, John Farnor, Ralph Collins, Ed. Block, George Wheeler, Charles Spencer and Fred Swain, according to a report from Mrs. Block, secretary. Ray Cook of the Co-op Elevator, Earl Richards and Arthur Edmunds and Gus Aue of the

State Farm Bureau staff assisted.

The Isabella Bureau is planning a meeting for Senior and Junior Farm Bureau members the first part of February. The board of directors, which meets each month, is composed of: John Murphy, chairman; John Farnor, vice-president; Mrs. E. F. Block, secretary and treasurer; other directors are: John Engler, Mrs. R. Collins, Mrs. George Wheeler and Charles Spencer.

Michigan's most important cash crop, potatoes, set a record for production in the state last year with 30 million bushels that ranked the state as second in the nation.

Before using lime on vegetable soils, know first the reaction of the soil; second, consider the lime requirements of the vegetables to be grown; and third, apply lime in a way and at a time that brings best results.

# Co-op Tractor

## Has plenty of power and it can take it!

Our Co-op No. 2 Tractor



Made in 1, 2 or 3 or 4 Plow Sizes

No. 1 Tractor, Cultivator type (3 wheels) No. 2 model is convertible to cultivator type in few minutes. We offer also a stream lined orchard tractor.

Comes with Fenders for Rear Wheels

## THE CO-OP TRACTOR

### STANDARD EQUIPMENT

- SELF-STARTER & RUBBER TIRES
- ELECTRIC HEADLIGHTS
- BATTERY & GENERATOR IGNITION
- FOOT & HAND BRAKES
- TRUCK-TYPE STEERING GEARS

### FINANCE PLAN

We believe we have the best finance plan for tractors every offered to farmers. Co-operative money all the way through. Many other advantages. Ask your Farm Bureau dealer.

## Mr. Peter V. Patterer Writes—

Farm Bureau Services, Inc. Lansing, Michigan Dear Mr. Till:

In September, 1936, we purchased a Co-op tractor No. 3 and equipped it with 13 1/2x28 Goodyear tires. We have used the tractor constantly ever since.

There were several reasons for purchasing a tractor such as the Co-op. We were intending to buy a caterpillar tractor because we are in the peat business. You can imagine how important traction is when you work in a peat bog where there is little or no footing. The tractor has to work daily throwing off brush, plowing, discing, cultivating, hauling, as well as pulling trucks out when they get mired.

Before purchasing a caterpillar tractor, out of fairness to other manufacturers, we had each dealer bring his type of tractor to our mine. The Co-op out-pulled them all and with greater speed than any other make of tractor. It developed more power and primarily due to its speed, one could get under motion and get over soft spots where other tractors would mire themselves. We have a large double disc with 24 inch discs, and we run this criss-cross across the bog wide open in third speed, which, roughly, would be more than ten miles per hour.

When the weather does not permit working the peat land we have two large eight-wheel trailers which we hitch behind the Co-op No. 3 tractor to haul the peat to our plant five miles from the bog. We make four to six trips daily and with very few exceptions, did not stop last winter.

This Co-op No. 3 tractor has had fifteen months of the hardest possible use. We know of nothing harder on the tractor than the type of work we are doing. Yet, outside of some breakage caused by a collision, it has never failed us, has never stopped, has never been overhauled and is working as good as new today.

The writer has had many years of experience with all makes of tractors but I have never seen anything that compares for speed or performance and economy with this Co-op tractor. It has given us entire satisfaction and we cannot recommend it too highly.

Sincerely yours, PETER V. PATERER, Nurseryman and Landscape Architect. Battle Creek, Michigan

## See the Co-op Tractor at FARM BUREAU STORES and CO-OPS

Displays at Bay City, Hart, Hastings, Imlay City, Lapeer, Lansing, Pinconning, Saginaw, Woodland Farm Bureau Stores and at nearly all Co-op Ass'ns.

FARM BUREAU SERVICES, Inc., LANSING, MICHIGAN

## Junior Farm Bureau Show at Ithaca

Overflow audiences both nights came to see the "Amateur Nights" entertainment presented by Gratiot County Junior Farm Bureau at Ithaca. The players were Junior Farm Bureau members taking part in the weekly radio broadcast from station WKAR at State College, and the Michigan Ramblers orchestra, a Gratiot county Junior Farm Bureau group. A well planned advertising and promotion campaign was directed by Eugene A. Smaltz.

## International Peony Show at Lansing

June 19 and 20th those who love peonies may visit the International Peony Show to be held at the Boys' Vocational School clubhouse at Lansing. Hundreds of exhibitors from the United States and Canada will show. Horticultural and garden clubs will participate in the show.

Antrim county Michigan is the first county in the United States to rid its herds of Bang's disease. In 1923, Hillsdale county, Michigan, was the first in the nation to clear out bovine tuberculosis.

## FRUIT PRODUCTS COMPANY ATTENDS CANNERS MEET

Contacts Made With Brokers and Buyers for the Coming Season

By C. A. FINMAN, Mgr.  
Farm Bureau Fruit Products Co.  
The Farm Bureau Fruit Products Company was out for business at the recent canners convention at Chicago. The canners, together with suppliers to canners, brokers in food products, wholesale grocers, and others in the food industry make the Chicago convention the largest in the world. This year it was the largest ever. The attendance was in the neighborhood of 30,000 businessmen.

The Farm Bureau Fruit Products Company was represented by President O. R. Gale, Vice-President Carl Steimle, Secretary and Treasurer Clark L. Brody, Director Carl Buskirk, C. N. Hinman, general manager, Wilson Beam, superintendent of our Hart canning factory, and Curtis Steen, superintendent of our Coloma plant.

Activities of the Farm Bureau group were planned in advance so that the greatest possible results could be had from the convention. Some attended certain of the convention sessions; others interviewed brokers and buyers of canned cherries and other fruits, and made contacts for the coming season. All in all, the results were very gratifying.

An interesting session was the meeting of the canning division of National Co-operative Council. There were 8 organizations there representing regions from the eastern shore of Maryland to California and the Pacific Northwest. Each organization has a well developed sales organization and each has a desire to work co-operatively with the others. All of them, including our Farm Bureau Fruit Products Co., are members of the National Canners' Ass'n, thus co-operating with all other firms in the canning industry.

The Northern Pacific Packers and Canners, Inc., a co-operative, has a waiting list of 4,800 growers who want to join the association. This is surely evidence that growers in that region appreciate the values in that co-operative enterprise.

## Tells Advantages In Beekeeping

That the advantages of beekeeping far outweigh the disadvantages was revealed in a farmers' week talk by R. H. Kelly, extension apriarist of Michigan State College.

"Although one could not expect to make a living from less than 300 to 500 colonies," Mr. Kelly said, "it is quite possible to support a family from beekeeping alone, and it is always a source of additional income."

Honey bees are the best pollinizer known and are the only insects readily manageable by man, the speaker said. In Michigan, according to census figures, seed and fruit crops where honey bees are kept are worth 15 to 25 times as much as the honey produced.

"The hazards of beekeeping, on the other hand are foul-brood, winter loss swarming and poor seasons," said Mr. Kelly. "The first three of these are more or less easily prevented. It is only the last over which the beekeeper has little control. Farmers and beekeepers suffer in bad years."

The areas in Michigan best for beekeeping, said the speaker, are those with heavy soils which support clovers or where dairying is one of the chief farming occupations, where sweet clover is used as a hay and pasture crop, where alfalfa is grown both for hay and seed, and alsike and white clover grow wild. The counties in which the most honey is produced were listed as Huron, Tuscola, Sanilac, Saginaw, Bay, Midland, Gratiot, St. Clair, Wayne, Monroe, Lenawee, Lapeer, Genesee, Shiawassee, Isabella, and Charlevoix.

"For complete equipment, including hives and supers, required machinery, trucks and honey houses, for 300 to 500 colonies the cost per colony will range from \$12 to \$18. Net returns on investment will average from \$5 to \$12 a colony," Mr. Kelly said.

## Deer Tails In Strong Demand

Hairs from the tails of Michigan deer help to coax many a fish into the frying pan.

One of the larger manufacturers of fishing lures uses between two and three thousand deer tails annually. They are worth at least 40 cents each.

## CREDITS ON PURCHASES Help Pay Farm Bureau Dues!

**NOTICE TO MEMBERS:** Purchases of Farm Bureau Brand dairy and poultry feeds, seeds, fertilizers and fence from your local dealer; also, purchases from our clothing and blankets dept. at Lansing, are eligible to membership credits when declared.

**MAIL YOUR DEALER SALES SLIPS** to the Michigan State Farm Bureau, Membership Dept., 221 North Cedar Street, Lansing, about every three months.

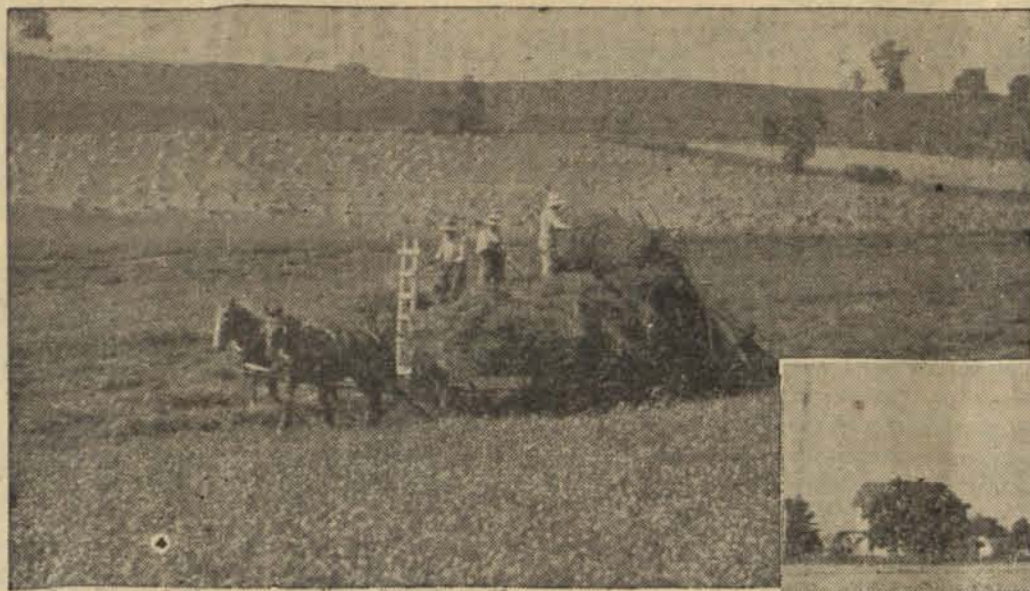
**BE SURE** Farm Bureau brand goods are entered on slip as "Farm Bureau Alfalfa," "Milkmaker," "Mermash," etc.

\$10 annual dues mature life memberships; \$5 annual dues do not, but participate in Membership Credits, which reduce the amount of dues payable.

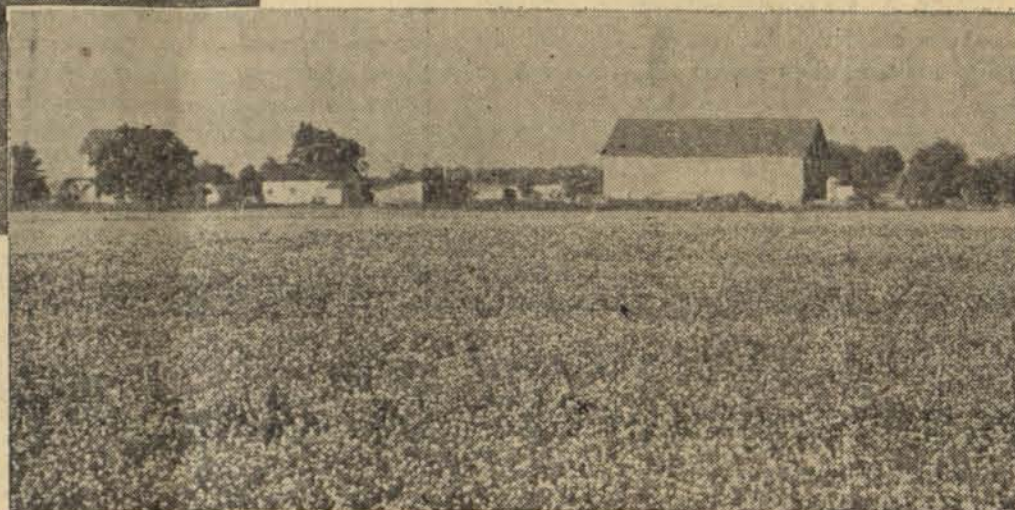
Life members receive their Membership Credits in cash once a year. We furnish addressed, postage pre-paid envelope for this purpose on your request.

**MICHIGAN STATE FARM BUREAU**  
Lansing, Michigan

# A RUSH FOR FARM BUREAU SEEDS



Nearly all of our Cert. Hardigan, Grimm and our Michigan Variegated alfalfas have been ordered by dealers. See your Co-op now!



PRICE AND SCARCITY OF MICHIGAN ALFALFA MAKES OUR JUNE CLOVER AN ATTRACTIVE CHOICE FOR 1938

No clover produces better than our Michigan grown. That's all we handle. All varieties and all A-1 Stock

## HYBRID CORN—We Recommend:

No. 1218

No. 1218 is good for the southern and central parts of Ottawa, Kent, Gratiot and Saginaw counties; the southeast corner of Montcalm, and all of Tuscola, Huron, Sanilac, St. Clair, Lapeer, Genesee, Shiawassee, Clinton, Ionia, Allegan, Barry, Eaton, Ingham, Livingston, Oakland, Macomb and Jackson; and the northern and central parts of Washtenaw, and the northwest corner of Wayne county.

No. 606

No. 606 is good for Van Buren, Kalamazoo, Calhoun, Berrien, Cass St. Joseph, Branch and the western part of Hillsdale county, west of the line made if the west boundary line of Jackson county were extended down through Hillsdale county.

No. 561

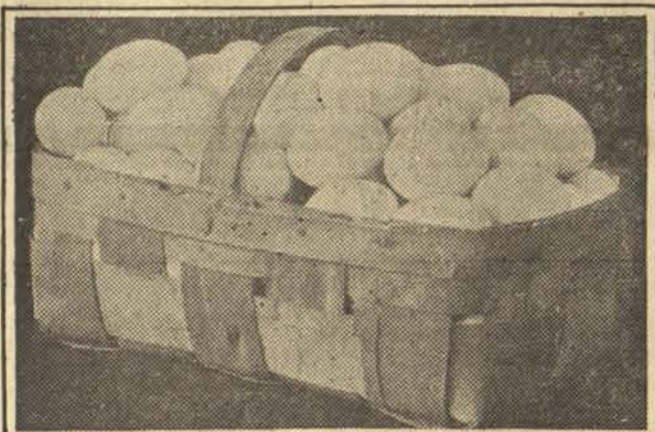
No. 561 is good for the balance of Hillsdale county not covered by No. 606; for Lenawee and Monroe counties, the southeast corner of Washtenaw and the central and southeast corner of Wayne county. For the northern part of the southern peninsula of Michigan No. 401 will do, but there is work to be done on this one. However, it will ripen.

## ALMOST OUR LAST CALL FOR GOOD QUALITY SEEDS

Alfalfa Sweet Clover Mammoth Alsike June Other Field Seeds

WE WANT TO BUY THESE Michigan grown field seeds. However we must make any further purchases in time to clean and pack them for spring delivery. Bring or send us an 8 ounce sample of your seed. Make it representative by taking equal amounts from each bag to make up a general sample lot. We send seed sample mailing envelopes on request. Tell us the amount of seed you have and we will quote you. Seeds purchased at our plant, 221 N. Cedar St., Lansing.

## LOW COST EGG MASHES



Have your elevator mix Farm Bureau's Mermade Balancer with your home grown grains to the formula below that suits you best.

### For Rations Using MERMADE BALANCER

Mermade Balancer concentrate has 300 lbs. of Mermaker (Manamar) per ton. It carries the efficiency of the organic minerals and vitamins in Mermaker into the homemade mash.

Ingredients	16% Protein Mash	18% Protein Mash	20% Protein Mash
MERMADE BALANCER (Buy from your Co-op)	200 lbs.	200 lbs.	300 lbs.
<b>You Furnish:</b>			
Corn	300 lbs.	200 lbs.	200 lbs.
Barley	100 lbs.	100 lbs.	
Oats	100 lbs.	50 lbs.	50 lbs. (or barley)
Wheat	100 lbs.	100 lbs.	150 lbs.
	800 lbs.	650 lbs.	700 lbs.

Within reason, you may interchange barley, oats or wheat as your supply dictates. Grind oats very fine.

Use at least one pint of regular cod liver oil to each 100 lbs. of complete mash.

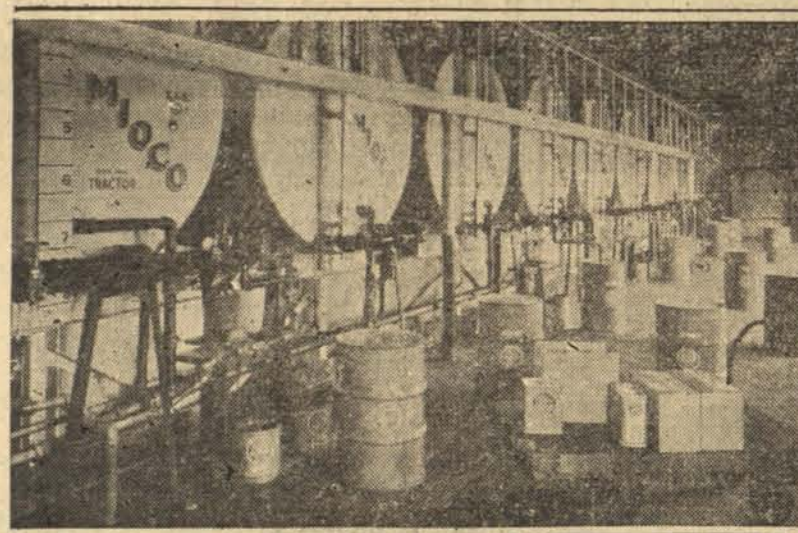
Mashes made by the above formulas will carry all the needed factors for health and production. Feed scratch grain to balance the mash.



## Mermash for Chicks

- The first feed, and a lifetime ration.
- Assures fast growing, healthy chicks.
- A minimum of chick losses.
- Builds good pullets and laying hens.
- Magnesium sulphate included to safeguard chicks against tendon slipping.

## Farm Bureau Zero Oils



OIL SHIPPING DEPT. FARM BUREAU OIL CO. INDIANAPOLIS

FARM BUREAU OILS are wax-free zero oils that start easy and save motors, and lubricate perfectly.

FARM BUREAU OILS—Mioco and Bureau Penn—cost you less because Michigan, Ohio and Indiana Farm Bureaus own their own oil plant. Get a 5 gal. can from your Farm Bureau dealer.

## MILKMAKER for Production

Milkmaker Dairy Feeds with home grown grains and legume hay can't be improved upon for low cost of milk



For years Milkmaker fed herds have taken 4 or more of the first 10 places for butterfat production in 1,200 herds of all breeds in Michigan cow testing associations.

Milkmaker 24% protein has 20 to 30 lbs. more of digestible nutrients per ton than most 24% dairy feeds.

That is the amount needed to make 434 lbs. of 3.5 milk.

Milkmaker doesn't cost any more than other good 24% feeds, but we think you'll find it's worth more.

**MILKMAKER Means Money-maker**

**MILKMAKER Means Money-maker**

MILKMAKER FORMULAS  
16, 24, 32 and 34%

## See Your Farm Bureau Dealer

FOR FARM BUREAU SUPPLIES

Write Us If You Have No Dealer

FARM BUREAU SERVICES, Inc., Lansing, Mich.

**MILKMAKER Means Money-maker**

MILKMAKER FORMULAS  
16, 24, 32 and 34%