

## Behind the Wheel

With J. F. Yaeger,  
Director of Membership  
Relations

### NUMBER 1

Mr. W. L. Cheney of Ingham county, Vevay township, believes he has the Number 1 Farm Bureau membership receipt in Michigan. The receipt now faded and worn from much handling, was signed by C. A. Bingham, then secretary of the state organization, and by C. F. Hart, local organizer. There is no date on the receipt but Mr. Cheney thinks that it was the first one issued to a farmer in this state.

### SUCCESS

Mr. Herbert Schall, manager of the Farmers Oil Co. at Breckenridge in Gratiot county, says, "Give farmers a chance to help themselves and to understand their responsibilities in relation to their own business and I'll take a chance with them."



J. F. YAEGER

That's just what Mr. Schall did when he and 28 farmers started their oil company in 1931. The 28 farmers put in \$10 each. Out of the \$280 they made a down payment on two gasoline tanks and equipment valued at over \$1,000. They had \$6 left for operating capital. Mr. Schall took the job of managing the company on a commission basis. It was agreed that all business would be conducted on the co-operative plan of "cash and carry" and that "service" be defined as giving the farmer a chance to help himself and not to just do things for him.

What were the results? Well, that business grew until it totalled over \$52,500 in 1937, went over that in 1938 and has equipment consisting of five tanks and pumps, two buildings and a merchandising stock all paid for. On top of that a total of \$22,300 in patronage dividends has been paid the farmers during the past five years.

The "cash and carry" principle still prevails.

### MEMBERSHIP

Much is said of the need for membership. What is often forgotten is that unless that membership is welded into an organization that does things and goes places, the membership will fall apart. No county Farm Bureau will hold its membership unless that membership is conscious of the fact that it is welded together into an "organization which is carrying on a program for the best interests of agriculture" . . . and that program must be close enough to the member so that he sees the results.

Dr. Christianson of the University of Wisconsin lists "an intelligent, informed membership" as one of four factors necessary to the success of any organization.

Mr. S. D. Sanders, Co-operative Bank Commissioner, for the Farm Credit Administration, in his "Co-operative Yardstick" lists "member support" as one of the four essentials for the success of any co-operative venture. Mr. Sanders says that a realization of the economic need and a sense of responsibility on the part of the member is necessary to secure this.

Mr. C. A. Stewart, deputy governor, Farm Credit Administration, suggests you score your co-op. Give 25% to the membership relations portion of the scorecard, the largest percentage of points given to any division.

Secure a membership . . . yes, but remember that unless that membership is built into an organization with a program in the best interests of agriculture and unless that membership is conscious that it is part of that organization and that program, it won't last.

That is the job of leadership. **MAYBE SO . . .** Sinclair Lewis chose for a title of one of his books, "It Can't Happen Here." This was, of course, meant as sarcasm because the purpose of the book was to pour ridicule on the heads of those who believe that the madness of Europe could not be repeated here in the U. S.

The other night 20,000 German-Americans crowded Madison Square Garden, New York City, to pay honor to Hitler. They imitated (so far as possible) everything the followers of Hitler have done in Germany. There were Nazi salutes, Nazi emblems, storm troopers, etc. Mayor LaGuardia granted a permit to hold the meeting, insisting that one of our constitutional guarantees is free speech. So the admirers of Hitler were permitted to orate inside the hall, guarded by 1,500 policemen while outside a mob of 100,000 anti-Fascists milled around the garden restrained from violence only by the army of blue coats.

**IT CAN HAPPEN HERE.** There are just as many damn fools to the square mile in the U. S. as any place else in the world. All that is needed (Continued on page 2.)

## LET'S GO TO THE WORLD'S FAIR AT NEW YORK

Farm Bureau and Michigan Farmer Plan June and August Tours

"Let's all go to the World's Fair". That will be heard many times in farm homes in Michigan this summer. For that reason, and to give to Michigan people the best opportunity of an all-expense tour, the Michigan State Farm Bureau and the Michigan Farmer are co-operating in June and August tours to the World's Fair in New York City.

The June tour will start from Detroit on June 13th and return on the night of June 18th. The August tour will leave on August 7th and return on the evening of August 12th. The tour will be of the no-worry, all-expenses paid, low-cost variety. It will include points of interest in New York, a trip around Manhattan Island on a boat, television broadcasts and a stop over at Niagara Falls as well as two whole days and evenings at the fair.

### Schedule for Five Days

Here is the schedule for the five days, according to the tour director:

#### Trip to New York

Coming into Detroit from many points around the state the party will start out late in the afternoon by train for Niagara Falls and spend the night there. Before retiring, however, they will go down to the brink of the falls to view their beauty illuminated by colored flood lights.

The next morning, the group will take a short sightseeing trip, before boarding the train again for the daylight ride across the Empire State. In rapid succession, we pass through Buffalo, Rochester, Syracuse, Utica, and to Albany where we cross the Hudson River and continue along the east bank to enjoy some of the finest scenery to be found in that part of the country.

Arriving in Grand Central Station, we find buses waiting to take us to the hotel where comfortable rooms have been reserved for our use during our three days and nights in New York City. After supper we proceed in a group to famous Radio City where we make a tour of the television studios and also become acquainted with this amazing "city within a city." Should some wish to walk down Broadway and see the bright lights there will be time for that also.

#### First Day at Fair

The next morning we will be up early to go out to the World's Fair. Imagine a farm containing 1,216 1/2 acres. That is the size of the grounds, and every spot is occupied. The Chicago Century of Progress covered only 424 acres, or about a third as much land. No wonder this fair cost some \$150,000,000.

#### Second Day at Fair

But it is impossible to see all of it in a day and an evening, so we will come back a second day to see many of the wonderful exhibits, from this country and from foreign lands.

#### Third Day in New York

The third and last day in New York has been reserved for sightseeing in and around America's greatest city. We view it from the deck of a luxury yacht, taking a delightful cruise of about three hours, through the harbor to see the ocean-going vessels, up the Hudson River to see the bustle of shipping, around through the Harlem and East Rivers to see the skyline and the Battery.

A sightseeing tour in the afternoon will give us a chance to see the city from the inside. We stop at the Cathedral of St. John the Divine, visit the famous ocean liner, travel up and down Fifth Avenue, see Grant's Tomb, Old Trinity Church, the Ghetto, Chinatown, and Battery, and numberless other interesting things that we have heard and read about.

#### Return Trip Home

In the late afternoon we return to the train and start our journey homeward, traveling through Maryland and Pennsylvania, crossing the Appalachian Mountains, and arriving back in Detroit the next morning to catch trains of buses to various parts of the state, returning most of us to our homes by night.

If you should decide that you would like to remain in New York City a few days longer the ticket you purchased permits you to do this with no additional railroad fare.

#### Side Trip to Washington

Some of the folks may want to go to Washington, D. C., while they are (Continued on Page 6.)

## Grand Traverse Farm Bureau Discussion Group



Six Grand Traverse county township community Farm Bureaus were represented by two persons each in this panel discussion group at the Farm Bureau meeting at Traverse City, March 14. In the picture, from the left are: Russell L. Bush, Mrs. Robert Swaney, Roy H. Hooper, Mrs. Albert Spinniken, Carl Hemstreet, Mrs. Edwin Bremer, Dean Sheets, Jay Robotham, Hiram Witkop, John Killman, Julius Kratochvil, Mrs. George Korb and Mrs. Jay Robotham.

The topic discussed by this group was "What Should We Do to Conserve Our Farm Youth?" They represented Community Farm Bureaus of Peninsula, East Leland, Elmwood, Grant, Eden and Long Lake. Education, community recreation facilities for young people, and methods for assisting young people to go into business through father and son partnerships and other means were solutions suggested for the problem.

## COUNTY FARM BUREAUS CONDUCT SPRING CAMPAIGNS

### Can Farmers Protect Their Interests Without Organizations?

A large majority of county Farm Bureaus are conducting spring membership campaigns this year. Each county has set a membership quota and campaigns are designed to secure that quota.

It is interesting to note that all workers are volunteers. None are being paid for taking the Farm Bureau story, with an invitation to join, to their farmer neighbors. The farmer who believes in the necessity of organizing is more than willing to discuss this with other farmers.

The questions that are being asked are: "Can farmers, without organization, effectively protect their farms and interests in this highly organized world? Can one farmer alone solve the problems of the future?"

Partially completed campaigns reported and the number of memberships, 70 percent of which are cash, are as follows:

Kalamazoo 71, Clinton 64, Gratiot 61, Tuscola 57, Calhoun 39, Jackson 29.

### Nine Men Sign 61 Members

Nine Gratiot County Farm Bureau members took off a couple of days recently and signed 61 new members to the roll in that county. They were John Longanbach who led the list with 28 signed, Harry Saldeen, Lloyd Hearn, W. E. Martin, A. P. Schankel, Don Root, Harold Stone, Edgar Houghton and Harry Johnson. Mr. Johnson is president of the county organization and Mr. Saldeen is chairman of the membership committee.

### Calhoun County Annual Meeting

About 200 attended the annual meeting of the Calhoun County Farm Bureau March 2 at the Brooks Memorial church at Marshall. The following officers were elected: President, Frank McDermid; vice-president, Mrs. Chas. Crandall; sec'y and treasurer, L. J. Decker. Members of the board are: Robert Sackett, Frank McDermid, Ray Flanders, and Mrs. Crandall. The Junior Farm Bureau members gave a fine play. Stanley Powell spoke on legislation, co-operation and membership.

During the 17th century gallant young men delivered growing tomato plants to wives or sweethearts as tokens of love.

## Memberships Dues Dates

For County Farm Bureaus Under One Dues Date Plan

Almost all county Farm Bureaus have set 1939 membership quotas and set uniform dates at which membership dues will fall due in the county. Many counties are now in the midst of new membership campaigns.

Uniform dues dates in the county are being adopted to facilitate accounting, sending of statements and collections. As soon as adjustments are made in the records, all Farm Bureau members will pay their dues in each county at one period of the year.

The new dues date is fixed in each county either by action of the county Farm Bureau board or by resolution at the annual county meeting. The membership quotas and dues dates for the various counties reporting action on these matters is as follows:

MEMBERSHIP QUOTA	MEMBERSHIP DUES DATE
Allegan*	October 1st
Barry	Leave as is
Bay	January 1st
Berrien	October 1st
Branch	October 1st
Calhoun	October 1st
Case*	October 1st
Clinton	September 1st
Easton*	October 1st
Genesee	October 1st
Gratiot	April 1st
Hillsdale	October 1st
Huron	October 1st
Ingham	October 1st
Ionia	October 1st
Isabella*	October 1st
Jackson	April 1st
Kalamazoo	October 1st
Kent*	October 1st
Lapeer	January 1st
Lebanon	January 1st
Livingston	October 1st
Manistee	October 1st
Mason	October 1st
Monroe	April 1st
Muskegon	October 1st
Newaygo	April 1st
N. W. Mich.	April 1st
Oakland	January 1st
Oceana	October 1st
Ontonagon*	October 1st
St. Clair	October 1st
St. Joseph	October 1st
Sanilac	October 1st
Saginaw	January 1st
Shiawassee	October 1st
Van Buren	July 1st
Washtenaw	January 1st
Tuscola	As is
Tri-County	April 1st
Washtenaw	April 1st
*No Action Taken	

## Gov't Renews Wool Pool Loans for 1939

Renewal of the Government's 1938 wool loan program for 1939 is announced by the Michigan Co-operative Wool Marketing Association. Last season growers who took advantage of the program netted about 25% more for their fleeces than those who sold locally at shearing time. The only means by which a Michigan grower can avail himself of the advantages of the loan is by consigning his wool to the Michigan Co-operative Wool Marketing Association.

The 1939 wool pool is now open for deliveries. Preliminary cash advances of 15¢ per pound on good breeding flock wool and 10¢ per pound on fed lamb wool are paid on the delivery of the wool at the Farm Bureau warehouse, 728 E. Shiawassee St., Lansing. Following grading and appraisal, there will be a second advance to bring the total payments up to the full net amount of the Government loan available on each clip. After the wool has been sold, the growers receive the balance of the net proceeds. Growers are asked to tie fleeces with paper twine. Those desiring sacks, shipping tags, or information regarding the 1939 wool pool plans should write to the Michigan Co-operative Wool Marketing Association, 221-227 North Cedar Street, Lansing, Michigan.

Tom Barron, famous English poultry breeder will be at the World's Poultry Congress at Cleveland, July 25 to Aug. 7.

## MICHIGAN GETS MID-WEST FARM BUREAU MEET

Delegates From Eleven States At State College July 16-20

Michigan has been awarded the annual Mid-West Farm Bureau training school, to be held at the Michigan State College, East Lansing, July 16th to 20th, inclusive, according to an announcement recently made by Mr. Hassel Schenk of the Indiana Farm Bureau, chairman of the American Farm Bureau Federation committee to develop plans for this annual affair.

It is expected that a thousand or more Farm Bureau leaders from eleven mid-western states will attend the school which is held every year for the purpose of discussing plans and technique of Farm Bureau organization.

The school will open on Sunday evening, July 16th, with services and a special program welcoming the visitors from the various states.

Monday will be given over to group activities of the Community Farm Bureau leaders, the County Farm Bureau leaders, State Farm Bureau leaders and Junior Farm Bureau people. On the evening of that day the Junior Farm Bureau entertains the adults.

Tuesday will be devoted to membership acquisition with a banquet and program to be held in the evening. It is expected that speakers of national prominence will address the meeting at that time.

Wednesday will be known as Extension and Farm Bureau day with the Extension people and representatives of the American Farm Bureau Federation joining in a program to commemorate the 25th anniversary of the extension work and the 20th anniversary of the Farm Bureau. The relationship between the two will be discussed by outstanding extension leaders and present trends as well as progress during the last twenty years in Farm Bureau work will be discussed by nationally prominent Farm Bureau leaders.

Thursday evening will be given over to special recreational features. Thursday morning will conclude the session with summarizing and motion pictures depicting Farm Bureau work.

Tours through various industrial institutions in Lansing and inspection of the college buildings and grounds will be held during the week. It is expected that over 500 Michigan Farm Bureau leaders will attend the various conferences.

States who will co-operate, in the conference, aside from Michigan, include: Indiana, Illinois, Ohio, Nebraska, Iowa, Minnesota, Missouri, South Dakota, Wisconsin and Kansas.

Partial committees appointed include the following: General chairman, J. F. Yaeger, Michigan. Publicity—E. E. Ungren, Michigan; John Lacey, American Farm Bureau Federation and Mr. Melrose, Minnesota. Recreation and special features—B. F. Henning, Michigan and Mrs. Frank Gingrich, Illinois. Exhibits—Larry Brandon, Indiana; O. W. Beeler, Iowa; Mrs. Schutler, Missouri; Mrs. Julia Smith, Kansas and L. F. Warbington, Ohio. Rural Youth—Frank Gingrich, Illinois. Organization and group conferences—A. G. Mereness, Minnesota; E. T. Winter, Nebraska; L. F. Roherty, Wisconsin; V. V. Vaniman, American Farm Bureau Federation; V. B. Hamilton, Iowa and Mrs. Sayer, Ohio. Critic committee—A. W. Palm, South Dakota and J. R. Moore, Ohio.

Additions to the above committees

## Legislature at Stage Where Things Happen

House to Debate on April 4 Bill No. 116 for a Milk Marketing Board; Creamery Tests, Warehouse, School Aid Bills In

By STANLEY M. POWELL

Legislative Counsel, Michigan State Farm Bureau

Daily the legislative situation grows more tense and complicated. Hearings, conferences, and private discussions are the order of the day, both at the capitol and at Lansing hotels. All sorts of organizations and interested individuals are exerting every possible pressure for or against some of the approximately 800 bills and resolutions now pending in the senate or house. The formal daily sessions lengthen. Debates grow more interesting, and sometimes rather bitter. Crowds in the galleries and on the side lines increase. The legislative session has reached the stage where things are happening and happening plenty fast.

### Milk Control Bill Reported

After considering the subject matter for several weeks, the house committee on agriculture reported favorably an amended form of House Bill No. 116, which would provide for the establishment of a state milk marketing board. It would permit fixing of minimum prices to producers in any area, and make possible the establishment of regulations so that all dealers in a certain market would have to buy on the same basis and prevent "chiseling" by dealers. In the form in which it was reported by the house committee on agriculture, the milk marketing bill embodies many amendments recommended by the milk marketing committee of the State Association of Supervisors and representatives of various producers organizations. They have held many conferences on the subject since this legislation was introduced early in the session. The bill in its amended form is being reprinted and will be up for general consideration by the house committee of the whole Tuesday afternoon, April 4.

### Creamery Testing Bill

Unfair competition among creameries resulting from the underpricing of butterfat tests and the raising of prices per pound of butterfat by creameries which give such depressed tests would be curtailed by a bill sponsored by Senator Elmer R. Porter of Blissfield. The method employed to insure accurate testing is to require certain reports from creameries, which would reveal just how much overrun they are securing. If the overrun should exceed the amount specified in the bill, it would be evidence that the tests had been recorded lower than they should have been.

### Farm Products Warehouse Bill

Wide-spread interest is being aroused both for and against a bill by Representatives James Graham of Freeland and Paul Begick of Bay City which would control the storage of farm produce in elevators and warehouses. This bill provides a number of new safeguards to farmers who place their farm products in such storage. In general, it is being supported by farmers and their organizations and by quite a proportion of the elevators. It is felt that it would not only protect the individual farmer who places his products in storage but would have a great deal to do in stabilizing market conditions, because it would forbid the sale of stored products on which warehouse receipts are outstanding.

### State Aid For Schools

State-aid for schools has been one of the big issues throughout the session. The \$9,000,000 cut in this item made by Governor Murphy following the adjournment of the 1937 legislature has left a very difficult state-wide problem, which has been especially acute in certain districts. Some weeks ago the house passed Representative Dora H. Stockman's bill authorizing the state superintendent of public instruction to advance to distressed districts funds up to a total of \$500,000, to be charged against their bill for the coming year. It was evident that the aid taken away by the \$9,000,000 cut could not be restored by a half-million dollar appropriation and this bill has made no progress in the senate.

This week the house took a more adequate step by adopting a bill sponsored by Representative John B. Smith of Alma appropriating \$2,500,000 to help make up the executive cut of two years ago. The \$9,000,000 cut resulted in a reduction of 37 1/2% in the primary supplement fund, tuition, equalization, and transportation. The Smith bill would not restore any of the cut in the primary supplement fund, but would take care in full of the tuition for pupils from districts having no high school who attend high school in another district. It would also add an additional 15% to the equalization fund which includes transportation of pupils under certain conditions. This bill was ordered known as the Smith-Stockman bill. It has now gone to the senate.

### Farm Bills and Budget Axe

Budget balancing is going to be extremely difficult at this session. Appropriation requests greatly exceed the probable revenues. This situation makes the fate of all appropriation bills very uncertain. Thus far financial requests of farm groups have been suffering more than their fair share from the economy axe. The fund to and other committees will be named in the near future.

## Buffalo Producers Re-elects Pres. Beamer

Elmer A. Beamer of Blissfield, Michigan, was re-elected president of the Producers' Co-operative Commission Ass'n for a 3-year term at the annual meeting at Buffalo Feb. 28. Mr. Beamer has been president of the Buffalo Producers since its organization in 1922.

During 1938 the Producers handled 42.6% of the market receipts at Buffalo, of which 430 carloads came from Michigan. Receipts were lighter than usual, due to some decentralization of live stock buying, but the movement appears to be returning to Buffalo as a terminal market.

More than 100 4-H club boys, Future Farmers and their advisors attended the annual meeting of the Buffalo Producers. Michigan Live Stock Exchange delegates were Robert Bruce of Blissfield and R. J. Lorimer of Bronson.

### YOUR WORLD'S FAIR TOUR COUPON

N. Y. World's Fair Tour  
Michigan State Farm Bureau  
221-227 N. Cedar St., Lansing, Michigan

I am interested in the New York World's Fair Tour and would like a copy of your folder. I would prefer to go in  June  August (please check the month preferred).

Name  County   
Address  R. F. D.

(If you want this same material mailed to friends send their names and addresses on a separate sheet of paper.)

# MICHIGAN FARM NEWS

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EINAR UNGREN, Editor and Business Manager

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## Why We Get That Way

Dr. George W. Crile, director of a famed clinic at Cleveland, told the American College of Surgeons at Indianapolis this month that man's high pressure civilization can be blamed for such troubles as peptic ulcer, diabetes, nervous breakdown and heart disease. These diseases, he said, are not found among Eskimos and African savages. They appear only occasionally in China and India. Of course, we wouldn't trade places with any of those peoples, but this thought might cause one to take himself and his pressing problems a little less seriously.

## Always Room for a Good Idea

King Charles II of England thought lightly of the trade rights to nearly half of North America. So lightly, that in 1670 he granted exclusive trade rights to the adventurous Hudson Bay Company for a rental of two elk heads and a couple of beaver pelts. What is more, the rental payment was to be made only when the sovereign should visit that part of his realm.

This summer the King and Queen of England will come to Canada as the first English rulers ever to set foot in North America. The Hudson Bay Company will pay to them at Winnipeg the rental due for 250 years—two elk heads and a couple of beaver pelts.

A most remarkable contract—in the light of the economical development of Canada. The Hudson Bay Company pushed into the wilderness in the 1670's and prospered mightily for many years. It is still an important business.

In the beginning the Hudson Bay Company was a daring idea and a plan, backed up by courage and a determination to succeed. Most of the successful businesses, organizations, and individual accomplishments we know of were no more than that in the beginning. There's always room for a good idea.

## Farmers Should Make a Will

The importance of farmers making a will to protect the heirs to farm property is being urged by the Michigan State College. County agricultural agents have been asked to give some thought to taking the fear out of will making.

The college farm management department has observed that when farmers fail to make a will the settlement of the estate often works to the disadvantage of sons and daughters who have remained with their parents, and to the farm itself.

Under the inheritance laws of Michigan, estates are shared equally by all the children in the absence of a will. Frequently the logical heir, the son or daughter on the farm, has to go into debt heavily to buy off the other heirs. Sometimes the farm has to be sold to find a way to divide the estate equally among the children.

The college believes that in a will some equitable arrangement could be arrived at to protect the son or daughter who has made the farm a life work. About 5,000 farms change ownership in Michigan each year. Many of them have to be sold to settle estates.

## Planning to Quit

Ray Coats, manager of the Grand Rapids Milk Producers Ass'n, is quoted as saying that large numbers of dairymen are planning to get out of the milk business as soon as they can adjust their farm operations to another farming program.

The cause is the long continued unprofitable prices for milk and butterfat. They show no immediate signs for the better. There is strong and growing support for some form of regulatory legislation to stabilize milk markets. It is worth consideration if for no other purpose than to protect farmers against dealers who start price wars to gain a larger share of city milk markets. In these wars the farmer always gets socked.

For a number of years following the war there was a great swing to get into the milk business. Now comes the suggestion that large numbers of producers are considering getting out while there is yet time to save something out of their venture. It will be an expensive upheaval for farmers and consumers if it comes.

## Where They Don't Haul It Off

Alfred Bentall, director of the Michigan State Farm Bureau insurance department, was born in a historic region near Dover, England. The Romans landed there 25 B.C. The remains of the Roman highway are still there. Later the Danes and the Normans invaded England at that point. People have lived and farmed there for nearly 2,000 years. The land still produces 30 or more bushels of wheat, 80 or more bushels of oats, and luxuriant pasture. It's probably better than it ever was. Most of the lands are leased in long term contracts carrying fertilizer clauses. Mr. Bentall remembers a pasture lease for 14 years which provided that for any hay sold off that field there should be returned to the field an equivalent value in money in fertilizer.

## Behind the Wheel

(Continued from page 1)  
to prove the foregoing statement is the opportunity and the occasion for our drama fools to go on exhibition. —Farmers Union Herald, South St. Paul, Minn., March 10, 1939.

## J. Fred Smith

J. Fred Smith of Byron, Shiawassee county, one of the first members of the Farm Bureau, and active for many years in Farm Bureau programs and merchandise service, passed away March 10. He was a friendly man and had a fine sense of humor. These qualities brought him many friendships in the organization.



## Hiram and the Cat

The numerous beasts of field and farm, since early times began Have all confessed allegiance to a common master,—Man. The noble horse, the patient cow, the shallow witless sheep, The faithful dog; they serve his will—are his to sell or keep, Beneath his yoke their necks they bend; they court his every whim And if they thrive or if they starve depends at last on him.

But this exception to the rule I call attention to: The cat owns no man master. She does not care a mew! The cat wears no man's collar. No orders does she take, She lives, a free untrammelled soul, for her own selfish sake. She sits at ease beside the fire, or on the couch she sprawls, But wears no harness, does no chores, and has no overalls.

Deliberately she picks her food, while well-trained Rover waits. The very best of everything the cat appropriates; And when I claim my fireside chair, after my chores are done, I needs must first evict by force the unproductive one. Despising my superior strength she condescends to go But leaves me grossly in the wrong, that I should treat her so.

If she should find our humble home commensurate to her norm She's not too proud to grace our rug with her recumbent form, But let me lift my hand in wrath against one lazy hair And she, forsooth, seeks Hick's porch, requesting largess there, And if their treatment lacks somewhat she spurns them freely too; The best is none too good for her—and nothing less will do.

Nine lives she has, and yet, dear friends, so far as I can learn Not one good reason for them can the human mind discern. If all the cats on all the chairs in these United States Were tossed, with one concerted toss, outside their several gates And made to catch a meal of mice for every meal they ate Then I might cast my vote for cats; but not until that date.

## The ASSOCIATED WOMEN of the AMERICAN FARM BUREAU FEDERATION



Mrs. PEARL E. MYERS

MATTHEW ARNOLD once declared, "If ever the world sees a time when women will come together purely and simply for the benefit of mankind, then will there be seen such a Power for good, as the world has never known." This prophecy and hope has been literally realized in the work done by organized farm women throughout America. Home and community interests are really community housekeeping, or an attempt through organizations to secure and maintain higher standards of home and community life.

THE FARMING business is, of necessity, a partnership consisting of husband, wife and several children. The farmer's wife is his real business partner, putting in her original resources of health, good looks, education, talents, energy and perhaps a little money, generally earned from school teaching. Her day begins with her husband's and rarely ends as soon. It is not uncommon for farm women to spend fourteen hours a day at work of various kinds in the summer months. The home and the factory or business establishment are not separated. The capable farmer's wife, often the secretary of the firm, knows exactly how many hogs and cattle are feeding on the green hillside, how many pounds of milk and butterfat are produced by the high scoring dairy herd, just which fields are to be planted to certain crops, and the amount of taxes the firm must pay this year.

AS A PARTNER in the farm enterprise, she is equally interested with her husband in an organization which has for its purposes the advancement, promotion and protection of the business, economic, legislative, social and education interests of the farm family. Just as she is a partner with her husband in their home and in their individual farm enterprise, so she should be a partner with him in building a strong farm organization which through collective action can deal successfully with the problems of agriculture as an industry—problems which require group action.

IN ALL THAT has been accomplished by the American Farm Bureau Federation and its member states, the fact has been plainly evident that if we had had the assistance and support of a much larger number of farm families, the results could have been much more quickly achieved and the planning of a national policy for American agriculture much further advanced.

NOTHING has brought American farm women more pleasure and profit than the adult education carried on by means of the home demonstration clubs and their workers from the state agricultural colleges. There is a great army of these women, approximately 800,000, many of whom represent families not affiliated with a general farm organization. The American Farm Bureau Federation has stood solidly back of appropriations for extension programs throughout its entire existence, for its leaders believe that ignorance cannot co-operate, and that we need more adult education rather than less.—From Partners in the Farm Bureau.

## Lansing Sugar Beet Growers Ann'l Meeting

Approximately 1,000 or 1,500 members of the Lansing Sugar Beet Growers Ass'n were at the annual meeting and dinner at the People's church, East Lansing, March 30.

In 1938 the Lansing Sugar Beet Growers Ass'n and the Michigan Sugar Company produced 23,999,800 lbs. of sugar, plus molasses and other by-products. They divided the proceeds on a 50-50 basis.

In 1932 the Ass'n and the sugar company revived the business on a co-operative basis after it had been dead for several years. The growers produce the beets; the company processes them and markets the sugar, etc. They divide the proceeds equally. Growers Ass'n and sugar plants at Alma, Caro, Croswell, Saginaw, Sebawaing, Mt. Pleasant, St. Louis, Mt. Clemens, Blissfield and Bay City operate on similar arrangements.

Passenger trains operating over 48,247 miles of daily runs in this country, now maintain schedules of 60 miles and more per hour.

## Services Brings Out Two New Tractors

Farm Bureau Services, Inc., and co-operating dealers have added to the Co-op line of farm tractors two smaller and low priced tractors that are attracting much attention. Both are made by the Cleveland Tractor Co., well known as the makers of Cle-Trac tractors for farm and industrial use. The Farm Bureau offers their General, a wheel tractor, rubber tired, high compression engine, to pull one 16" plow, and plant or cultivate two rows at \$595 f.o.b., Cleveland. The Farm Bureau also offers a Cle-Trac crawler or caterpillar tractor for farm use and light footed, sure traction under all conditions at \$875 f.o.b., Cleveland.

## George L. Cooley

George L. Cooley of Dover Center, Ohio, considered the founder of the Ohio Farm Bureau passed away March 14 at the age of 78. He had served as an officer and director of the Ohio Farm Bureau and its subsidiary organizations for 20 years. He was a familiar figure at American Farm Bureau conventions, and was known

## FARMERS WHO STORE PRODUCE WANT HR. BILL 298

Purpose Is to Protect Them By Regulation of Elevators, Etc.

Securing protection for farmers through regulation of the practices of merchants storing farm produce is the essential purpose of House Bill 298, introduced into the House of Representatives on March 7 by Representatives James Graham and Paul Begick, of Saginaw and Bay Counties.

Protective features of the bill provide that farmer's produce, when stored commercially shall remain in storage until released by the farmers.

The bill provides that each farmer storing farm produce shall receive a uniform warehouse receipt, negotiable or non-negotiable in character, that discloses the warehouseman's obligation to protect stored produce; it provides that farm produce stored commercially be fully protected by insurance; that stored farm produce shall become a prior lien over the general creditor in case of insolvency of a warehouseman. The bill provides further that the commissioner of agriculture shall act as the agent for farmers holding warehouse receipts in case of criminal negligence of any warehouseman.

Enforcement of the protective features of the bill would be secured by requiring the commissioner of agriculture to be responsible for its enforcement and giving to him authority to license merchants for compliance with its protective features, supplemented by the right to revoke licenses for non-compliance.

Knowledge of the degree of compliance with the provisions of the bill by merchants storing farmers' produce would be gained by means of an inspection system based on records of warehousemen and, an inspection of their properties, as established by the Commissioner. The expense would be paid by a service charge based on each warehouse certificate issued, rather than by appropriations paid for out of taxes.

Endorsement and active support for Bill 298 is expected to come from those folks who believe that when a farmer stores his farm produce it should stay stored until the farmer wishes to sell. They believe that merchants should not under any condition have an opportunity to finance their operations through the selling of farmers' stored produce without the farmers' consent. They believe that farmers are entitled to a warehouse receipt for their stored produce that has a value in financial circles similar to that which merchants receive for stored products.

Supporters of House Bill 298 believe that the farm price level can be manipulated to the disadvantage of farmers through the misuse of stored farm produce. Free storage for farmers by merchants is actually paid for by the farmer in the form of hidden income for the merchant.

The Michigan State Farm Bureau, the Michigan State Grange, the Michigan Bean Producers Association, the Michigan Elevator Exchange, and others, have already by executive action and resolution endorsed House Bill 298 and pledged their active support. Although this bill had not been introduced into the House of Representatives at the time of the republican convention, it is interesting to note that one of the resolutions of the convention favored strengthening the storage laws of Michigan.

## EASY TO BUY INFESTED SEED

Reports Show Why Forage Seeds Need Thorough Cleaning

What fair to pretty good looking clover seed can contain in weed seeds and other crop seeds is something to behold.

Last week the Farm Bureau Services seed analyst made a report to a farmer on a lot of June clover seed that he had bought from another farmer. The report showed 86.7% of the seed to be June clover. The two gram sample analyzed showed about 4.8% of the seed to be other crops at the following rate per pound: timothy 225, alsike 3,375, sweet clover 450, white clover 675, alfalfa 2,250.

In this lot of June clover seed were the following weed seeds per pound: ragweed 675, catchfly 900, foxtail 675, dock 2,025, sorrel 1,000, lambs quarter 675, wild carrot 2,475, pepper grass 450, buckhorn 10,450.

A farmer who sent a sample of a timothy alsike clover mixture to the state seed analyst recently was advised that that nature could put into it. The two gram sample analyzed indicated that the lot contained in each pound the following weed seeds: 712 Canada thistle seeds to the pound, 90 quackgrass seeds, 72 wild carrot, 5,850 buckhorn, 4,950 strawberry weed, 1,800 sorrel, 1,350 falcit flax, 1,125 rugels plaitain, 900 dock, 450 witch grass, 675 common plaitain, 450 pepper grass, 450 catchfly, 450 evening primrose, 450 chickweed, 225 field camomile, 225 May weed, 225 ox eye daisy, 225 lamb's quarter, 225 eye finger weed, 225 crab grass, 225 pigweed, 225 yellow trefoil, 225 wormwood mustard, 225 three-seeded mercury, 3,150 sweet clover, 2,475 white clover, 2,475 blue grass, 1,800 alfalfa, 450 red top, and 1 per cent red clover.

to many Michigan State Farm Bureau members.

## HAVE YOU CONSIDERED?

OUR BLANKET POLICY on personal property? It insures all farm personal in one amount which often pays double the amount a classified policy would pay. Liberal limitations on live stock make a specific insurance unnecessary to receive value commensurate with the value of the animal.

AMPLE RESERVES—Largest Farm Mutual Fire Insurance Company in Michigan. Over One Quarter Million Dollars net assets. Collection of assessments on anniversary of policy provides daily cash income from which losses and expenses are paid.

SUCCESSFUL RECORD—For over thirty years the State Mutual has paid all losses promptly. Write today for information.

State Mutual Fire Insurance Co. of Michigan

W. V. Burras, Pres. 702 Church St., Flint Mich H. K. Fisk, sec'y

## FRANCE AGR'L PRODUCTS

AGSTONE MEAL HI-CALCIUM HYDRATED LIME  
PULVERIZED LIMESTONE SPRAYING LIME

See your Dealer, Co-op, or Farm Bureau Dealer for FRANCE AGRICULTURAL PRODUCTS

THE FRANCE STONE CO.  
MONROE, MICHIGAN  
or — THE FRANCE STONE CO., Toledo, Ohio

## A PIG'S IDEA OF HEAVEN



FARM BUREAU PORKMAKER 44% Protein with home grown grains as an 18% protein starter for brood sows and pigs up to 65 lbs.—175 lbs. of Porkmaker 44%, 425 lbs. corn or hominy, 400 lbs. wheat midds. Wheat, barley, rye or oats can replace some of the corn or midds in the starter. Write Farm Bureau Services, 221 N. Cedar street, Lansing, for complete feeding instructions for Porkmaker as a starter, grower and fatterer.

See your local Farm Bureau Co-op Ass'n

## Your Message Must Go Through

One of the ideals of telephone employees is expressed in their slogan: THE MESSAGE MUST GO THROUGH. Stated otherwise, it means that telephone people recognize that every call you place is important. It may be a rush call to the doctor or veterinarian, or a call for help when fire threatens house or barns. It may be a call to town to find who is paying the best prices for cattle or produce. Or it may be a call to the neighbors a mile up the road to find out about the church social.

This spirit of service, which is traditional with telephone men and women, is an important factor in making telephone service in this country the best and cheapest in the world.

Michigan Bell Telephone Co.

### Solvay Agricultural Limestone

Michigan Producers of PULVERIZED LIMESTONE LIME MEAL  
Available At Your Nearest Dealer  
Solvay Sales Corporation  
7501 W. Jefferson Ave.  
DETROIT, MICH.

## HOW TO BUILD

firesafe, long-lasting concrete farm structures



Concrete is permanent and firesafe; improves working conditions, increases productivity and gives you real pride in your place. Our 72-page book, "Plans for Concrete Farm Buildings," gives detailed information on how to mix, form, reinforce and place concrete. Shows plans for all types of farm buildings—dairy and cattle barns, hog and poultry houses, grain bins and corn cribs, ice houses and smoke houses—farm houses, too. Write for free copy. You can build these improvements yourself. Or get a concrete contractor. Your cement dealer can put you in touch with a good concrete builder.

PORTLAND CEMENT ASSOCIATION  
W-1—1 Old Tower Building, Lansing, Mich.  
Please send me the booklet, "Plans for Concrete Farm Buildings."  
Name \_\_\_\_\_  
Street \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_

## Looking Back from Our 48th Wedding Anniversary

Changes Have Been Great But None Greater Than In The People

By MRS. EDITH M. WAGAR  
This has been a day for reminiscence to me, for it is our forty-eighth wedding anniversary. How times have changed! At that time no one in the country had ever dreamed of electric lights, good roads, rural mail service, telephones, daily papers, milk stations, automobiles, and radios and bakers' bread and iceless refrigerators. A bathroom in the country was something considered out of the question. In fact, they were not very prevalent in the cities until some time later.

Farm Homes in 1891  
We bought our molasses by the jugful, beans by the bushel and salt by the barrel. We raised our own pork and beef. It was always butchered at home and cured and preserved for a year's supply at a time. We made our own soap; we dried apples, corn and pumpkins; we prided ourselves on our rag carpets and home made bedding. There were no hayloaders or hay slings then. There were no farm tractors or corn binders or corn huskers as yet.



MRS. WAGAR

Everyone living on a farm aimed to raise the family living and to do as much of their own work as possible, for there was but little cash available. Everyone was encouraged to live within his means. We were not so concerned about keeping up with the Jones' as seems to be the custom these days. Those were "close times", and

**KILL RATS WITHOUT POISON**

YOUR MONEY BACK IF RATS DON'T DIE

K-R-O won't kill Livestock, Pets or Poultry. Gets Rats Every Time. K-R-O is made from Red Squill, a raticide recommended by U.S. Dept. Agr. (Bul. 1533). Ready-Mixed, for homes, 55¢ and \$1.00. Powder, for farms, 75¢. All Drug and Seed Stores. Damage each rat does costs you \$200 a year. K-R-O Co., Springfield, O.

**K-R-O KILLS RATS ONLY**

we did without, but we knew nothing about "depressions."

We had no detention homes, infirmaries or training schools but rather they were penitentiaries, poorhouses and reform schools. Such disgrace was attached to each of them that everybody was taught from childhood to so conduct themselves that they might escape the horror of any of them.

Every baby was born in the parent's home and the mother and infant were ministered to by the sympathetic kindness of some good neighbor or relative.

The Family Doctor  
The family doctor not only looked after your general health, but he could test your eyes, extract your teeth and set your broken bones and supply all of the drugs that were needed for any cause.

A diamond wedding ring was something unknown, but usually a wedding meant a marriage for life.

And In 1939  
When we return to present day conditions of traffic zones to control speeding, of lighted highways as a matter of safety, of world-wide "hook-ups" so as to be up to the minute on war rumors, of airplane ocean service, of television, of universal chainstore systems, of beer gardens and overnight cabins on every four corners, of overcrowded prisons and correctional institutions, of multitudinous taxes, of millions on relief, of other millions on W.P.A. and C.C.C. and P.W.A., of mothers' pensions, and old-age pensioners, of industrial pensions and teacher's pensions and public service pensions, and tremendous national debts and state debts and county debts and school debts and farm debts and home debts,—I could go on and on and still the story would not be told.

All of this has come about in less than a half century. What will 1990 have to offer?

We Need To Light Somewhere  
We want invention, we want research, we want progress. But they should be coupled with stability. None of these new and wonderful things will be beneficial to mankind if they lead us to bankruptcy.

We should train ourselves as well as those who follow that there are some things we cannot afford. We need leaders who not only think of a progressive future but who also can devise honest and honorable ways for paying for the same.

We may all wish for a Lincoln car but we should so curb our desires to be satisfied with a Ford if it is more in keeping with our ability to pay.

When I was a child there were a great many things that I was told I could not do and I was trained to believe my father's word was law. I, no doubt, rebelled inwardly many times but when I grew into womanhood I realized it was all for my good. And I truly believe curbs should be put upon all of us if we do not have judgment that is for our best interests. I'm just old fashioned enough to rebel at relief families going to movies, patronizing beauty parlors, frequenting beer parlors, being rushed to the hospital at public expense when home attention would serve the purpose.

How Long Will He Stand It?  
I may be wrong in my thinking but I'm wondering just where the industrious farmer is coming out if the dependent class is encouraged to have and spend and do all of these things that the independent farmer refuses to indulge in because he knows he cannot afford it. But he is compelled to pay his share towards the other fellow's bill!

How long can he stand it? How long will he stand it?  
I know the American people are known the world over for the independence, for their love of liberty and "do as I have a right to" attitude. It is much easier to say a certain class shall be curbed or that any of us shall be curbed in any thing than it is to enforce any restrictive rule or law.

If our program balanced with our pocketbook, I'd have nothing to say. In fact, I'd be one of the first to say "push ahead." I like to know of the new things, and I love to try them out, but we must equalize the wealth of this country in such a way that those of the common people who try to live a sane balanced life are not penalized into servitude by being forced to pay for those who are getting the advantages, yet have no money to pay for them.

Middle Class is the Victim  
The great multitude of the middle class who make up the very meat of the human sandwich in this country is the group that has had the least consideration. The wealthy, and we have far more than a reasonable share of earth's riches, have been clamoring for more, regardless of consequences to any but their own class. The extremely poor who while poor have had service and attention that is envied in many respects. Both of these groups have been in the minds of our governing bodies far more than has the middle group which will be the factor upon which this nation must depend. When will the middle group get its hearing? It depends upon you and I and the straight thinking we do and the courage we have to act upon our own convictions.

To Do One's Part is Good  
I'll admit I'm not as optimistic about the future of this great nation of ours as I was that day in March so many years ago when I decided to do my part in establishing a new home. We had but very little beyond health and ambition, but in our modest way we have had much enjoyment down through the years even if it was through hard manual work. We

have had our full share of disappointments and discouragement, of sickness and death, but we have always seen something ahead for us in the future if we but did our part in bringing it about. But the responsibility was always ours and not left for the other fellow to assume.

## FOUND 89 FARMERS PAYING 3 1/2% PER MONTH

That Starts a Credit Union; Co-ops Discuss the Matter of Credit

In the summer of 1932 the Buchanan Co-ops, Inc., found 89 farmers in one of the best townships of prosperous Berrien county paying 3 1/2% per month to loan offices for borrowed money.

Nine members of the Co-op decided to form a credit union. They did by putting \$5 each for stock. A total of \$45 with which to start a co-operative financing business for farmers!

Today that credit union has 516 members and cash assets for loan purposes of \$86,968.43. In seven years it has loaned some \$180,000 at interest rates ranging from 6% per year to 1% per month on the unpaid balance, depending upon the type of loan. Its bad debt loss for the entire period has been \$74. The union has \$50,000 on loan now. Their other funds are in U. S. bonds and on deposit.

The Buchanan Credit Union, said Alfred George, manager of both the credit union and the Buchanan Co-op, has been a great help to farmer members. It has helped the co-op keep its sales close to a cash basis, with resulting benefits to the patrons.

Mr. George told his story at a general meeting of co-op ass'n managers and directors called by the Farm Bureau Services at Lansing, March 28. They were there to discuss the benefits to co-ops and patrons in doing business mostly for cash, but coupled with a limited and short time credit service. The meeting had a large attendance.

At Buchanan the credit union has no employees or office upkeep. It is located in the co-op office and is open every business day. The co-op handles its books and affairs on a mutual arrangement. Farmers buy machinery at the co-op and finance it through the credit union. They can finance automobiles through the credit union. The co-op pays its patronage dividends on the basis of paid up accounts only, so sometimes some patrons find it advantageous to make a loan to settle their co-op account. The credit union,

of course, is a careful lender. Mr. George is of the opinion that a co-op ass'n office has many things to recommend it as an ideal headquarters for a credit union.

On automobile and certain other types of loans, the Buchanan credit union charges 1% per month on the unpaid balance. The farmer pays 6% per year on farm machinery and the co-op pays a 5% discount. Credit union stockholders may borrow up to the value of their stock at 7% per year. Loans are made up to 50% of the value of most collateral, and up to 66% on new cars. The credit union has earned its depositors 3% interest. It has earned 5 and 6% dividends on the amounts deposited for stock.

William Zonnebelt, manager of the large Holland Co-op Ass'n in Ottawa county said that 250 stockholders met in June 1930 to discuss the \$38,000 of operating capital they had tied up in credit accounts. Farmers who had been the largest users of extended credit were among those who voted for a business policy that would be principally for cash. The business is principally poultry and dairy feed. Cash is the rule now. A farmer can buy several sacks of feed on credit by arranging for settlement within 30 days. He doesn't need a ton on credit, according to the co-op. Today the credit accounts average about \$2,800 for any month and are made of these small accommodation or "tide-over" accounts. The co-op has thereby released some \$35,000 of working capital to operate to advantage for the patrons.

Fred Harger, manager of the Farm Bureau Services branches, and a co-op manager for many years, said: "One of the great dangers to a co-op is the outstanding credit accounts. Co-ops

### THE WISE HEN

laying hens know when they need oyster shell and just how much. The more eggs they lay, the more oyster shell needed. Pilot brand is all pure oyster shell and every flake is purified.



are not financed nor organized right to be in the lending business,—even to people whose credit is good. Banks have money on hand for that purpose, but co-operatives never have enough.

Dr. Joseph G. Knapp of the Farm Credit Administration at Washington demonstrated by chart analyses of groups of farm co-operatives that co-operatives operating on close margins and having but moderate working

capital at the best must be very careful about letting their funds get tied up in outstanding credit accounts.

Fifteen bushels per acre is the common planting rate for potatoes, but those who get high yields usually drop in 20 to 25 bushels per acre, says R. E. Decker farm crops extension specialist at Michigan State College.

For Convenience, Dependability and All-important ACCURACY of COPPER CONTENT in Bordeaux Mixture, make your own with

## UNICO BRAND "INSTANT" COPPER SULPHATE

This is the famous Nichols "Triangle Brand" made by the Phelps Dodge Refining Corp.—the Standard for 50 years—now packaged under the Unico trade mark.

Also Snow — Small & Medium Crystals and MONOHYDRATED (Full 35% metallic copper content)

\*Now packed in refillable, removable top drums, with full salvage value.

UNITED CO-OPERATIVES, INC. INDIANAPOLIS INDIANA



You get 4-WAY PROTECTION in Bethanized Fence

1. The bethanized coating can't be cracked loose no matter how hard the fence is stretched, twisted or bent. This coating is electrically applied for absolute tightness. It's not a brittle shell of galvanized crystals. It's a solid, tight, one-piece armor!
2. The bethanized coating is the most effective "all-over-protection" you can buy. That's because it is plated onto the wire particle by particle, for complete evenness... not just galvanized.
3. All bethanized fence is woven of copper-bearing steel wire—steel which impartial tests prove to have double the rust-resistance of plain steel.
4. Bethanized fence is the only fence with a 99.9+% pure rust-defying coating that has been thoroughly tried and proved in years of service.

FARM BUREAU SERVICES, INC. LANSING, MICHIGAN

Let Potash

LOWER YOUR COST PER BUSHEL

AN increase of \$5.66 net profit per acre resulted, in an average of 7 tests in the Midwest, when the right amount of potash was applied in corn fertilizers. The increased yields and better quality due to the potash lowered the cost of production, per bushel and left more room for profits.

Make sure that you apply enough potash in the fertilizers you use this spring to lower your costs of production. To produce each bushel of good quality corn requires more than 1 lb. of potash. Your soil may be high in total content of potassium and yet this plant food may not become available fast enough to provide for healthy and rapid growth. On most mineral soils, part of the potash needed for high yields and quality should be supplied in fertilizers containing at least 6-12% potash. Much soils will require double this amount.

Consult your county agent or experiment station about testing your soil to see what it needs. Your fertilizer dealer or manufacturer will tell you how little extra it costs to use the higher potash grades for best results.

We shall be glad to help you with your fertilizing problems. Write us for information and literature.

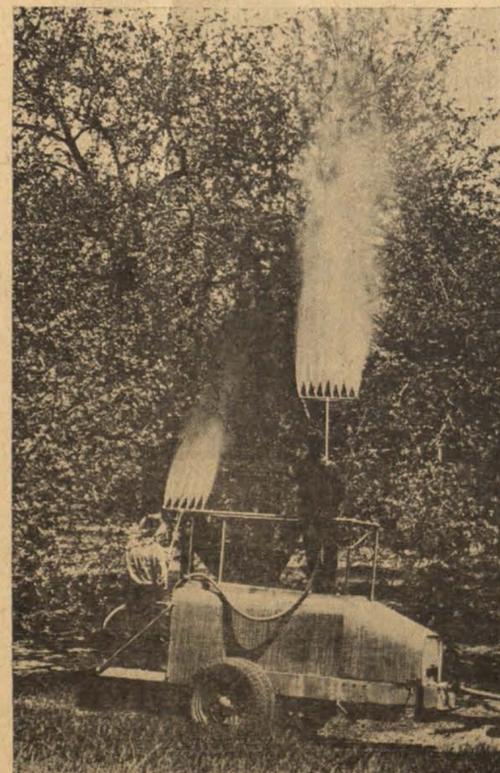
American Potash Institute, Inc. INVESTMENT BUILDING WASHINGTON, D. C. Midwest Office: Life Building, Lafayette, Indiana



## A Sulfur Fungicide of TRUE Microscopic Fineness! MICRO-SPRAY<sup>†</sup> SULFUR



Orchard<sup>®</sup> Brand Micro-Spray Sulfur has proven more effective than ordinary wettable sulfurs, because its finer particles expose a much greater sulfur surface. This means that more sulfur vapors are freed in a given period. The finer particles also mean that filming and sticking are improved.



Orchard Brand Micro-Spray Sulfur, used in the pre-bloom sprays, effectively prevents early scab infection. In the cover applications it protects against late scab, without interfering with foliage development or finish or color of fruit, a hazard always associated with the use of lime sulfur.

Micro-Spray Sulfur has set a new standard in some of America's largest and best orchards.

FARM BUREAU SERVICES, INC. 221-227 N. Cedar Street Lansing, Michigan



<sup>†</sup>Trade Mark of General Chemical Co.

<sup>®</sup>Reg. U. S. Pat. Off.

# The State Farm Bureau and the Reciprocal Trade Agreements

## Questions and Answers for April Community Meetings

By J. F. YAEBER  
Director of Membership

### FOREWORD

The reciprocal trade agreements program did not originate with the Farm Bureau. In the fall of 1933, W. R. Ogg, Washington representative of the American Farm Bureau Federation, in several talks in Michigan said:

"Although the trade agreements program did not originate with the Farm Bureau, there is no conflict between the agricultural adjustment program, which did originate with the Farm Bureau, and the trade agreements program. Instead, they fit in one with the other." (Michigan Farm News, Nov. 5, 1933).

The attitude of the American Farm Bureau Federation is shown in the following resolution passed by the delegates at the December, 1933 annual meeting of that organization:

"We reaffirm our support of reciprocal trade treaties which have been and are negotiated primarily to restore agricultural exports by judicious lowering of industrial tariffs, thus admitting more goods into this country and making it possible for us to sell more of our farm products abroad. We insist that this principle be adhered to in framing reciprocal trade treaties and that there be no reduction in present agricultural tariffs on any farm product that would have the effect of holding or reducing domestic price levels below parity on such products."

### Michigan Viewpoint

The attitude of the Michigan State Farm Bureau is explained by the following resolution which was passed by the delegates at the November, 1933 meeting in Lansing:

## 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 HERFORD, BULLS and heifers.** We have a nice selection. Sensible prices. A. M. Todd Co., Menasha, 14 miles northwest of Kaukaunoo. (7-3-1f-25b)

**O. I. C. S. OR CHESTER WHITES.** Bred Glits, fall pigs, either sex. Shipped or delivered on approval. Anywhere. Crandell's, Caro, Michigan. (1-4f-13p)

### BABY CHICKS

**BIG HUSKY CHICKS—MICHIGAN.** U. S. Approved. White Leghorn Chicks, 100% blood tested for Pullorum disease. Large type stock for larger profits. I. O. P. males, Barred and White Rocks and E. I. Reds. Pullets and sexed chicks if desired. Send for descriptive price list. Winstrom Hatchery, Zeeland, Box B-7 Michigan. (2-5f-47b)

**CHICKS—READY NOW.** BARED Rocks for broilers and early layers. Certified Leghorns. Record of Performance Breeds. White or visit—LAWRENCE FARMS, P. O. Rives Junction, Mich. Location, Henrietta, Pleasant Lake. (2-5f-29b)

### Rhode Island Reds

**CHEERYWOOD REDS BRING MORE profit in meat and eggs.** Lay as good as leghorns. 100% blood tested. Send for prices. Cheerywood Farms, Holland, Mich. (4-11-23p)

### White Leghorns

**CHEERYWOOD CHAMPION CHICKS** from profit making hens with Cheerywood's balanced breeding program for large birds, heavy layers, and long life birds. 100% blood tested. Cheerywood Farms, Holland, Mich. (4-11-23p)

### POULTRY SUPPLIES

**POULTRY LITTER—SERVALL—** (made from sugar cane)—A dustless, odorless, absorbent, sterilized litter. Will keep poultry house and brooder sanitary. The light color brightens the quarters—keeps floors dry. 100-pound bales. An American farm product. The American Litter. Most dealers now have it. Ask for descriptive booklet, giving dealer's name. Harry Gates Company, Hudson, MICHIGAN distributor. (2-5f-57p)

### FARM MACHINERY

**FOR SALE—LEROY ONE-ROW POTATO planter** with fertilizer attachment. Has been used one season and planted fourteen acres. Write, White Cloud Co-operative Ass'n, White Cloud, Mich. (2-5f-27b)

### FOR SALE—MISCELLANEOUS

**MICHIGAN SEPTIC TANK SIPHON** and bell as recommended by State College Agr'l Engineering Dept. Build your own septic tank and sewer system. Install when tank is built. Installation and operation simple. Discharges automatically. Have been sold 15 years. All fully use and giving satisfaction. Instructions with each siphon. Price, delivered, \$7.50, which includes sales tax. C. J. B. charges are extra. Farm Bureau Supply Store, 728 E. Shiawassee St., Lansing. (3-4-1f-60b)

### WANTED—FARM WORK

**MARRIED MAN, ONE CHILD, WANTS** farm work by month, within 30 to 40 miles of Lansing. Dairy or general farm. Noah Greenleaf, 929 So. Charles St., Lansing. (4-11)

**MARRIED MAN, NO CHILDREN,** wants farm work by month or year. Tenant house. Wants root cellar. Farm on shares. Clayton Palmerton, 150 Beech street, Lansing. (4-11)

**WANTED TO RENT FARM WITH** everything furnished, or will work by month. Write, W. A. St. John, 12-1, Mich. Phone 399. (4-11)

**YOUNG MARRIED MAN WANTS FARM** work by month or year. Dairy or general farm. Within 30 miles of Lansing. Arthur Parker, Haslett, Mich. (3-11)

**YOUNG MAN, 23, GENERAL, WANTS** farm work, Dairy or general farm. Geo. Whinnery, 822 Hickory street, Lansing. (4-11)

**SINGLE MAN, 32, SIX YEARS FARM** experience, wants work on general farm. Galen Warfield, 429 So. Cedar St., Lansing. (4-11)

**SINGLE MAN, 18, WANTS FARM** work by month. Verland Whittecorn, 822 Hickory St., Lansing. (4-11)

**YOUNG MAN, 23 WANTS FARM WORK** by month. Has experience. Wants to get into it to stay. Earl Beers, 1312 Leinrook Court, Lansing, Mich. (4-11)

"We believe that the present program on reciprocal trade agreements which favors the principle, but opposes their application on a basis that would reduce farm prices below parity, is sound. We urge that the American Farm Bureau Federation continue to scrutinize all such treaties so that the interests of agriculture shall be adequately protected."

It will be noted that in each of the above resolutions the principle of trading with other countries with a give and take attitude is approved, that in this process the interests of the American farmer must be protected and the parity principle maintained. The following material is presented not as a defense of the reciprocal trade agreements program, but rather to set off much of the propaganda that is being circulated in an attempt to discredit the program entirely. It is hoped that those reading the following material will realize that there is as much to be said for the program as against it, and that before making hasty decisions a more thorough understanding of the whole program should be had.

### What is the Reciprocal Trade Agreements program of the United States?

The Reciprocal Trade Agreements program is based upon the trade agreements act approved by Congress June 12, 1934, and extended for another three years by a joint resolution approved March 1, 1937. The purpose of the program is to increase foreign markets for products of the United States through the reciprocal adjustment of excessive trade barriers.

### Is a reciprocal trade agreements program necessary?

Those who oppose the program and talk of "the American market for the American farmer" argue that we can live in the United States without foreign exchange of goods. Those who argue the necessity of a reciprocal trade agreements program point out that (1) The American farmer through the years has produced more than what is normally consumed in the United States and that Agriculture is on an export basis, with many of our commodities sold on a world market, (2) without an opportunity for merchandizing our crops in foreign countries, much of what we grow is becoming a burdensome surplus which tends to drive down prices and deprive the American farmer of an income such as will maintain a proper standard of living. In recent years, the opportunity to market American products in foreign markets has declined materially. It is argued by those who support the program that this condition must be corrected or there must be a sharp curtailment of the production of products within the United States if price levels are to be maintained.

### What has caused the loss of foreign markets?

There have been two major factors in the loss of foreign markets: (1) a nationalistic attitude on the part of foreign countries which has caused them to attempt to become self-sufficient in the production of raw materials and (2) Retaliation for high tariffs in the United States which are the result of the Smoot-Hawley act of 1930.

It is pointed out that these two factors resulted in (1) a trade decline during 1929-1932 of 69% based on a dollar value, (2) that the national income in the United States dropped 50% during those years, (3) that agricultural income dropped to an even greater extent. The nationalistic attitude of European countries or retaliation for high tariffs in the United States is illustrated by the fact that Italy, Germany, France, and other countries have placed tariffs on wheat of \$1.00 to \$1.65 per bushel, and that England offered farmers of her domain a bonus to increase wheat acreage.

### What agreements are now in effect?

Under the trade agreements act, the United States has trade agreements with 19 foreign countries including Cuba, Canada, France, Great Britain, and the British Colonial Empire. The most recent of these was signed November 17, 1938, with the United Kingdom and became effective January 1, 1939. A second agreement with Canada replacing the first agreement was signed to become effective on the same date. Two additional negotiations are under way. They will be with Turkey and Venezuela. About 60% of the foreign trade with the United States is carried on with these 21 countries.

### What has been the effect of the trade agreements program to date?

"During the fiscal year ending June 30, 1938, as compared with the fiscal period 1935-1936, our total farm exports to trade agreement countries increased 55%, while our farm exports to non-trade-agreement countries increased only 3%." (From address by W. R. Ogg, printed in Michigan Farm News November 5, 1938.) An example of this is to be found in our trade with Cuba. As a result of trade agreements with Cuba, that country has reduced a duty on lard from 9.5c per pound to 1.5c per pound, and, as a result of that, our lard exports to Cuba increased from ten million pounds in 1932-1933 to forty-five million pounds in 1937-1938, or 4 1/2 times as much as we sold before the trade agreement. Flour exports to Cuba increased 39%, whereas, flour exports to other countries increased only 15%.

### Has the trade agreements program resulted in permitting greater imports of agricultural commodities?

While our exports have gradually increased, importation of agricultural products during the same period decreased 3% from trade agreement countries, while increasing 4% from all other countries.

It is contended by those who oppose the trade agreements program, that imports have gradually increased through the years. Figures are quoted to show that imports of 1937 were materially greater in both quantity and dollar value than in 1932. This is true. But, if one were to continue examining the figures before and after those years, and entirely different story could be proven. For instance, during the years 1926-1930, the average yearly import total amounted to \$2,985,000,000. As compared to this, the agricultural import total of \$1,500,000,000 in 1937, does not appear abnormally large. It is also pointed out that in the import figures, non-competitive agricultural commodities are included. In 1937 of \$1,581,000,000 worth of agricultural products were imported in the United States. However, \$711,000,000 of this was non-competitive agricultural commodities such as rubber, coffee, tea, spices etc., and \$447,000,000 was in products of which we do not raise enough for consumption, such as wool, flax, flax seed, etc. These two classes of imported products subtracted from the total leaves an import figure of \$423,000,000 for competitive agricultural products. In this same year, the American farmer exported almost double this amount, \$795,000,000 worth of American agricultural products.

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ervation program, but were due primarily to a period of drought which made it impossible for the American farmer, during those years, to produce enough to supply domestic consumption. It is pointed out that in 1933 the United States had one of the largest carryovers of wheat in the history of the country, but, during the drought period, this large carryover was used up and it was still necessary to import wheat in order to supply the American demand. In spite of this importing of wheat, prices gradually raised, until in 1937 and 1938 an increased acreage combined with abnormal yield gave us again a 300,000,000 carry over.

## THE FARMER

AS A SELLER AT HOME



AS A BUYER IN TOWN



practically equal to that in 1933.

It is argued that our own surplus of produce and not the small amount of increased importation has been primarily responsible for a lowering of price levels. It is argued that price fluctuations and that increased imports from 1932-1937 were the direct result of an increase of price for agricultural commodities in the United States; that price raise came first, and importations followed; that as prices drop, imports will drop. For instance, prices during the first six months of 1938 were considerably below prices for the same period in 1937. As a result the importation of wheat, which in 1937 totalled 10,000,000, had dropped during the first six months of 1938 to approximately \$6,000. In similar fashion the importation of corn, which in 1937 totalled \$56,000,000, had dropped during the first six months of 1938 to \$178,000. Importations of all agricultural products, including non-competitive imports, during the first six months of 1938 were but \$475,000,000, as compared to total importations of \$901,000,000 during the same period in 1937. The 1938 condition it is contended, is the more normal condition and the increased imports up to 1937 were the result of abnormal drought conditions in the United States which brought high prices and enabled imports to come into this country over the tariff wall.

### How has the trade agreements program effected the income of the Michigan farmer?

In 1932 importations were at a low point. That year the cash income of the Michigan farmer was at a low ebb, totalling \$118,000,000. In 1937, with importations at their peak, the cash income of the Michigan farmer had amounted to \$246,000,000. Without examining these figures carefully, it might be argued that importations actually increased the farmers' income. This, of course, is not true, but the figures do point out that importations follow price increases. It is also pointed out that in 1935 exports to Canada of certain commodities totalled \$12,295,000. Duties were reduced on these commodities going into Canada and in 1937 exports of these commodities had mounted to \$33,283,000. During these same years, the increase of other agricultural exports to Canada was from \$31,546,000 to only \$33,346,000. Comparing the first nine months of 1937 with the trade agreements program in effect, with the corresponding period for 1936, we find that exports to Canada gained 38%, while imports from Canada in 1937 were increased over those of 1936, while we imported fewer agricultural products from Canada in 1937 than in 1936. Increases of exports to Canada included grain, livestock, meat, and a marked increase in fruits and vegetables. (Michigan Experiment Extension Quarterly Bulletin, Volume 21, No. 1, August 1938).

If the adjustment of production in the United States in line with demand, as now in effect will raise prices, can higher tariffs at the same time maintain these prices by keeping foreign imports out of this country?

This might be possible if it were not necessary to market the products of approximately 50% of our farmers abroad. Products referred to are such products as wheat, cotton, rice etc. Economists argue that either our surplus commodities must be sold abroad, piled up in the United States as stored surplus, or sold at very

low prices. It is argued by those who favor the reciprocal trade agreements that only by building up foreign markets through the program can the disposition of agricultural surpluses produced in the United States be solved. This, they say, can be done only by making certain concessions to other countries for exporting their products. The advantage of such a program would seem to rest with the country that can make the best trade in the matter of concessions. The fact that imports to countries with which agreements exist have been increased, and imports, particularly, during 1938, have materially decreased,

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amount of imports to a total which, it is argued, is too small to materially influence prices. It is argued by those who oppose any concession on agricultural imports that such imports have materially affected prices in the United States, but those who support the trade agreement program argue that the quotas fixed do not allow of sufficient imports to have any effect on prices. It is admitted that excessive imports may temporarily demoralize the markets at a point of entry but that is only temporary and purely local. Outstanding cattle buyers deny that Canadian imports of cattle have in any way adversely affected the American market. They point out that Canadian cattle are of inferior grade and are purchased by the American cattle buyers only after the American supply is exhausted.

### Do reciprocal trade agreements benefit all farmers?

It is argued by those who oppose the agreements that certain classes are being exploited for the benefit of the other group. Those who endorse the agreement program deny this but do admit that there may be temporary and minor injustices, particularly to those farmers who happen to live near a point of entry, where a competitive agricultural commodity may be imported. They argue, however, that the program generally has been of benefit to the great majority and that this, after all, is what counts.

### APPENDIX

In summing up the arguments of those who endorse the trade agree-

ments program, it seems that:

(1) Imports follow high prices in this country, but that the small percentage of imports permitted under the quotas of the trade agreements program (less than 1% of the amount consumed in the United States) does not effect prices to the extent that certain domestic factors (such as over-production) do.

(2) That as long as American agriculture depends on foreign markets for selling a large portion of its production, any program which will increase those foreign markets is to the American farmer's advantage.

(3) That with fewer concessions being made for the imports of foreign agricultural commodities than are being made for the imports of foreign industrial commodities, that the American farmer is not "being sold down the river to favor American industry."

(4) That any benefit to industrial interests and to a certain portion of American agriculture through the reciprocal agreements will indirectly react to the advantage of all farmers. In Michigan, it is argued that any benefit to the automobile industry through the program will build up our urban purchasing power which will permit the consumption of agricultural commodities, thereby benefiting the farmer much greater than is at first apparent and will more than offset any loss that might be evident through imports.

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**FARM BUREAU STORES and CO-OPS**

# Big Job Before Farmers is to Learn How to Buy, Sell and Work Co-operatively

## Address by Clark L. Brody before the Annual Meeting of the Indiana Farm Bureau Federation at Indianapolis

MARCH 7, 1939

THE farmer, like people in all other walks of life, has had to meet constantly and rapidly changing conditions. Among the most important have been the revolution in industry, development of rapid motor transportation and travel, good roads, radio communication, international developments affecting world trade and relationships generally, and last but not least, the revolution that agricultural science and modern farm machinery have brought about in the productive processes and management of the farming enterprise itself.

One has only to visit his boyhood home and community to vividly realize how the world has moved onward in our lifetime. On the seven-mile piece of road leading from my old home to town many times I have spent 2 1/2 to 3 hours perched on a load of wheat, hay, wood or stone, whereas today a modern truck carries 10 tons or more over the same road in 15 minutes and we drive it with the auto in 7 to 10 minutes. Today the manure spreader is being driven over the same fields where many of us have labored

alone for days or weeks spreading a good portion of a 20-acre field of manure piles by hand. I well remember how my father used to send me about a mile back from the road alone to do work of this kind. As I recall those experiences, Admiral Byrd living in solitude at the South Pole had nothing on me so far as being lonesome was concerned.

Machinery on the farm has taken the place of much of the back-breaking toil and most of it has come into use within the lifetime of the people in this audience. Improved varieties of crops, livestock, new facts in animal nutrition, including vitamins, etc., and scientific soil treatment have likewise changed the map of agriculture.

There has come about a marked change in the farmer's attitude toward scientific and mechanical improvements in agricultural production. Even 20 years ago, as a county agent, I had to use considerable psychology to get some pretty good farmers to try new varieties of crops, T-B test their cattle, lime their soil, etc., whereas today the progressive farmer is, so to speak, standing at the doors of our experiment stations and agricultural colleges ready to put the new truths into practice even before the college has had an opportunity to test their soundness. When we see the great array of livestock at our International Show at Chicago or at the Indiana and Michigan State Fairs, and see the acme of perfection that the livestock breeder has reached in improving farm animals, it is evident that we need have no worry along this line.

What Our Difficulties Are So it is evident the limiting factor in the farmer's progress today is not in his reluctance to take up with improved methods of production or use modern machinery. The major problem confronting agriculture today lies in the farmer's adapting himself to the conditions created by the scientific methods of production on his farm, improved machinery and all of the new human relationships resulting from the other influences already mentioned. These are found both within and without the ranks of agriculture itself. The problems of scientific production and farm management are comparatively easy when we consider the task before the farmer to get properly and permanently organized. The big job lies in the co-operative marketing of the produce of our farms, the purchasing of the major supplies used in its production, and so associating the members of the industry that they can protect themselves from exploitation, and co-operate in the councils of other groups in the public relations and other interests of agriculture.

Putting into practice new scientific facts is largely an individual matter and the farmer can work and enjoy the results of improved methods as far as the productive side of agriculture is concerned without direct dependence upon the activities of his neighbors. However, when it comes to those relationships and interests outside of the line fences of his own farm it requires collective action and the adaptability and loyalty of one man to another and to his craft as a whole. Some of the much vaunted independence of the farmer has to be subordinated to the common good. Each individual cannot have his own way to the extent that he does with the production and management of his own farm. In my opinion, herein lies the main reason why farmers' organizations have not developed more rapidly and met many of their difficulties. It requires fundamental changes in the farmer himself and time is needed to bring this about. All real co-operation begins in the hearts of the in-

dividuals themselves. The progress and satisfaction we get out of agriculture from now on will be determined largely by our ability to join together in maintaining farmer-owned and controlled organizations for the solution of the economic, social and public relations problems of the farm.

Purpose of the Farm Bureau To meet this need, the farmers of the nation brought the Farm Bureau into existence 20 years ago. The accomplishments of your own Indiana Farm Bureau are outstanding. Through it and the leadership of your former president, Mr. Taylor, you have reformed your taxation system and saved hundreds of thousands of dollars for all of the citizens of the state. Just the other day I read in one of your papers how the Indiana Farm Bureau had mobilized the farmers for a march on the capitol to protect the agricultural interests in regard to the gross sales tax.

Out of the parent Farm Bureau organizations of Ohio, Indiana and Mich-

Large Savings on Feeds, Too Likewise, on feed the three Farm Bureau organizations pooled their tonnage and broke down the opposition to serving the co-operatives with their feed requirements. Arrangements were made to have our dairy and poultry feed mixed under the inspection of our own representative at a cost of one-fifth to one-quarter the profit the average manufacturer had been making on these feeds. It has now been reduced to a much lower figure.

At the time we started it was not an uncommon thing for a manufacturer to make a manufacturing profit on dairy feed of \$8 per ton and as high as \$15 on poultry feed. To make the matter worse, the farmer was for the most part getting an inferior grade of feed. As a result of our efforts all manufacturers have had to improve their quality, service and price. However, the co-operatives are furnishing the only open formula feeds mixed under the inspection of the farmers' own representative.

In the case of clover, alfalfa and other seeds similar practices prevailed and the farmer was exploited in numerous other ways. The story of the development of the oil and petroleum business pioneered by your own organization constitutes one of the brightest spots in this development. Largely due to the vision of Harvey Hull you now have your 70 County Farm Bureau bulk plants and the movement is serving the farmers over the eastern part of the United States. Not only has the price on good lubricating oil been reduced by our operations and the margins on gasoline reduced but the quality offered to the trade by all companies has been materially improved.

Oil Industry Takes Alarm Then in 1934 Warren Platt, the editor of National Petroleum News, made his famous speech before the American Petroleum Institute in which he made the following statement:

"The co-operative oil companies, taking them by and large, are a part of a philosophy of economics that seems to be steadily spreading over the world. That philosophy is based on the elimination of all profit from business, that any excess over the cost of goods plus operating charges, shall be returned not to the stockholders but to the patrons in proportion to purchases."

"The rapid growth of these co-operative oil companies has nettled us of the oil business. We have seen them take a third or more of the business in some states."

"In the oil industry the farmer has rebelled at the ever-widening margins that we have established to take care of unnecessary distribution."

"When the industry straightens up its price structure and puts it on a sensible basis the big growth of oil co-operatives will be over."

"When the oil companies have reduced their dealer margin to a reasonable figure, say 2 or 2.5 cents there should be little or no patronage dividend to disburse by the average co-operative oil company."

"One question is that is enough to hold a farmer to his co-operative. The farmer won't be inclined to drive so many miles to get his gasoline and oil."

Two Cents a Gallon Cut Apparently that speech had its effect, calling attention as it did that the large patronage dividend which had been paid by co-operatives probably was the main incentive for patronage. He pleaded with the industry to clean up its own house and narrow its margins to the point where such patronage dividends would no longer be available. Shortly after that speech there was a considerable narrowing of the margins and then came the NRA code hearing at which Mr. Cowden of the Consumers Co-op Ass'n of Kansas City represented us and at which time you will recall the oil industry first demanded that the NRA code provide that no patronage dividends could be paid and when the President of the United States refused to let that clause go into the code. The representative of the industry then openly made the statement before the hearing, according to Mr. Cowden, that if the provision was not put in the code that the industry would go back home and create a special tank wagon price which would be 2c lower than the service station price. This they did. Ever since that time delivered prices throughout the whole twelve states served by one of the large companies in 25-gallon lots have been 2c lower than the service station price.

Of course, 25-gallons is a ridiculous quantity to be entitled to a quantity discount. Nobody has ever been fooled into thinking that it was a quantity discount at all because most farmers will buy 25 gallons as a regular purchase but the 2c discount has virtually taken place on all farm deliveries from that time. This additional discount or narrowing of margins was brought about entirely by the influence of the co-op.

Truth in Oil is Coming I recall how your Indiana board of directors tried twice in the legislature to secure the passage of a law which would require that packaged oil be labeled with its specifications just as we label our seed, feed and fertilizer

with quality specifications. Twice the oil industry defeated that bill in the Indiana legislature. The second time it was introduced the Indiana state officials made a little survey on their own and picked up samples of lubricating oil over the state being sold by profit-making concerns which they themselves labeled as soft soap oil, samples which had so low a flash and fire test as to be virtually worthless in a hot motor.

I recall also how your board of directors, for the protection of the \$30,000,000 equipment of internal combustion motors owned by Indiana farmers, started their own compounding plant and laboratory to control specifications. Your manager was instructed first to buy lubricating oil on specification and offer those specifications to the trade. Such a contract was negotiated and operated upon for a short time. Then it was learned that the Indianapolis firm supplying the oil had realized that your organization had no testing equipment, and made very little attempt to hold their specifications in line with the contract. The Indiana board then ordered the compounding plant to be installed virtually with no other purpose than to control specifications. The fact that it has been a satisfactory and happy business program, of course, was made possible by the fact that a very substantial volume was built up and that program was greatly helped when the other states came along and added their patronage to the volume that Indiana had already established.

We Do It Ourselves We now own probably the most modern and up-to-date compounding plant in the country. The organization has grown until it is now protecting the farmers in 11 eastern states as to price and quality of their oils, and last but not least, through the United Co-operatives, Inc., the farmers have taken title to the industry itself which insures continuation of this protection and our continuing on a trade equality with the industry.

Importance of Trained Men Twenty years ago when the Michigan State Farm Bureau started its seed department, not only was the service badly needed by the farmer and was it difficult to make a high quality of service available to him, but we had no trained operators for the mills and technical processes. Neither did the old line industry show any interest in helping us. Some of the necessary processes were patented and we could not get permission to use them. The struggle was hard and full of disappointment and dissatisfaction on the part of our members. To meet the situation we hired a man from the old line industry at a high salary to show our boys how to operate a seed plant. We secured some results from this, but in the main it was disappointing and he later went to work for private interests, proving a good man for them. We survived the battle, however, and today the Farm Bureau Services in Michigan owns one of the best equipped and modern seed plants with trained laboratory and mill operators that exists in the country. It is important, too, to note that in connection with the efforts of your own organization and those of other state and regional co-operatives, those of us engaged in co-operative seed distribution are working more closely together today than ever before, and I believe the time is not far distant when we will join our forces as we have done with other farm supplies more closely and on a larger scale for greater benefits to come. Our seed work has freed our farmers from the heel of exploitation in the seed business.

Machinery Program Under Way The farmers' co-operative organizations of the eastern United States have achieved a real program along fertilizer, feed, petroleum and general farm supply distribution. The most recent project we have attempted and undoubtedly the most difficult is the farm machinery program. This was started by your Farm Bureau Service Companies in response to the insistent demand on the part of Farm Bureau members, county service companies and local co-operatives for us to do something to improve the quality and lower the price of farm machinery. When the farmers made this demand they had little appreciation of the difficulties involved, but this fact in no way lessened the clamor of their demands that something be done. It has always been this way and perhaps it is well that it is so, for it spurs his co-operative leaders and personnel to achieve results that possibly they would not have attained otherwise. The best co-operation and support by the farmer of his local, state and regional organizations' efforts to build him a co-operative machinery service is going to be necessary if we are to succeed.

Michigan Canning Co-operatives One of the most recent and difficult co-operative projects we have undertaken in our own state has been to assist the farmers in processing and marketing their fruits and vegetables. We have had many interesting experiences but one will suffice to illustrate the need of this type of service. In Oceana county in 1936 the total crop of sour cherries was 15,000,000 pounds. Our co-operative cannery canned 3,000,

000 pounds which resulted in raising the price on the entire crop from 1/2c to 3/4c per pound.

The operation of this factory and the marketing of the product under co-operative management not only cleared enough money for the member growers to pay for the factory the first year but put a minimum of \$75,000 additional into the farmers' pockets in that county that otherwise would have remained with the processors.

This and other experiences makes it safe to state that it is necessary for the farmer to control the processing and marketing of at least a minority portion of his crops if he is to keep himself in bargaining position with the industry. The same principle holds true in the purchasing of supplies used in agricultural production.

Co-operatives Here to Stay From what has been said it is evident that co-operative organization on the part of the farmers has come about as a result of the evolution of his industry in meeting the changing conditions. It is not an abnormal or temporary thing. It is a sound business procedure and not something developed by the minds of fanatics that will vanish as soon as the initial enthusiasm cools. We have pointed out the conditions that brought it about and listed a few of the accomplishments and services rendered. There are many more.

These developments, helpful as they have been, are only indications of still greater opportunities and responsibilities to come in the future. The social and spiritual values of the old forms of co-operation such as the husking

or wood sawing bee, barn raisings, changing threshing were of great value in earlier times. Far be it from me to decry those forms of co-operation which meant so much to agriculture before the advent of modern science and the machine age.

We Must Learn to See However, there is a marked difference between the type of co-operation that answered in those days and what is required today. The economic results were physical and tangible and it did not require much imagination or loyalty to help our neighbor thresh in order to get our own threshing done. However, when we think of the oil story already outlined and how the competition met the price of the co-operative or better, it requires a higher degree of understanding and appreciation on the part of the member to realize that his co-operative is still serving him.

Knowledge Makes Strong Co-ops At this stage in the development of the farmers' co-operative business organizations it is well to consider the elements that make for real strength and soundness in co-operative endeavor. We have seen how private competition has lowered its margins and been forced to improve the quality of their product, hoping this would cause the farmer to desert his co-operative. It is true to a large degree that private capital can meet the co-operative in price and quality but the farmer will be offered this service only so long as his co-operative is functioning and so forcing the competition to do so.

This being true, it is highly essential that we conduct our educational and organization work to bring about a greater feeling of responsibility and more active participation on the part of the farmer himself. As I view the mistakes of the past I am convinced that we have attempted to build the co-operative movement too much on the basis of doing things for the farmer. (Continued on page six)

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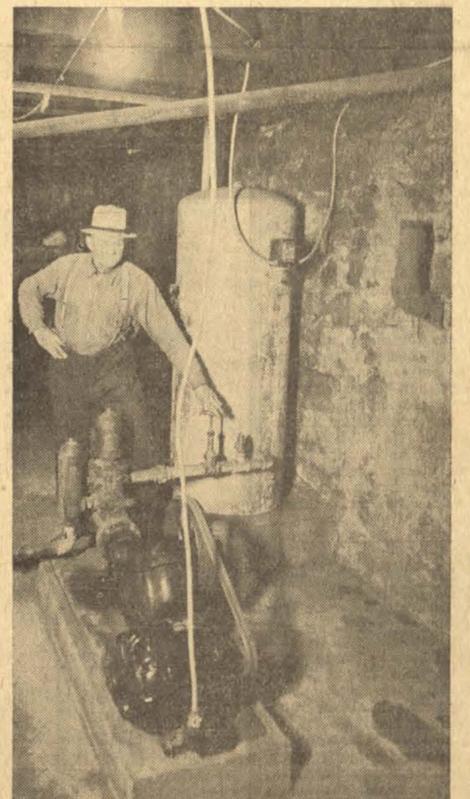
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Please send information about auto insurance.

Looking Back 18 Years As I think about our efficient and modern plant out on Kentucky Avenue here in your city and review the developments of the years I feel it is a far cry back to the conditions prevailing eighteen or twenty years ago. I recall then it was almost impossible to get any business firm to deal with us. We might obtain a limited contract for twine, fertilizer or feed one year, only to be revoked the next. The merchandise obtained often was of poor or unreliable quality and no end of trouble resulted in satisfying our members. Due to lack of understanding and experience impossible demands were constantly being made upon our state and local organizations. I recall that about our first ray of hope in securing a dependable source of supply came along fertilizer lines. The Tennessee Corporation believed sufficiently in our set-up to place the distribution of the output of their plant—the largest in the world—entirely in the hands of the Farm Bureau Service Companies of Ohio, Indiana and Michigan. You already know the story of what happened. Within thirty days the price of fertilizer broke \$10 per ton and has remained at pre-war price levels ever since. That was fifteen years ago. Since that time our three organizations have distributed more than a million tons of fertilizer. Taking the total consumption of all fertilizer in the three states, undoubtedly the savings to the farmers over this period on this commodity alone means that from \$60,000,000 to \$105,000,000 have gone into the farmers' pockets that would not have reached that happy state had not the farmers of the three states put their shoulders together for the solution of their common problems.

**Let's Go to the World's Fair**

(Continued from page 1)  
so near and can do so without any extra rail fare, so we have made plans for them to add 2 more days to the vacation and spend them in the nation's capital at a small additional cost to cover lodging, meals and sight-seeing.

But it is impossible to tell you all about this wonderful tour in the limited space available in these columns so we have prepared a folder containing all details, including the complete cost, and we will gladly send it upon request. There are no obligations. Just send your complete name and address on a post card, telling us you want the tour folder, or fill out the coupon in this issue, clip it out, and mail it to us in an envelope.

**Big Job Before Farmers Is to Learn,**

(Continued from page 5.)  
er and requiring little or no effort on his part. We have made the mistake of feeling that if the organization gave good service the loyalty of the membership would be assured.

**The Member Must Serve, Too**  
The farmer has been sold co-operation too much on a price basis. He must realize that membership in a co-operative involves responsibilities on his part as well as opportunities for savings and financial advantage. The member must be taught that he must serve his organization as well as being served by it. He must be made to sense a greater feeling of ownership in the organization the same as he does on his own farming enterprise and be willing to sacrifice for it as well as having it do things for him. He must be kept better informed and helped to understand the financial statement and his advice on business and policy matters more commonly sought.

As far as I am concerned, in Michigan it will not be our purpose to ever start a major new project like farm machinery without a thorough understanding and intelligent demand for it on the part of the farmers themselves. In fact, I would require them to exhibit that they want the service very badly and had a fair appreciation of the difficulties attempting to start it.

**Dividends Not Enough**

We have followed this policy with some of our enterprises and it has worked. If too much emphasis is placed on patronage dividends or price advantage without intelligent understanding of the competitive problems involved, the morale of the membership may be destroyed. At any rate it will be weakened. Even though financial advantages in the way of patronage dividends or price differentials are adequate, these alone will not build a permanent and lasting membership morale.

**Members Must Share Responsibility**

The member must be informed and encouraged in every possible way to be active in the affairs of his organization. If he feels some degree of responsibility, he will be more likely to stand by it in times of adversity. We must appeal to the nobler side of his nature rather than build up selfishness in the membership by encouraging them to expect everything and do nothing. We must sell co-operation with the merchandise. If we are to succeed with our farm machinery project, particularly, I am sure we shall have to make an organization matter out of it and not merely one of selling machinery.

It must be remembered that we humans love the things for which we have to struggle and sacrifice. Handing the member co-operative service without any effort on his part will tend to develop a selfishness that may destroy the very organization that renders the service. We will also be doing the member an injustice in not arousing his nobler qualities. The true basis of co-operation lies in the hearts of the members rather than in their pocketbooks.

**Cass Jr. Group Plans Spring Exposition**

The Cass County Junior Farm Bureau is planning a farm jubilee and rural spring exposition at the fair grounds at Cassopolis April 21-22. There will be farm exhibits, pulling demonstrations, horse contests, implement and electrical appliance shows, and amateur show Friday night and a dance Saturday night. The Junior Farm Bureau is out to make southern Michigan's first spring exposition a real affair. Contestants are invited. Write to George McIntyre, Richard Leach at Cassopolis, or to Dick Anthony or Bill Sedlar at Dowagiac.

American railroads have the largest number of high speed passenger trains in the world.

**CREDITS ON PURCHASES Help Pay Farm Bureau Dues!**

**NOTICE TO MEMBERS:** Purchases of Farm Bureau Brand dairy and poultry feeds, seeds, fertilizers, fence, binder twine, oils and gasoline, farm machinery, sprays and insecticides, harness, paint, tractors, roofing and electrical appliances from Farm Bureau dealers 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.

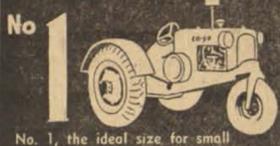
**MICHIGAN STATE FARM BUREAU**  
Lansing, Michigan

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*Power · Economy · Convenience*



**No. 2** Tractor, general purpose, convertible type. Available in either wide front axle, or in the cultivating type.



**No. 1** No. 1, the ideal size for small farms. Will handle one 16" or two 12" bottom plows.



**No. 3** No. 3, for largest farms. Unusual belt power. Tractor will handle three 16" or four 14" bottom plows.

**STREAM-LINED ORCHARD TRACTOR**  
Modernly designed to meet every requirement in the orchard.



**Extra Values**  
As Standard Equipment at No Extra Cost

1. Self Starting
2. Bat. & Gen. Ignition
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**FARM BUREAU SERVICES, Inc.**  
728 E. Shiwasse e, Lansing, Mich.

Please send me your NAME .....

Co-op Tractor Catalog ADDRESS .....

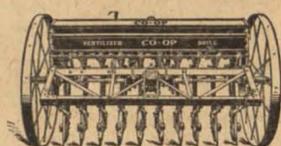
**AVERY CO-OP TRACTOR GANG PLOW**



Extra high clearance for extra deep plowing and easy transportation. Power lift from land wheel instead of furrow wheel to keep clutch free from trash. Two lift adjustments. Rear wheel takes landside pressure, reduces draft, prevents wear on landside and saves fuel. Extra clearance between bottoms. Two and 3-furrow sizes. Automatic spring-release coupling hitch. Shares for every type of soil at your Co-op store.

**Plows  
Discs  
Drags**

**CO-OP DISC-SHOE FERTILIZER GRAIN DRILL**



New, exclusive type of disc shoe penetrates hard ground, cuts trash as it opens furrow and prevents clogging. Places seed uniformly and well in the soil to insure fast germination and full use of seed. Tight-fitting galvanized steel lids. Grain and fertilizer boxes combined in one substantial unit. Zerk lubrication. At your Co-op store.

**Cultivators  
Planters  
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**AVERY CO-OP TRACTOR DISC HARROW**



With a single lever you can angle or straighten all gangs as easily as you shift the gears in your car. No expensive, complicated angling mechanism. Hair-breadth adjustment to any degree of angle. Electrically heat treated discs. Oil goes to bottom of bearings for thorough lubrication and long life. See this simple, strong, light-draft, deep-cutting disc harrow 10-day at your Co-op store.

**Rakes  
Loaders  
Wagons**

**PLANT FARM BUREAU'S SAFE SEEDS . . . .**

Farm Bureau guarantees to the Farmers the origin, purity Etc., of Farm Bureau Seeds

**CLOVERS**  
Farm Bureau has plenty of A-1 Michigan grown June, Alsike and Mammoth clover seed. All pure, high germinating seed, and the very best for Michigan farms.

**ALFALFAS**  
No. 1 Michigan alfalfa is very scarce because of natural crop mixes. We have some Michigan 97½% alfalfa that tests 99½% pure crop seed. A good buy. Also, Utah Grimm and common. Old reliables.

**OATS & BARLEY**  
We recommend certified Worthy Oats for heavy soils. Great yields. Resist lodging. Certified Wolverine oats for lighter soils. We recommend Spartan or Wisconsin No. 38 barley.

**SEED CORN**  
We have plenty of certified and uncertified husking corns. Lots of good ensilage corns. Michigan hybrids 561 and 606 for Zones 1 and 2; No. 1218 for Zone 3; Minn. 401 and Kings Cross E for Zones 4 and 5; Kings Cross E and 402 (from grower) for Zones 5 and 6.

**Timothy  
Field Peas  
Soy Beans  
Buckwheat**



TREAT ALL CEREAL SEED WITH **CERESAN** FOR GREATER YIELDS

**Rape  
Vetch  
Sunflower  
Spring Wheat**



TREAT WITH QUICK, EASY **SEMESAN BEL** DIP FOR LARGER POTATO CROPS

**Robust Beans  
Michelite Beans  
Light Cranberry Beans  
Lawn Seed**



**SEMESAN, Jr.** Protects Seed Corn

**USE FARM BUREAU FERTILIZERS**

Nitrogen Quickly Available—Best for Early or Late Planted Crops. We Offer All Recommended Analysis for All Michigan Crops . . .



**CALF MANNA**  
1 lb. Replaces  
16 lbs. of Milk  
RAISES BETTER CALVES

**Farm Bureau Brand Supplies at 300 Farmers Elevators**  
FARM BUREAU SERVICES, Lansing, Michigan

**MERMASH**  
16% Protein Dry Mash  
for **Better Chicks and More Eggs**



MERMASH is a starting growing and laying mash. Feed it from the first feed the chick receives. Let's give the chicks a break this year by starting them on Mermash. Grows better chicks with fewer losses. It has the proteins, vitamins, organic minerals and cod liver oil in good feed to make well developed, early laying hens.

**Farm Bureau HARNESS**

FARM BUREAU HARNESSES are good values. They are made from No. 1 packers steer hides. The very best for harness. Fine grained and pliable. No cut the corners in the workmanship. Anchorite rust resisting hardware, or bronze. Workmanship and material guaranteed.

Buy at Farm Bureau Stores and Co-op Ass'ns



**Here's What You've Been Wanting**



**BUREAULAS**  
33⅓% CANE MOLASSES  
26% PROTEIN

A SUPPLEMENT TO YOUR HOME GROWN GRAINS FOR DAIRY COWS-STEERS-SHEEP DRY COWS-GROWING CALVES AND WORK HORSES.

FREE FLOWING . . . WILL NOT BECOME GUMMY OR STICKY . . .

**Dairy Concentrates**



Milkmaker 24 or 34% PROTEIN concentrate mixed with home grown grains and legume hay is a balanced dairy ration that assures all the profitable production your cows can give.

**BIG APRIL PETROLEUM SALE**

THIS IS THE NEW 5 GALLON container for MICCO and BUREAU PENN motor oils. Many dealers have been having special petroleum sales to introduce the new container and to supply patrons with the very best motor and tractor oil for spring work.

