

Behind the Wheel

With J. F. Yaeger, Director of Membership Relations

SCHOOL MEETING
Mr. and Mrs. Charlie Openlander the other evening drove to the little red school house to attend the annual school meeting. You see, Charlie is director of the district and wanted to be on time. In fact, the Openlanders arrived 10 minutes early to have the school opened for the others. Pretty soon the treasurer, King Lee, and Mrs. Lee came. King remarked that he had seen the president drive by in a truck a while back. So King drove over to his house, and sure enough, the President, busy with his house, had forgotten about his date. So he came right over. No one else came. Finally, the annual school meeting was declared officially open with five people present.



Said Charlie in opening his report, "It gives me great pleasure to have the opportunity to present this rather carefully prepared and detailed report to so large and interested a gathering. This interest in our schools, so basic a function of our community generously furnishes me for the time and effort devoted to compiling this report."

What Charlie and the Mrs. are worrying about today is this business of saving democracy and our country with folks taking so passive a stand on education, the only thing that can save it. Charlie, if we don't wake up pretty soon, we won't need to wake up... it'll be too late.

DEMOCRACY
James D. Mooney is vice president of General Motors in charge of overseas production. Not so long ago, in addressing the alumni of the Case School of Applied Science in Cleveland, he said:

"The frightful tragedy in the situation (the war in Europe) arises out of the fact that continuation of destruction in Europe will not move forward one single step the acceptance of any principle to enable men and nations to live in a more friendly, neighborly way with one another."

"Germany and Italy have felt the power and control exercised by England and France over the commodities, raw materials and trade of the world subjected their countries to the unendurable condition that food for their people and materials and markets for their industries had been throttled, England and France have had a growing fear of the military power of Germany and Italy and a growing fear of the challenge of this power to their security."

"These aims of the belligerents, as you see, have nothing to do with making the world safe for democracy."

DAIRY LEADERS
Dairy farmers of Saginaw county met recently and recommended several men for appointment to a Saginaw milk marketing committee. Out of this group the state marketing board will appoint the committee. The men recommended were Henry J. Doer and Fred Miller of Beuna Vista, John McCormick of Albee, Arnold Tessin and Roy Graham of Thomas, Henry Vasold of Tittabawassee and Raymond Spencer of Bridgeport. Every one of them is active in Farm Bureau affairs. We always have maintained that the best rural leadership included the best rural leadership in Michigan.

INSTITUTE IMPRESSIONS
Anthony Kreiner, Lapeer County farmer and Farm Bureau worker said, "The thing that remained uppermost in my mind after attending the week of discussions of the American Institute of Co-operation held at Michigan State College recently was the fact that the greatest problems of all co-operative organizations is not the difficulties or mechanics of conducting the business, but rather the bringing of members and patrons to an attitude of tolerance and good will toward each other, and that they each have a sense of responsibility in that organization and in society."

"People, once inspired with this sense of responsibility would apply the proper mechanics of organization to fit their needs. It seems that the job of good leadership is that of building that attitude if we would succeed in bringing agriculture to the proper level with other groups in our society."

PRICE MAINTENANCE
Oscar Anderson, World War soldier, today a Farm Bureau Services, Inc., salesman, said recently: "After the first world war, it was part of my army job, along with hundreds of other doughboys, to clean up the emergency camps, take down the buildings, etc. In the process we smashed up any quantity of industrial goods rather than throw them back into the industrial market. I saw tanks run over unopened crates of motorcycles so as to make them unfit (Continued on page 3.)"

412 YOUNG PEOPLE TO STUDY CO-OPS AT SUMMER CAMPS

Farm Bureau and Commodity Exchanges Sponsor Three Camps This Year

The Michigan State Farm Bureau and associated commodity marketing exchanges announce three leadership training camps for rural young people and Junior Farm Bureau members this year instead of one camp as in the past. These summer schools will have a total attendance of 412 young people, according to Benjamin Hennink, director of the camps and of the Junior Farm Bureau.

The Farm Bureau, commodity exchanges and local co-operatives select certain young people for the summer school on the basis of local leadership, interest in the farm co-operative movement, etc. The organizations pay the cost of operating the camps.

Study Farm Co-ops
Each camp gives instruction in the principles of farm organization and farmers' co-operative business institutions. Instruction is also given in group discussion and group leadership. Teachers from colleges and others interested in young people present lectures designed to help young people determine their future.

The first camp is Aug. 18-24 at the W. K. Kellogg Foundation camp at Pine Lake, Barry county. Eleven southwestern counties will each send 16 young people and one camp counselor there, or a total of 192 persons. The Kellogg Foundation has given its facilities to the young people.

The second and third camps are at Waldenwoods, near Hartland, Livingston county, the weeks of Aug. 25-31 and Sept. 2-7. At the first camp 120 young persons will be accommodated from 17 eastern Michigan counties. At the second 120 of mid central west and northern Michigan counties. The Virginia and Colorado Junior Farm Bureaus have permission to send delegates to the Michigan camps.

The Sponsors and Instructors
The Junior Farm Bureau camp started five years ago with 76 young men and women attending one camp. It has grown each year. Sponsors include: Michigan State Farm Bureau, Farm Bureau Services, Inc., Michigan Elevator Exchange, Michigan Live Stock Exchange, Michigan Milk Producers Ass'n, Farmers & Manufacturers Beet Sugar Ass'n, Detroit Packing Co., several Michigan creamery members of the Mid-West Producers Creameries, Inc., and many County Farm Bureaus, Community Farm Bureaus and farmers co-operative ass'ns in Michigan.

Instructors at the 1940 camps include: Dr. E. L. Kirkpatrick of the American Youth Foundation, Washington, D. C.; Hugh Masters of the Kellogg Foundation, Dr. David Trout, Central State Teachers College, M. Pleasant; Guy Hill, Michigan State College; C. L. Bolander, director of Marketing for the State of Michigan; Andrew Lohman, Hamilton Farm Bureau; R. W. Blackburn, sec'y of the American Farm Bureau; Mrs. Frank Gingrich, Illinois Agr'l Ass'n; Prof. George Wheeler, Central State Teachers College; M. L. Buschlen, Farmers & Manufacturers Beet Sugar Ass'n; B. F. Beach, sec'y, Milk Producers Ass'n; Nell Bass, co-manager, Elevator Exchange; George Boutell, Mgr., Live Stock Exchange.

The Farm Bureau is supplying as instructors: B. F. Hennink, Junior Farm Bureau; J. F. Yaeger and Keith Tanner, membership relations; Boyd Rainey, Robert Addy, Wayne Mills, Victor Bielsnick from Farm Bureau Services, Inc.; Alfred Bentall, Farm Bureau Insurance department.

Mrs. Benjamin Hennink will assist at each camp and each camp will have a counselor staff of 12 persons.

PROGRAM TRI-COUNTY FARM BUREAU PICNIC

Thursday, August 15
Wegner's Grove, Near Saginaw (3 mi. north on N. Michigan Road)
10:00 a. m.—Farm Bureau families register on arrival. Important!
10:30 a. m.—Children's contests.
11:15 a. m.—Pony race.
12:00 M.—Basket lunch.

AFTERNOON EVENTS

H. O. Stark, Chairman
President, Saginaw Farm Bureau
1:00—Unionville Farm Bureau surprise act.
1:15—Progress.
1:30—Band music.
1:45—J. F. Yaeger, director of membership relations, Michigan State Farm Bureau, Lansing.
2:00—Doodlebug home made tractor pulling contest.
2:30—Tug of war.
4:00—Attendance prizes.
Children's and ladies' contests throughout the day.
Movies and dancing in the evening.
Prizes for largest family attending, family coming the farthest, tallest lady, shortest man, oldest Farm Bureau member attending.

A & P Stores Feature Farm Bureau Packed Tomatoes



During August A & P stores are featuring Honest George tomatoes packed by members of the Michigan State Farm Bureau and other farmers at the Bay Co-operative Cannery at Essexville. These are Honest George displays in A & P super-stores. All A & P units will promote these tomatoes this month.

BAY CO-OPERATIVE CANNERY WINS NEW OUTLET

Farm Bureau Fruit Products Plants Busy at Hart, Coloma, too

The above illustrations show the kind of sales help to be given tomatoes packed by a Farm Bureau canning plant by Michigan's A & P stores during the month of August.

The tomatoes are Honest George brand, packed by the Bay Co-operatives Cannery, Inc., at Essexville, Bay county, which is managed by the Farm Bureau Fruit Products Company, an affiliate of the Michigan State Farm Bureau.

The illustrations are those of Honest George displays in A & P super-stores, to which thousands of customers come. All A & P stores will feature Honest George tomatoes during August, in their store displays and other advertising. They took out about 15 of those big red A & P truckloads of tomatoes for the sale. The trucks hold about a carload of merchandise, so it should be quite a boost for the Bay Co-operative Cannery.

The Michigan Chain Stores Bureau at Lansing was helpful to the Farm Bureau in negotiating an outlet for tomatoes with the chain store system. The chain stores recognize that both themselves and the producers gain when a cannery can qualify for a chance at the great home market through a large scale distributor. Transportation costs are reduced to a minimum. The Farm Bureau tomatoes warranted the top market price, and they got it.

For the first time the Farm Bureau Fruit Products Co. is operating all three canning plants at once. Plants at Coloma, Berrien county, and Hart, Oceana county, are working on their largest cherry pack. It will exceed the big 1937 pack by 25%.

Bay Co-operative Cannery, Inc., is canning large and small red beets. It is specializing on a fancy pack of the small beets. They run little larger than cherries and average 70 to a No. 2 can. The small beet pack is worth 10 times the value of that larger beets which must be cut, sliced or dried. In fact, a can of the small beets exceeds in value a can of any Michigan fruit.

A group of Farm Bureau member cherry growers near Onokama, Manistee county, have been co-operating with the Coloma plant to their mutual advantage. Their tonnage reduces the unit cost at Coloma, and the Onokama growers are getting a better market than was available.

Motion pictures are being made at the several plants, and will be available later for growers meetings, and for showings to distributors for Farm Bureau Fruit Products Co. canned fruits and vegetables.

The greatest help that Farm Bureau members and other Michigan farmers can give their co-operative canning projects is to ask for Honest George. Grounds—Herbert Stark, Kochville; Alex Mikolaczik, Kochville.
Band—Shirley Birch, Bay City; Carl Smith, Unionville.
Parking—Herman Schultz, chairman, Saginaw.

Concession chairman: Ice cream, Mrs. Otto Montel, Fairgrove; soft drinks, Harold Reimer, Bridgeport; lunch, John Ziegler, Bay City; doll rack; Alfred Weston, Bridgeport representing Saginaw Junior Farm Bureau; bowling, Raymond O'Connor, Bay City, representing Bay Junior Farm Bureau; cigars and candy, Mr. Hegeman, Unionville.

Small Fruits Need Summer Pruning

Canes of fruit bushes, such as raspberries, blackberries, and dewberries, need summer pruning. R. E. Loree, of the Michigan State college horticulture department reminds growers. Pruning as soon as possible after fruiting not only induces sturdier cane growth, says Loree, but also increases the bearing surface of the canes, and helps control disease. Burn the prunings.



State's Largest Farm Bureau Picnic Aug. 15

4,000 at Bay, Saginaw, Tuscola Counties' Picnic Last Year; Members from other County Farm Bureaus Are Invited

Farm Bureau families of Bay, Saginaw and Tuscola counties have the largest Farm Bureau picnic in Michigan. Last August nearly 4,000 persons attended. They have announced the 1940 Tri-County Farm Bureau picnic for all day Thursday, August 15, and invite Farm Bureau families from all parts of the state. They came last year,—and from considerable distance.

Fred Reimer of Saginaw, R. 7 W.S., is general chairman. He says the picnic will be at Wegner's grove, 3 miles north of Saginaw on the North Michigan avenue road. The picnic starts at 10 a. m. with the registration of Farm Bureau families. Every family should register. Prizes to the value of several hundred dollars will be distributed among winners of the several contests. The prizes include a Champion manure spreader, woven wire fence and paints. These are limited to Farm Bureau members. Guests who are not Farm Bureau members are eligible to compete for such contest prizes as an electric chimes clock, floor lamp, food mixer, electric irons, etc.

Doodle Bug Tractor Contest
A doodle bug (home made tractor) pulling contest will take the place of the horse pulling contest. Fred says it's becoming difficult to get teams. When a horse is hurt sometimes he can't be fixed, but with a doodle bug, just a little more Farm Bureau oil and you're on your way again.

Other entertainment features, said Mr. Reimer, will include music by the Sebawing Hungry Six Band, all Farm Bureau members. He has promised dancing and a free movie in the evening.

There will be a complete program of sports for men, women, and children. These will include ball games, the annual tug of war between the stalwarts of Bay, Saginaw and Tuscola Farm Bureaus, and pony races. Some events are open to Farm Bureau members only; others are open to all. Cash and other prizes for the winners.

Farm Bureau members of the three counties finance the picnic through donations. Admission to the picnic grounds and to all events is free. Bring picnic baskets for the basket lunch at noon.

Committees in Charge
General Chairman—Fred Reimer, Saginaw.
Sec'y-Treas.—Evelyn Brower, Saginaw.

Program—Herbert Stark, Kochville; Mrs. Louise Young, Beuna Vista; Evelyn Brower Saginaw.
Grounds—Herbert Stark, Kochville; Alex Mikolaczik, Kochville.
Band—Shirley Birch, Bay City; Carl Smith, Unionville.
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K. C. M.—Bear Lake

We have followed instructions as set forth in your recent letter. E. E. Ungren, editor.

Price, and a Market To Produce a Profit

Other farmers and industrialists at Stata Conference for Mutual Help Are Agreed on Things That Need Doing

What do agriculture and industry want today, perhaps above all other things?

A PRICE! . . . AND A MARKET for all we can produce that will make our businesses profitable enterprises.

That was the central thought, we think, in two days and one evening of discussion by 66 representative Michigan farmers and a dozen of the nation's leading industrial executives at Michigan State College July 24-25.

We believe that the farmers and industrialists agreed from the discussion and the material presented:

- (1) that the United States is our best market;
- (2) that the great unsolved problem blocking a national prosperity is 10,000,000 families not gainfully employed;
- (3) that the fraction of our total trade represented by foreign trade is nevertheless important;
- (4) that agriculture, industry and labor go up and down the ladder of prosperity together and when they get out of balance with each other there's trouble for all three;
- (5) that industry and agriculture should encourage fully the government and private research being made on large scale for industrial uses for farm products;
- (6) that industry and agriculture will do well to continue their search for profits through production, better methods and lower costs;
- (7) that agriculture and industry can profit through a closer relationship and better understanding.

The agricultural-industrial conference was one of a series at agricultural colleges throughout the nation. They are called by the agricultural committee of the National Manufacturers Association. The committee said that the purpose of the conferences is to help farmers and manufacturers understand each other better and to find how they can work together for their mutual benefit.

What They Wanted to Know
Michigan State College invited the farmers and suggested that they send questions with their acceptance. Farmers opened the meeting with 67 questions directed to industry. These were sorted into questions on: (1) Relation of prices received by farmers to prices paid by farmers; (2) spread between farm prices and consumer prices; (3) wages and hours for farm and city labor; (4) relation of foreign trade, reciprocal trade treaties and other tariffs to farm markets; (5) cost of production; (6) effect of federal farm programs; (7) research and industrial uses for agricultural products.

The industrialists present for the National Association of Manufacturers turned out to be the men the farmers wanted to talk to. They were executive officers of the great packing plants, milk distributing and grain processing firms, and the principal manufacturers of farm machinery. On the one hand, they're the fellows who buy what we have to sell and move it into retail distribution. On the other hand, the machinery industry is representative of the difference between what the farmer gets for his products and what he has to pay for manufactured products.

About Farm Machinery
The farmers poured it into the industrialists and the industrialists poured it back. There wasn't a set speech on the entire program. Someone started it by asking why a binder that sold for \$125 thirty years ago is \$250 now. The machinery men replied that 50 years ago the binder was \$800, but manufacturing economies and volume worked it down to \$125. Since the opening of the world war in 1914, labor costs have come up 2 1/2 times they said, and while today's binder is much better in materials and what it will do than the binder of 30 years ago, its manufacturing cost is still 75% labor.

Why can't the makers of grain binders copy from the makers of automobiles, who year after year give the public more car for its money, or for less money? Because, said the machinery men, the refinement in manufacturing processes for the binder was accomplished more than 30 years ago. The farm tractor and the combine, they said, is in the same industrial age with the automobile. For the price of a certain 1910 tractor (\$2,000), the same company will give you a smaller and far better tractor today and six tractor tillage and harvesting tools to go with it.

The Question of Price
"We want a price and a market that will pay us for our work . . . There's times when some of us think you buy our products too low," said the farmers to the packers and other agricultural processors.
"We want you to have that price and market. We packers buy your live stock to sell it as meat, not to keep it. We must turn it. We

buy and we keep buying when we think there's a profit to be made. We back off when we think there isn't a profit to be made and so do you farmers," said W. W. Shoemaker, vice president of Armour & Co.

"We'd rather pay farmers 60 cents for oats rather than 30c, providing our prices are in line with wheat and corn. They have to be for us to compete with wheat or corn for a place on the national breakfast table," said R. Douglas Stuart, vice president of the Quaker Oats Co.

"We are for better farm prices," said F. J. Bridges, president of Hydro Corporation, of Chicago, a National Dairy Company subsidiary. "I suggest thorough organization of farm producers for mass distribution of their products."

What They Said
Lack of space prevents the News from quoting more than a fraction of the interesting and informative discussion—and observations during the conference, but here are a few:
J. B. Smith of Alma—"If Uruguayan and Argentine corn beef and Canadian and Mexican cattle were kept out of the U. S., wouldn't farmers be better off?"

W. W. Shoemaker, Armour & Co.—"You want a good market for beef and pork. Your best market is our industrial population when well employed. South Americans want our automobiles. 75% of the cars there are American made. They must have U. S. dollars to buy our industrial products. Export business is a two way street. We won't take their chilled beef, and we haven't enough canners for corn beef. They're worth more here as sausage beef anyway. But we can take their corned beef for our people who can't afford higher priced beef. Furthermore, imports of corn beef are but 1% of our beef trade. . . . The U. S. has been getting out of canner beef since the cattle drives stopped. Texas is importing bred cows from Mexico. They are kept in bond here! The calves are ruled native U. S. and free from duty. The cows go back to Mexico."

Which Goes Up First?
W. E. Phillips, Decatur—"Which should go up first, agricultural income or industrial income?"
Dr. John Coulter, economist for the Nat'l Manufacturers Ass'n—"Either can. Putting 10,000,000 men to work would start it. But the easiest place to start the upward movement is to increase farm prices."
Shutdowns
Question—Why do not factories operate full time as the farmer does? Why are they so quick to shut down if their sales turn down?
W. S. Elliott, International Harvester—"Both farmers and manufacturers can keep on only as long as their 'out of pocket investment' in their product will permit. U. S. Dept of Commerce (Continued on page 2.)"

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Family Reunion

On a certain day each summer, when it's hot as it can be Comes a festival occasion for my faithful wife and me. On the Sunday that's the nearest one to Independence Day. All the Granger tribe foregather. It has always been that way. Very early in the morning on that first day of the week. Marthy rises and goes at it—full of business, so to speak. In her spicily well-scrubbed kitchen she begins that pagan rite That makes a man forget his soul to stretch his belly tight.

And I, in that particular day, am up and at 'em too. For there are several helpful things laid out for me to do. Besides the meagre summer chores I have the car to shine. And I must fetch and carry some for that good wife of mine. Since she forsooth advises me (addressing me as Sir) That though these folks are kin to me they're all in-laws to her, And I had better fly around and help her what I may. Before she works her fingers off for my Reunion Day!

Betimes we lade the family car with all the toothsome load. Then happily and all dressed up we spin the shortened road. To that fair lawn some miles away which is the appointed spot. Where earlier members of the clan await us like as not in cushioned rocking luxury beside the shady drive. Yes, there they are, and here are we. We park, and thus arrive. We greet them all vociferously, my relatives and kin. And under Marthy's scrutiny I lug the baskets in.

The men sit quietly around and talk of fish and farms; One younger buck has brought his girl, to demonstrate her charms; Nieces and nephews laugh and shout at horseshoes and croquet, And grandkids likewise frisk about in revelry and play. While he who steps into the house is met by such a din And clattering of the female tongue he soon slips out again. So goes the hour of waiting for the tardy to appear, Then comes the call to sit and eat, in accents loud and clear.

I shall not say in fine detail with what the board is spread For Marthy says I talk too much about the food I'm fed. Suffice it for our purpose here that Marthy's vittles please. And she, suffused with worthy pride discloses recipes. Till, in the blissful consciousness that justice has been done, She asks them how their sauce was made and compliments each one. Good feasting reigns. High jinks are held. Again we seek the lawn. And, if so minded, sprawl out flat with many a heartfelt yawn.

Out come assorted cameras. In family groups we stand. We brave the blazing summer sun and squint to beat the band. We talk of cars. We talk of crops, the weather and base ball. We take a lick at politics (but interest here is small. For we are here to celebrate the passing of the years. We shall not deal in futures then, but rather in arrears.) So, as the afternoon wears on the napping ones awake. And all repair inside again to eat ice cream and cake.

The distant ones leave earliest, and afterward the rest Depart with many a hearty shake and many a heaving breast. For after all blood may be one we shall not see next year, And bonds of three root mighty deep and family ties are dear. There is not more that need be said, and so we say good-bye With mutual invitations out until the next July. We load the lightened baskets in and at the end of day With loosened belts; with hair let down we wend our homeward way.

How Much Does Credit Cost Us?

How much does it cost the customer to do a credit business? Cornell university made a study of rural stores in New York and found that if no credit had been extended, the prices of goods could have been lowered by as much as 10 or 15 per cent in some instances.

There is a trend among Michigan farm co-operatives for much stronger credit policies in the best interests of the business and of the customers. They are limiting credit to persons whom they feel sure are good credit risks. When they grant credit for ten days or 30 days, they take a written promise from the customer that he will take care of his account within that period. If he doesn't, his credit rating is gone. The movement toward a cash business is very definite.

What can be done by a farmers co-operative is shown by the experience of the Hamilton Farm Bureau of Allegan county. During its business year just closed in June, Hamilton Farm Bureau did nearly a million dollars of business with its member patrons. A large portion of that was for supplies. At the close of the year Hamilton had about \$6,000 on the books,—and we suspect that most of that was current accounts and good.

What They're Saying About Lard

There is a movement at Washington to protect lard against some of the things that have been done in the name of lard. The American Farm Bureau has appeared at hearings conducted by the U. S. Dep't of Agriculture to suggest new standards for lard. The Farm Bureau supports standards that would exclude from the definition of lard low grade lard in which skins and scraps have been used. Such lard has an increased tendency to smoke, and to have poor keeping qualities. About 15% of the lard on the market is in that class, said the Farm Bureau. It should be called rendered pork fat as a means of identification, and be headed toward the soap kettle.

At the American Institute of Co-operation at State College last month, F. M. Simpson of Swift & Company said that lard can be endowed with the same qualities that have put the vegetable compounds across with the ladies. But, he said, the cost is too high at present. Eventually, such lard, marketed under a foxy trade-name, may be the answer. In the meantime, Mr. Simpson observed, and while we're working at it, let's remember that lard is 20 per cent of the hog. Also, that a one cent per pound increase to the farmer for the 80% may be easier to get, and is worth an increase of four cents a pound for lard.

The Railroads Illustrate a Point

Not so many years ago transportation of people and the transportation of goods was almost entirely by railroad, and the service was good for those times. The automobile, the truck and our development of a marvelous system of highways wrought such changes in a few years that many came to consider that the railroads had had their day, and that there wasn't much that could be done about it.

But the railroads have done many things to make their natural advantages more competitive with the newer forms of transportation. Trucks transport freight quickly and offer conveniences in pick-up and delivery. So railroad freight speeds are 62% faster than they were in 1930. Overnight freight service for distances up to 525 miles are common. Pick-up and delivery service is almost a nation-wide railroad service. Co-ordinated rail and truck service is developing. Less than carload merchandise service has been improved and speeded up, and so on.

Railroad passenger rates have gone back to 2 cents per mile at the insistence of the more progressive roads. Practically any form of rail accommodations can be bought on the deferred payment plan. Circle tours, and excursions of one kind and another are back. The railroads are out after business and are merchandising new and better service in order to get it.

We believe there's a lesson in this for us in the farm co-operative field. We'll get members and business by seeing to it that we're always up to the times with the services and goods in which we want to interest present and future patrons.



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The Associated Women of the American Farm Bureau

Mrs. Pearl E. Myus, Director for Michigan

MICHIGAN WOMEN AT MID-WEST CONFERENCE

It was with a great deal of anticipation and enthusiasm that Mrs. Pearl Myus of Lapeer, Mrs. Don Root of Ithaca, Mrs. Ray Nelkir of St. Johns, and myself drove to the Mid-West State Farm Bureau training school, at Lincoln, Neb., July 21-25. The warm receptions we received had opposite effects on us. The reception by folks of the host state was most gracious, but the reception from Mother Nature was temperatures up to 110 degrees that was most difficult to take. However, with air-conditioned hotels to live in, and meeting in the air-conditioned building of the University of Nebraska student union, our comfort was as well taken care as possible under the circumstances.

The theme of the school was "Frontiers." Not only present frontiers, but past and future as well. Our frontiers are no longer geographical, but spiritual. More than ever, due to world conditions, must we join hands in the fellowship of our powerful American Farm Bureau, using all the means and methods possible to put over the program we stand for. The Associated Women of the Farm Bureau too often think of the pioneer woman as having had opportunities to do something greater for her country than we have today. But such is not the case as there is so much more to be done today as there ever was in the history of our country, if we are to preserve the democratic principles upon which our country is built.

The Associated Women made a splendid contribution to the program by presenting the pageant, "Women and Farm Bureau Frontiers." It was written by Mrs. Charles W. Sewell, administrative director of the Associated Women. The direction was by Mrs. Raymond Sayre, of Iowa, a director of the Associated Women for the mid-western region. Mrs. Myus took part in the presentation. If all goes as planned, the pageant will be presented at the Michigan State Farm Bureau annual convention in November.

The women of the training school after dinner one evening began drawing up plans for a "dream house." Mrs. Sayre was chairman. The "dream house" was to be built of things the Associated Women hope to accomplish. Because of lack of time the house will not be completed until the meeting of the American Farm Bureau at Baltimore in December. Then a committee appointed by Mrs. Sayre will present the completed house.

Mrs. H. W. Ahart, national president of the Associated Women of the Farm Bureau, attended her first Mid-West training school. She stressed the tremendous field of opportunity for those who are willing to carry the load.

Just ahead of us. The group sang the much loved "God Bless America" and our "American Farm Bureau Spirit."

Mrs. Gingrich closed the meeting dramatically. Holding a candle in her hand as a symbol of the Farm Bureau, she lit it to show that it only served its purpose when giving light. She drew the parallel that only when the Farm Bureau is active can it accomplish its purpose.

In the troublesome times ahead, may we all be imbued with the courage and the fortitude necessary to carry us through successfully.—Mrs. Emma Porter of Dryden, Lapeer county, publicity chairman.

MUSIC IS ENJOYED AT NEBRASKA CONFERENCE

We were welcomed at the Mid-West Farm Bureau conference Sunday evening at a vesper service, uniting our hearts by singing together the songs we have learned to love. We adopted the Oregon Trail as the theme song for our conference.

The group singing was impressive. We were entertained by two choruses of Farm Bureau women from Nebraska. Cowboy songs and Indian dances were presented at the outdoor picnic. Last but not least was the music drawn from the ribs of a prehistoric fossil dinosaur. Imagine!

A young man handling the dinosaur ribs in study found that they gave a ring similar to that of water glasses. He found by using rubber bands to hold them in place on his table he could with felt hammers develop a very good quality of music. He played several selections for us. We really did appreciate this feature.

The several state delegations sang their state songs at the final luncheon. The parting luncheon was most impressive as our singing Sweetheart of the Mid-West in a spirit of prayer led us in a benediction song of "God Bless America."

So that we in Michigan may work together better, let us first learn to sing by co-operating with our state chairman for music, Mrs. William Sherman of Vernon, Shawnee county. She could not attend the Mid-West conference.—Mrs. Don Root of Ithaca, Gratiot county.

HUSBAND'S CAKE

1 1/2 cups sugar
3/4 cup lard
1 cup tomato juice
1/2 cup water
1 tp. soda
2 tp. E. P.
2 tp. cinnamon
1 tp. nutmeg
1/2 tp. cloves
1 tp. salt
3 cups flour
1 cup raisins
1 cup nutmeats

MRS. IVAN COLE.

Price and a Market To Produce a Profit

(Continued from page 1) statistics indicate that as a farmer proceeds in making his crops he has an average 25% outgo in labor costs. The department says a manufacturer's out of pocket investment for labor is about 75% of the value of the goods. The farmer can stay at it longer perhaps and may get an upturn that will save him. The manufacturer shuts down while he can."

Labor
N. P. Beebe of Niles—"Is labor getting more than its share?"

Mr. Elliott—"The goal of labor is the wage hour. Labor is not interested in being told that too much labor cost cuts demand, sales, and makes fewer days work. Farmers can say more on that than we can."

Parity
J. R. Clausen, president of J. I. Case, in discussion regarding parity prices: "There are three volumes to consider: Parity price, parity volume of production, and parity cost of producing. . . these all enter into improving the producers financial position."

Fixed Prices
Morris Sayre, vice president of Corn Products Refining Company, in siding with farmer objection to fixed industrial prices, "We all have a tendency to want to price ourselves out of the market. Good management, good production or manufacturing, and good retailing consists in getting your price down to where people want to buy. Otherwise they begin looking for substitutes, or stay away from you as much as they can."

Farm Exports
L. E. Osmer, Michigan Elevator Exchange—"I agree with Mr. Shoemaker that export trade is important. My experience of 25 years in marketing

6,000 carloads of grain and beans is that the years of good prices to the farmer were export years. We had it in the early 20's. When exporters want our grains and beans, there's strong competition among buyers."

Farm Imports
Lester Allen, Alma—"I like it when we're importing grain or beans, because when we do our domestic price is higher than our tariff. That means at least \$3 beans and wheat accordingly."

PRESENT AT CONFERENCE

INDUSTRIALISTS:
W. W. Kibben, V-P, Armour & Co. Dr. J. L. Coulter, Economist, N.A.M. F. J. Bridges, Pres., Hydrex Corp. L. E. Clausen, Pres., J. I. Case G. P. Cope, Pres., Potash Co., America W. S. Elliott, V-Pres., Int'l Harvester L. F. Livingston, E. I. Dupont Co. C. T. Mantley, Pres., Burch Mfg. Co. H. H. Meyer, Pres., Meyer Packing Co. A. Reinhold, E. Woburn Dressing Co. M. Sayre, V-Pres., Corn Prod. Ref. Co. R. D. Stuart, V-Pres., Quaker Oats E. P. Ehrlich, Sec'y, NAM Agr'l Comm.

FARMERS:
Lester Allen, Ithaca, 435 A. Beef W. G. Armstrong, Niles, 80, dairy E. A. Beamer, Blissfield, 330, general N. P. Beebe, Niles, 2709 A. General Thos. Berghouse, Falmouth, 89, general J. R. Bettes, Sparta, 240, feeder, seeds Maurice Bird, Wayne, 325 A, dairy G. E. Bonney, Yandalla, 160, general Geo. Broadbent, Gd. Ledge, general Milo Butcher, Wayne A. B. Clothier, N. Branch, 120, dairy B. F. Cook, Owosso, 300, small grains H. J. Green, Washington, 120, dairy-beets Niles Hazelshaw, Climax, 746, dairy-seeds H. Haskins, Barryton I. A. Hughes, Vassar, 170 A. general Frank Hudson, Davidson Arthur Ingold, Ithaca, 305 A. feeder L. O. Kellerman, Elkton, 160, beans, stock E. D. King, Charlotte, 435, feeder, dairy Geo. Lake, Ithaca, 200, general Frank Leach, Attica, 212, dairy, potato M. D. Lynch, Silverwood, 120, general W. G. Mayhew, Gd. Rapids, 129, apples I. K. Maystead, Osseo, 300, general Herb Nafziger, B. Harbor, 52 A, fruit A. B. Nowar, Lawrence, 220, general Howard Nugent, Bad Axe, 360 A, dairy F. Oberst, Breckenridge, 110, stock, beans G. E. Pardonne, Corunna, 235, dairy A. A. Patallo, Deckerville, 240, general W. E. Phillips, Decatur, 300, dairy

G. E. Poet, Clare, 320, dairy E. M. Powell, Ionia, 290, stock James Quick, Newport D. H. Rymer, Spring Lake, 152, dairy V. C. Schaeffer, Sturgis, 207, general Thos. Simons, Williamston, 280, dairy Carl C. Smith, Unionville J. B. Smith, Alma, 560, stock, truck L. D. Steffy, Coldwater, 351, dairy W. H. Stephens, Edmore, 110 general J. B. Strange, Gd. Ledge, 390, dairy R. V. Tanner, Jackson, 300, seed, stock W. H. Taylor, McBain, 320, dairy, potato J. E. Treiber, Unionville, 120, seeds Fred VanderMeulen, McBain, 280, dairy Reese VanVranken, Climax, 560, general Mrs. Edith Wagon, Carleton, 130, dairy C. S. Warren, Ovid, 140, dairy, feeder Ott Wagner, Riggs, 185, feeder C. W. Wing, Alba, 80, potatoes Stanley Yull, VanderBilt, 200, potatoes

Others at the conference included members of the Michigan State College staff, officers of the Farm Bureau, Grange, Farmers Clubs, Farmers Union, Michigan manufacturers, federal and state agricultural agencies, and the city and farm press.

The fastest train run ever recorded on an American railroad was made by the Pennsylvania Special (now the Broadway Limited) on the Pennsylvania Railroad, when that train covered three miles near Ada, Ohio, in 85 seconds, or at the rate of 127.2 miles per hour.

ATLACIDE



Kill all weed pests completely and permanently by spraying with Atlacide, the safer, calcium chlorate weed killer. Kills the roots too. Spray weed patches from now on, as per directions. 5 lbs. makes 7 quarts. Spray to spray 3 1/3 sq. rods.

5 lb. can.....\$1.25
15 lb. can.....2.00
50 lb. drum.....5.25
100 lb. drum.....9.75

Atlacide sold by FARM BUREAU DEALERS

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.

LIVESTOCK

REGISTERED HEREFORD, BULLS and heifers. We have a nice selection. Sensible prices. A. M. Todd Co., Menasha, (14 miles northwest of Kalamazoo) (7-5-11-220)

WATER SOFTENER

HARD WATER TROUBLE? Here is a sample of the water. Free size of family. We give you a free estimate on equipment needed to get rid of the trouble. Co-op Water Softener with new type of mineral, all in one tank, softens water softer than rain water. Removes iron, objectional taste, odor and color now present in water. Saves its cost in one year. Semi-automatic. Requires only three minutes attention to regenerate. Priced from \$90 to \$150. See your Farm Bureau dealer or write Farm Bureau Services, Electrical Dept., 125 E. Shawnee St., Lansing, Mich. (9-2-335)

FOR SALE—MISCELLANEOUS

MICHIGAN SEPTIC TANK SYSTEMS and well as recommended by State College Agr'l Engineering dept. Build your own septic tank and sewage system. Install when tank is built. Installation and operation simple. Discharges automatically. Have been sold 15 years. All in daily use and giving satisfaction. Instruction with each system. Price, delivered, \$7.00 which includes sales tax. C. O. D. charges are extra. Farm Bureau Supply Store, 725 E. Shawnee St., Lansing, Mich. (3-4-11-60b)

AT LAST! ALL YOUR SNAPSHOTS natural colors! Roll developed, 8 natural color prints, only 25 cents. Reprints 2 cents. Amazingly beautiful! Natural Color Photo, Janesville, Wisconsin. (3-11-25b)

FARM WORK WANTED

MIDDLE AGED, SINGLE MAN, EX-perienced farm help, wants work on dairy or general farm. John Edzie, 423 Allen street, Lansing, Mich. (8-11)

A zinc coating without a thin spot



A thin spot in a zinc coating is every inch of the fence! That's because the thin area may cover the whole side of the wire and run for hundreds of feet.

There can't be thin spots in a Bethanized fence coating. The zinc is locked to the wire, particle by particle, by a powerful electric current. It is not hot dipped.

The result is a protective zinc armor that is 99.9+ per cent pure, vis-



ibly and absolutely evenly over every inch of the fence!

Check this statement by noting the absolute uniformity of the Bethanized coating shown above.

Then consider that all Bethanized fence is made of heavy rust-resisting copper-bearing wire, woven with powerful hinge-joints, and thoroughly field-tested. You'll have a mighty sound basis for saying "Give me Bethanized fence," next time you buy!

FARM BUREAU SERVICES, INC.
LANSING, MICHIGAN

Measure the Value of Your Telephone in Dollars and Cents

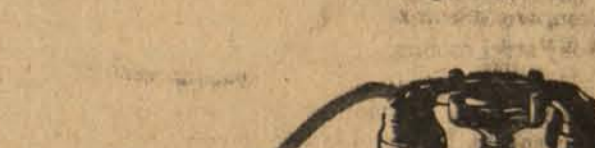
Your telephone pays dividends in the form of protection in time of emergency, and of happiness when it places you in touch with friends.

Many farmers say their telephones pay actual dollar dividends, too. How? One says:

"My wife has a regular list of prospects whom she telephones when she has surplus eggs, butter, vegetables, fruit or fryers to sell. That brings in many times the cost of our telephone."

And another says:
"My telephone has brought me considerable profit. Several times I have received calls from buyers looking for cattle, hay or produce. And I have been able to sell them at good prices."

Few farm conveniences offer greater day in, day out VALUE than the telephone.



MICHIGAN BELL TELEPHONE CO.

22 Michigan Folks at Mid-West Meet

Three hundred delegates to the Midwest Training School at Lincoln, Neb., July 21-23 were met by temperatures ranging over the 100 degree

mark. This unusual heat, according to the Nebraskans, continued to crowd the thermometer. We learned that they had had eight consecutive days with the thermometer above one hundred degrees.

The delegates were in the hottest city in the United States one day. It was 114 degrees at Lincoln. The high temperature, the very limited number of trees, and the burning of the corn, making many fields appear as though they had been touched by an early Michigan frost, did not present Nebraska at its best.

The 22 Michigan people at the school: Mrs. Pearl Myus, Mrs. Lawrence Porter, Mrs. R. D. Neillirk, Mrs. Root, Mr. and Mrs. J. F. Yaeger, Mr. and Mrs. George Schultz, C. B. Carey, Wesley Hawley, Keith Tanner, Anthony Kreiner, Charles Openlander, Ray Smalley, Everett Young, Ben Hennick, George Baur, Chester Clark, Esther Itner, Margaret Runzel, Ruth Peterson and Gladys Detters, welcomed the sight of Michigan's green fields on their return home, and especially the landscaped farm homes with their many shade trees.

The conference stressed the hope of getting people to think and to participate in their community affairs, in local governmental affairs, and to assume responsibility in their own organization. We must come to realize the importance of assuming our part in local, state and national affairs, if we are to preserve the American way of living. Our democracy was founded on the ideal that people should take part in their town meetings, local community planning groups, etc.

Comment on Two Big Farm Meetings

Nation's Co-ops and Farmers and Industry Met at State College

By MRS. EDITH M. WAGAR

We are in the midst of another harvest which means that the farmer is in the process of bringing together the product of a year's work and investment, so that he can meet his obligations, his taxes, the necessities for his family. He has hoped for good weather that he might harvest crops at their best and without too much extra labor.

What a gambler the farmer is! Not only a gambler but he is the greatest optimist among all classes of men.

Farmers and Other Businessmen
Last week at the agricultural-industrial conference held in East Lansing we were reminded of the greater number of suicides among business men as compared to farmers. The reason given was that industry had suffered so much more than agriculture during a depression.

But in my judgment, the real reason for this difference is that the farmer from boyhood on has had his life measured and strengthened through adversity and disappointment. He has never been certain that he can do or have all that he had a right to believe would be his return for his work or investment.

The very type of life that he lives has made him more able to "take it on the chin" and hope that next time will be better. He lives in the hope of a brighter tomorrow.

Should Know Each Other Better
I can see the need of a much closer relationship between the farmers and the manufacturers of the commodities that the farmer requires in his business. We need a better understanding of each other's problems. Perhaps some might be smoothed over for both of us if we could work them out together.

Now, I don't mean that farmers should not be on their toes to guard their own interests for, after mingling with the 25 or 30 representatives of industry and listening to them argue from a thorough knowledge of their industries, I'm thoroughly convinced the farmer should know his own job a great deal better than he does, if he expects to drive many bargains with them.

They tell us their only reason for being in business is for the farmer's benefit, and to make a profit. Some claimed to be losing money. We know that without the farmer, they would have no business whatever. Our job is to know what we will need and to know without any hesitation what our business will warrant us to spend for their production.

Putting The Best Foot First
I am reminded sometimes of the tactics resorted to by a local livestock buyer some years ago who always when he did not make the profit he had planned on let us know that he had given us all a Christmas present or a good will offering or something of the sort. But when he got a good slice from his patrons, he never let out a peep.

We watched him grow from a one horse huckster to the most influential man of the community, but he always kept his good bargains to himself.

If they happen to have a refreshing rain in Kansas today, today's headlines announce to the world that it means millions of dollars to the farmers of the nation, and wheat drops down a cent or two.

Big Co-ops Use Same Tactics
This was a wonderful meeting to follow so closely on the heels of the American Institute of Co-operation, where we learned much about successful co-operatives and the great need of many more if we hope to control our own business.

I was interested in hearing the story of the Sunkist oranges and the manner in which they have become popular. Mr. Teague, the president of the California Fruit Growers Exchange, told us that 99% of all stores carrying fresh fruit carry oranges. In our own state of Michigan where we grow so many apples, only 89% of these stores carry apples. This points to a lack of advertising on the part of the Michigan grower. Mr. Teague told how they had increased the consumption of oranges by inducing the public to acquire a liking for orange juice, and by so doing use two oranges in place of one.

We were given scads of advice on how, when and what of agricultural products to put before the public.

We Can Help Ourselves
People are all human, and we can sing the same old song of "less than cost of production" but not many will volunteer to give us more. But we can everlastingly preach our quality goods. We produce the most appetizing foods on the world's market; we

should stress flavor and vitamins and health giving qualities to the extent that the consumer begins to crave for our particular production.

The farm representatives attending the agricultural-industrial conference had previously received a blank to be filled out as to the size and kind of farm they operated and were urged to propose topics they hoped to have discussed while in attendance. It was surprising the number of requests that were sent in relative to prices that the farmer must pay in comparison to the price he receives.

Many points were scored on all sides and all will profit through this conference, for we know a little more about the other fellow's problems.

Story on Machinery
We were told by the farm machinery representatives that the labor costs are 2 1/2 times more than before the war. We were told that only 4% of the farmer's income is spent for machinery. We were also told that there had been no American farm machinery shipped to Europe in the past 20 years, refuting the much told story that machinery was shipped abroad and then sold much cheaper than it could be purchased here. The international vice president told us that they had two shops over there where they made machines with European labor and material and therefore made their own price for that production.

Farm Prices Can Start Prosperity
They admitted they passed such expenditures as taxes on to the consumer and that the easiest place to start prosperity is by increasing prices paid to the farmer.

They also said if all labor was employed farm prices would be much higher. When the question of labor was under discussion many instances were cited to prove the increased labor cost in manufacturers' prices, all of which must prove to the thinking farmer that a more thorough organization must develop among farm people if the producer ever finds himself receiving his fair share of the consumer's dollar. We must become more efficient producers; we must standardize; we must grade and keep the off-grade from the market; we must practice and believe in co-operative buying and selling.

Marketing Beats Distribution
One of the outstanding statements made at the institute of co-operation was during the discussion of marketing of meat products when it was pointed out that there is a great difference between marketing and distribution. Marketing means the power to set the price. This can be accomplished when through co-operative channels, volume is concentrated into a bargaining power.

We must have co-operation as never before in order to attain this power for honest price making. We must get the notion out of our heads that only the housewife sets the price—in reality she does now under our system of distribution but this can be changed if all agricultural groups, organizations, leaders, and agencies had a common interest against the custom of placing our production at the feet of the public.

No other group allows their business to go on this basis; industry has a price that must be paid if their production is purchased; labor has a price that must be met if its services are acquired; agriculture should do likewise if it hopes to take its place among other groups.

We've come a long way but we have much further yet to go; we must know our own business and we must attend to our own business.

We must aim to secure a more stable price for our crops. There's nothing reasonable in the fluctuation of prices on the same crop. A. B. Cook told us last week that wheat is usually the highest in May. Corn is usually low in November and February, and high in August but reached their high mark of the year in December. It's the same crop, no new bushels have been added to it and this crop should be so fed to the market that the producer can realize his rightful share of a stabilized price.

It would also have a regulatory effect on industry consuming the raw products of the farm and in turn would add stability to the consumer's purchases.

I feel that instead of waiting for some other group to start the price regulation or to wait for some legislative action which is never satisfactory, that our agricultural groups should get busy and do for themselves and have for our goal American agriculture on an American plane.

Kalamazoo Bureau Picnic August 8

The Kalamazoo County Farm Bureau picnic starts at 10 a. m. Thursday, August 8, at Summer Home park, Long Lake, with a horse pulling contest. There will be a basket lunch at noon, to be followed by a ball game and other contests. Last year nearly 1,000 persons attended, said W. E. Wiley, chairman for the event. He thinks more will come this year. They're hospitable and know how to entertain in Kalamazoo county.

WOOL ASS'N POOL OPEN THROUGH AUGUST

Tonnage Far Ahead of 1939; Market News Encourages Wool Producers

The tonnage of consignments already delivered to the 1940 pool conducted by the Michigan Co-operative Wool Marketing Association is more than 131% of the entire volume handled during 1939.

Although most of the 1940 clip undoubtedly has left the hands of the producers and been consigned to old-line dealers, there are probably many farmers who still have wool. Lots are still being received at the Association's warehouse at 728 East Shiawassee Street, Lansing. Consignments will be accepted throughout the month of August. Substantial cash advances are paid when the wool reaches Lansing.

Army's Needs Great
Naturally, the future of wool prices will depend to a considerable degree on world conditions. Until recently, the actual amount of wool trading in Boston has been light for several weeks. Despite this inactivity there are some "straws in the wind" that indicate better fall markets. The Bureau of Agricultural Economics now predicts a growing consumption of wool in the second half of 1940. During the past few days the price prospects have been more favorable from the grower's standpoint. The basis for this rise is evidently two-fold: (1) a general feeling that Germany is not going to find it as easy to conquer the British Isles as first contemplated; (2) prospects of some sort of compulsory military training in this country that may call a million men.

A statement has been made by the president of the Woolen & Worsted Manufacturers Association that the defense budget provides for \$150,000,000 for clothing and equipment for the army, with the possibility of another \$50,000,000, as needed. It is estimated that 80% of the money allocated for this type of material is used for woolen textiles. Reducing this equation to everyday figures, this would indicate a government requirement of at least fifty million pounds of wool in the near future. To offset this, a report has been circulated on Summer Street that the government has already bought substantial weights of South American wool. This report seems to be without foundation, for we have a definite commitment from the agricultural member of the National Defense Council that growers' representatives will be consulted before any acquisition of wool is made.

The bids now published for cloth by the navy, marines, and other government departments total about 1,500,000 yards to be placed between August 6 and August 9. Government figures on available domestic stocks for July 1 are down about 10% from a year ago. Present indications point to 10% smaller Australian clip due to drought conditions.

A little more encouragement comes from the New York goods market. There is more interest being displayed in future orders for cloth. Indications point to fairly early business and that the out-look for increased clothing sales is better than at any time in the last three years. The belief that government spending will eventually affect the purchasing power of the consumer is gaining ground.

The average weight of a freight locomotive, not including the tender, is 144 tons and that of a passenger locomotive, 130 tons.

Behind the Wheel

(Continued from page one) for use any more. Equipment of all sorts was destroyed. So industry was protected from a glut of the market and price decline following the first world war.

NEW RULES
Tomorrow, regardless of who wins the war in Europe, regardless of whether we get in or not, we'll be playing the game of life under new rules. Will agriculture have its say in making these new rules? That's up to you, Mr. Farmer. You won't have anything to say about the rules your children will live under unless you get yourself better organized than you are now. The United States is the only country left on the face of the globe where most farmers still own their own homes. Do you want your children to continue to have this privilege? If so, you'd better start practicing working and thinking together and binding yourself into a strong organized force . . . or like it.

A black-capped chickadee banded by K. Christofferson at Munuscong bay, Chippewa county, April 8, 1928, was taken 12 years later January 20, 1940 at Guntown, Mississippi.

EVERY YOUNG MAN

Does well to store something as he goes along . . . for himself, and, for the family he expects to have . . . and for that older man whom some day he will recognize as himself.

See Your State Farm Mutual Agent. Write our State office for insurance information

STATE FARM LIFE INSURANCE CO.
Bloomington, Illinois

MICHIGAN STATE FARM BUREAU
State Agent, Lansing



VITAND

VITAMIN A and D OIL
For Poultry and Animal Feeds

contains minimums of 3,000 USP units of vitamin A and 400 AOAC chick units of vitamin D, per gram. Ask your Farm Bureau dealer for feeds containing VITAND; if you mix your own feeds, ask for quotations on the VITAND oil.

NAPHTHOLE, INC.
BOONTON, N. J.

FARMERS—INSURE NOW

BE WISE! PROTECT YOUR SAVINGS!

- MICHIGAN'S Largest Farm Mutual Fire Insurance Co.
- Over \$108,000,000 at risk.
- Over \$250,000 in assets and resources.
- Has paid \$5,919,615.98 in losses.
- Over \$6,000,000 net increase since January 1, 1940.
- Insurance classified and assessed according to hazard.

State Mutual Fire Insurance Co. of Michigan
W. V. Burras, Pres. 702 Church St., Flint, Mich. H. K. Fisk, Sec'y
Phone 25221

ACT NOW!

Lime your sour fields now and more profits are yours. Use your Soil Conservation Payments to best advantage by using FRANCE AGSTONE

A PROVEN PRODUCT

See Your Elevator Man or Farm Bureau

THE FRANCE STONE COMPANY
Monroe, Michigan

Producers of Agstone Meal, Pulverized Limestone, Hi-Calcium Hydrate and Spraying Lime

KILL BUGS...

Control Blights with UNICO DUSTS

Farm Bureau Services, Inc., announces the establishment of modern manufacturing facilities at its Beaver street plant at Lansing for the production of UNICO BRAND DUSTS for the effective control of blights and certain insects which attack sugar beets, pickles, tomatoes, celery, potatoes, and other crops.

INCREASE CROP RETURNS WITH UNICO DUSTS

COPPER SULPHATE	COPPER LIME	ROTENONE
MONO-HYDRATED	SULPHUR DUST	INSOLUBLE
COPPER SULPHATE		COPPER DUSTS

We Can Also Supply Combinations of these Dusts
ALSO FARM BUREAU & ORCHARD BRANDS SPRAYS & INSECTICIDES

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

STORMPROOF ROOFING

- Triple barriers**—Three high ribs triple-seal the roof against rain, snow or sleet.
- Double drains**—Two channels prevent side-lap syphoning and drain off blown-in water.
- Syphon Seal**—Three cross crimps stop end-lap syphoning and keep out wind-driven rain.

Right now is the time to think about roofing before Fall winds come whooping along to make roofing operations tough. And while you're thinking along these lines, consider some of the advantages of Bethlehem Steel Company's Stormproof, the easy-to-lay steel roofing sheets.

In addition to the three big features illustrated here, Stormproof is designed to hug the roof tight. A tough spring edge at the bottom of each sheet seals the end laps, and a rolled-in bow forces the entire sheet flat against the roof.

Stormproof sheets will give you the same satisfaction they have already given hundreds of others. The initial cost is relatively low, and maintenance is easy and inexpensive. So think about Stormproof this year, when you think about roofing.

FARM BUREAU SERVICES, INC.
LANSING, MICHIGAN

If YOU INJURE Someone

Supposing you injured a child or hurt a man with several children. Everything you own might be wiped out in a liability suit before a prejudiced jury. State Farm Mutual Insurance protects you—and at a cost suitable to the average man's pocketbook. All claims settled promptly anywhere in the United States or Canada.

SEE OUR LOCAL AGENT

For Further Information, Write
Mich. State Farm Bureau, State Agt., 221 No. Cedar, Lansing

STATE FARM MUTUAL AUTO INSURANCE COMPANY
BLOOMINGTON, ILLINOIS

You — BE THE JUDGE — MAKE THIS INTERESTING — Test

The next time you receive your electric service statement make a guess at how much this twenty-four-hour-a-day service actually costs you . . . per day. Then divide the net amount of your bill by thirty to give you the actual daily cost. You will be surprised when you see how little it is. Then just for fun add up the number of services that electricity performs for you such as lights, fans, radio, washer, ironer, refrigerator, range, water heater, etc. Divide this number into the daily cost figure and you will have a better picture of how little your electric services really cost.

DON'T take our word for it -- make this interesting test and prove it to yourself.

CONSUMERS' DOMESTIC Average Rate Is 25% LESS THAN THE . . . NATIONAL AVERAGE

Electric Service IS Cheap IN MICHIGAN

CONSUMERS POWER CO.
A PIONEER IN Cheap ELECTRIC SERVICE

Fall Seedings need POTASH

IF YOU are looking forward to a profitable grain crop next year and good clover or alfalfa the year following, then use fertilizer high in potash when seeding this fall. Potash increases yield, stiffens straw, and keeps the grain from lodging. It improves quality by plumping out the kernels and increasing test weight.

To insure good growth of clover or alfalfa following grain, plenty of potash must still be available in the soil. A 2-ton yield of clover hay requires 3 times as much potash as is needed to produce 25 bushels of wheat; 4 tons of alfalfa need more than 7 times as much.

Use 200-400 lbs. of 3-12-12, 0-12-12, 0-20-20, or similar ratios per acre for fall seedings. Often the increased hay yields more than pay for the fertilizers used, leaving greater profit from the increased grain yields.

Consult your county agent or experiment station about the plant-food needs of your soil. See your fertilizer dealer. You will be surprised how little extra it costs to apply enough potash to insure good yields and high quality.

Write us for further information and free literature on the profitable fertilization of Mid-western crops.

AMERICAN POTASH INSTITUTE, INC.
Investment Building Washington, D. C.
Midwest Office: Life Building, Lafayette, Ind.

More Potash means More Profit

0-20-20	NO FERTILIZER
29.2 Bus. per Acre	17.6 Bus. per Acre
54 1/4 Lbs. Test Weight per Bu.	49 Lbs. Test Weight per Bu.

Farm Co-operatives Believe in Farmers and in Economic Justice for Them

American Institute of Co-operation Told That Modern Farm Co-operatives Are True Instruments for Democracy

By C. L. BRODY, EXECUTIVE SECRETARY OF THE MICHIGAN STATE FARM BUREAU, JULY 9, 1940

TRUE democracy lives to serve and develop the individual. In a democracy the government is only a means to the great ends of life and not the end itself as in a dictatorship. Authority is derived from the consent of the governed, and its leaders are the servants of the people and not their masters. It is self-imposed discipline. Ultimately its strength, influence and service is measured by the level of the intelligence, initiative and ideals of its individual citizens. Democracy progresses in direct proportion to the degree these principles are realized, and its downfall will always be accomplished by the decay of these eternal human values.

The problems and progress of a democracy are deeply rooted in human nature itself for it is essentially an adventure in human relations.

To accomplish and maintain these fundamentals a democracy must have:

1. An active, well-informed public spirited citizenship, experienced in participation in governmental affairs to the greatest extent practicable in the life of each individual.
2. Honest, capable and faithful leadership recognizing and understanding its limitations and full responsibility to its constituency and the nation as a whole.
3. Effective organization with integration and proper adjustment of all governmental units, local, state and national in all their interrelationships;
4. Economic justice through a fair distribution of national wealth and income among industry, labor, agriculture and all other groups.
5. Constructive relationships between all groups within the democracy.

It will be our purpose to examine the development, practices and objectives of co-operatives regarding their relationship to these fundamentals of democracy.

THE CO-OPERATIVE AND CITIZENSHIP

What service does the co-operative perform for the development of a well-informed, public spirited citizenship? It teaches the individual to respect others and adapt himself to them. When we become a member of a co-operative, by the very act of joining we have moved ourselves into a sphere of activity in which we must give increased attention to the rights, interest and views of others. We sacrifice some of our much vaunted independence. We continue to express our own personal views it is true, but no longer are they the sole factor in determining our course.

Only by permitting our own opinions to be modified by the views of others and sacrificing to a greater or less degree our selfish and personal interests and rights to fit similar concessions from our brother members is an organization operated or can it function effectively. So the privileges and duties of co-operative membership itself causes us to respect our neighbor's views and wishes and merge our opinions and interests with his for the common good—a real lesson in democracy.

Members Must Participate
The very essence of a local co-operative is the participation of the members. The by-laws require a majority of all the members or stockholders to constitute a quorum. Therefore, in order to function, more than fifty per cent of the membership must participate in the annual and special

meetings, and participation is available and tangible to all members. Besides, the policies of many local co-operatives are such that all qualified patrons are encouraged or drawn into membership and participation, with the consequent feeling of ownership and responsibility and regard for the welfare of others.

The co-operative is a living, growing force constantly extending the circle of its operations to take in new converts for training in co-operation and good citizenship. The co-operative thus serves as an important agency through which individualism is sublimated into regard for the welfare of others and of the membership as a whole.

Human Values Come First
As another influence for good citizenship, the co-operative emphasizes human values over property rights. In most co-operatives and in all general farm organizations the practice of one man, one vote, regardless of financial considerations, accustoms the member to recognizing that human values come before property rights. Even in cases where voting is determined by the number of shares of stock owned or by the amount of produce marketed or business done, the income on the capital furnished by any member is limited. Also the number of voting shares he can own is often restricted. The earnings are distributed on a patronage basis.

The human interests are always kept uppermost in a true co-operative. Serving the interests of the greatest

number and not the privileges of the few is likewise one of the first principles of a democracy.

The co-operative encourages people to practice self-control and to endure disappointment. The establishment and maintenance of a co-operative means work, disappointment, and at times seeming or comparative financial disadvantage, for the individual members. In fact the strength and stability of a co-operative is in direct proportion to the thought and effort the members are willing to contribute. We love and are loyal to the things for which we have to work, struggle and sacrifice rather than those that come without effort or sacrifice on our part. Our democracy was founded through the hardships suffering, devotion and mutual understanding of our forefathers. Likewise, to establish and maintain itself the co-operative movement has had to teach and practice these same fundamentals of human progress and good citizenship.

Promotes Neighborliness
The co-operative has kept alive and functioning the social qualities and neighborliness that have always made the farmer one of our most stable and dependable groups of citizens and a major influence for good government in our democracy. These needs were served in pioneer days through many customs now largely obsolete. Participation in wood cutting, husking and barn raising bees, changing threshing and being a good neighbor in sickness and adversity were forms of co-operation in common use during much of the nineteenth century. These all combined to bring to farm life mutual helpfulness, romance and spirituality which is not so characteristic of the farm life of today.

The development of scientific methods, modern farm machinery and rapidly changing means of transportation and communication has rendered many of these old forms of co-operation obsolete and to a considerable extent deprived present-day farming of their great human values.

The modern co-operative is the twentieth century version of mutual helpfulness and the preservation of these great social and spiritual values for democracy.

An Educational Force
Again, the program of the co-operative movement is in itself a great educational force for democracy. Through it thousands of individuals are keeping themselves informed regarding the distribution and public relations aspects of their business as well as the purely productive side of agriculture. Through it the farmer has not only learned to protect his own interests but at the same time has come to understand better the interests of other groups and how to co-operate with them.

The co-operative movement has resulted in much enlightenment for the farmer, for in assuming the wider responsibility of marketing his product as well as producing it and joining with his neighbors in purchasing the major supplies used on the farm, he has developed his bargaining power and become better informed on the business structure of the country and its relationship to agriculture and the processes of democracy.

In a still broader sense, through co-operative business activities he has become better and more widely informed on all related activities and his public relationships generally. Not only has this resulted in financial gain but it has insured greatly to the stability and satisfactions of rural life and hence good citizenship.

One of the first essentials of good citizenship is to know your relationship to the rest of the people and what is going on in the world about you generally. What better training for good citizenship could be suggested than the participation of nearly 2,000,000 farm families of our nation in the membership responsibilities of our co-operatives?

It teaches mutual respect and adaptability, emphasizes human values over property rights, encourages participation in democratic processes and the practice of sacrifice and self-denial and preserves and develops the social and educational values of farm life. The co-operative is a most constructive factor in developing these important virtues of citizenship in our democracy.

THE CO-OPERATIVE AND LEADERSHIP
Let us turn now from citizenship to the second major consideration in the life of a democracy; that of leadership. Leadership is required in a democracy to unify and harmonize the individual opinions and demands of the citizens so they can be made effective for the common good of all. Through the local, state and national machinery of government the citizens delegate their collective authority to officers and representatives but retain the right to revoke or modify the power so delegated and recall or change the personnel to whom the authority has been given.

A Democratic Process
What contribution does the co-operative make to the discovery, training and development of the type of leadership needed by a democracy? Every true co-operative, large or small, has its local or community unit. From the



CLARK L. BRODY

members of the local, directors and officers are chosen. The members and their directors and officers represent the local in meetings of the larger units of the organization and some eventually are chosen officials of the larger regional or national organizations of which the local is a member. Through this democratic process, beginning with the local unit and continuing upward through state, regional and national organizations the co-operative movement has discovered and trained many individuals for high posts of responsibility not only in the co-operative movement itself but for our public democracy as well.

Has Developed Many Leaders
Without the co-operative many farm individuals of great potential ability and possibilities might never have found an outlet or institution through which to develop and express themselves and benefit from the contacts with their fellow co-operators and the people in other walks of life.

That the brains have all left the farm, as is sometimes claimed by some sociological, economic or political theorists, has been amply disproved by the thousands of men and women who are carrying the increasing responsibilities of the co-operative movement, yet continuing with the practical operation of the farm.

This practice of co-operatively developing trained and experienced ability for our nation, tempered by and voicing the actual grass roots philosophy of the farm constitutes a policy which our democracy will do well to preserve.

The co-operative has also served as an instrument of democracy by training and developing leaders for public service.

Become Nation's Leaders
Some of these farm leaders who have reached places of high responsibility in governmental and public service, are former Congressman John C. Ketcham of Michigan, Governor Township of Indiana, Charles Teague, C. B. Denman and Sam Thompson who have occupied places on the Federal Farm Board, John Brandt, member of the St. Paul Bank for Co-operatives, Marvin Briggs of Indiana and Edward Stough of Ohio who are on the board of directors of the Louisville Bank for Co-operatives, Elmer A. Beamer, former president of the National Livestock Producers and now Commissioner of Agriculture for Michigan, N. P. Hill, representing agriculture on the Detroit Branch of the Federal Reserve Board, Chester Davis member of the board of governors of the Federal Reserve Bank and now a member of the nation's advisory National Defense Commission.

The co-operative has been the training school of these and many other leaders of our nation. The co-operatives of Canada have also rendered outstanding services in training public leaders. The posts they have occupied range all the way from important offices in the provinces to some of the most responsible positions in the cabinet of the Dominion.

Besides, the co-operative movement has trained and developed thousands of employees and imbued them with the ideals of co-operation and democracy.

THE CO-OPERATIVES AND EFFECTIVE ORGANIZATION
The consideration we have given to citizenship and leadership leads us to the third great essential to democracy, namely, that of efficient organization. The proper adjustment and maintenance of all the complex relationships of a democracy with the minimum of duplication and conflict must be achieved if the ideals an services desired by the citizens are to be realized. Poor organization can do much to defeat the purposes of a democracy in spite of the high ideals of its citizens and leaders.

Co-op Gov't is Representative
From the standpoint of organization structure, our large co-operatives are giving thousands of members practical lessons in democratic organization technique. They are demonstrating how the machinery needed by a real democracy can be made to work and constitute a real force for its support.

For example, our own National Council of Farmer Co-operatives is an economic democracy from which our political democracy could well de-

rive many lessons. In the first place, each of the fifty-four national or regional organizations comprising the membership of the Council has its own active locals operated directly by the members themselves. These are federated into the regional or national and these in turn are joined with others of similar class to form the National Council.

The Council represents all sections of the country with conflicting geographical and commodity interests within the ranks of agriculture, and yet the organization has continued to grow in unification of interest and solidarity until today it represents over two billion dollars worth of co-operative business annually and ranks as one of the three major organized farm interests of the nation.

United Co-operatives, Inc.
The United Co-operatives, Inc., is showing a similar example in joining diversified interests in the purchasing and processing of farm supplies. This organization develops and joins the greatly diversified interests of farmers from Michigan to North Carolina. It includes the fruit, sugar beet and bean farmers of Michigan, the co-operative purchasing interests of the large corn, hog and grain farmer of Indiana and Ohio, the high consuming types of agriculture of New York and Pennsylvania, the varying conditions of agriculture through Maryland and Virginia, to the small units in North Carolina. It constitutes a real demonstration of an economic democracy the fundamentals of which our political democracy could well copy in providing capable business administration, in removing trade barrier, overlapping of state and national activities, etc. These two living organization examples are typical of many others and are demonstrating the organization technique and practice so essential to a successful democracy.

THE CO-OPERATIVES AND ECONOMIC JUSTICE

The fourth essential to the development and endurance of a democracy is economic justice through a fair distribution of national wealth and income. A review of our national income tax returns indicates that the concentration of wealth and income in the United States has already gone too far. In spite of the natural tendency for large fortunes and death benefits to become redistributed and the fact that there is widespread ownership of the stock of some of our large corporations, altogether too large a proportion of our population are struggling for their very existence, let alone laying up anything for a rainy day.

Farmer on Short End
This situation has been particularly important from the farmer's standpoint. Statistics show that he has been receiving an inadequate proportion of the national income. His returns have been below the cost of production for many of the major crops. History tells us that the decline and failure of civilizations have been preceded and accomplished by the decay of agriculture.

So if our democracy is to survive, the farmer's income and share of the national wealth must be brought up to a fair and proper relationship with that of other economic groups.

It is evident that a more equitable distribution of wealth in the economic system of our democracy is important if it is to endure the wear and tear of the centuries. Is it not possible that the co-operative method of doing business or some modification of it is pointing the way? The earnings of a business co-operative are much more widely distributed than is the case in private enterprise. Furthermore, from a competitive angle the co-operative forces a larger return and more general distribution of wealth among the patrons of competing private business.

Co-op Helps Every Member
For example, the earnings of a private business marketing farm produce or merchandising farm supplies without co-operative competition are usually comparatively larger and go into the hands of a very limited number of individuals, while in an adapted, well-managed co-operative they are distributed on a patronage basis to every member of the organization from fifty to several hundred people, depending upon the size and nature of the organization. The earnings are distributed to those who have contributed to the business and made it possible. This is economic justice in the fullest sense.

Co-op Canning Plant Experience
Examples of this could be enumerated by the thousands. I shall only name one or two Michigan experiences to make the matter concrete.

In 1935 the cherry growers in Oceana and Mason counties decided to own and operate their own canning factory and control the marketing of the product. The direct discussions I had with some of our private canner friends in the spring of that year before it was known the co-operative plant would operate indicated that the farmers would be paid from 2c to 2½c per pound for the 15,000,000 lb. crop in these two counties. Through the help of the Farm Credit Administration the growers purchased and operated the factory

one-fifth of the total crop. As soon as it was evident that the co-operative would be in the field the price paid the growers by the private canners started to rise and the average price received by all growers marketing through private sources was 3c per pound for that year. The largest private operator in the state paid his growers the price netted by the co-operative cannery which was 3½c per pound.

At least from ½c to ¾c per pound thus went into the pockets of more than a thousand growers instead of resting in the coffers of three private canners. This meant from \$75,000 to \$100,000 was distributed among one thousand individual farmers whereas without the co-operative it would have been in the hands of not to exceed five or six individuals.

This is also exemplified by the fact that the farmers of other regions not having the benefit of large scale co-operative processing plants receive from ½c to ¾c per pound less than those who have the benefit of co-operative service or competition. Experiences such as this could be named in connection with other Michigan co-operative organizations. Similarly, all over the nation this principle has held.

Works in Buying Supplies

Not only does the co-operative system contribute to economic justice in striving for a fair distribution of income in the interest of the farmer but it increases the farmer's purchasing power from the standpoint of other industries depending upon him for existence. The existence of the business co-operative, therefore, results in a fairer distribution of income and a more equitable share to the farmer of the price paid by the consumer, first, because of its effect on the general level of prices received by all farmers; and second, by the distribution of its own earnings in the hands of hundreds of its members as contrasted to the few individuals owning the private enterprises. Our great national co-operatives are living demonstrations of how the co-operative system results in a wider distribution of the national income.

THE CO-OPERATIVE AND THE GENERAL FARM ORGANIZATIONS

My comments up to this time have referred largely to the business type of co-operative. A discussion of the co-operative as an instrument for democracy would not be complete without mentioning the great influence also of the general farm organizations. I am referring to organizations such as the National Grange and the American Farm Bureau Federation.

This type of organization has elements of strength for a democracy not so common in the strictly business co-operative. These features have to do with all the topics discussed to this point including training for citizenship, the development of leadership and effective organization and the distribution of income. Also, the constructive general farm organization stands as a bulwark behind all business co-operatives in their struggle for economic democracy and hence represents a major value in our great United States democracy.

Working Together

I note with pleasure and encouragement the splendid manner in which the general farm organizations and the commodity co-operatives as represented by the National Council have been co-operating in securing the surplus commodity appropriations and more recently the united action of the National Council, National Grange and the American Farm Bureau Federation in working for needed amend-

ments to the Farm Credit Act. The letter urging action along this line signed jointly by President Judge Miller of the Council, Master L. J. Tabor of the Grange, and President E. A. O'Neal of the Farm Bureau would have been impossible with each organization going its own separate way.

This experience for a fifth of a century has prompted me to make the above statements. May the relationship between the business co-operatives and our great general farm organizations continue to improve for the general good of the co-operative and farm organization movement and the development of sound and lasting values for our democracy.

THE CO-OPERATIVE AND GOVERNMENT AGRICULTURAL PROGRAMS

The relationship of our co-operatives and farm organizations to governmental agricultural policies is another important and very timely consideration. The farmers through their organizations and individual contacts with their Congressmen have been making increased demands on the government for assistance and the establishment of more effective national agricultural policies all through the past twenty years. Their demands led to the Federal Farm Board and later to the Agricultural Adjustment Administration.

I fear we have permitted the urgency of the many immediate problems continually arising in rapid succession to cause us to lose sight of some of the more permanent effects of these policies on our co-operatives and farm organizations.

It is well for the co-operative to consider the extent to which our demands on the government for direct assistance is bringing agriculture as a business and a way of life under government influence. We should bear in mind that the more we ask the government for direct aid the greater the danger of weakening the virility of our co-operatives or replacing co-operative strength with government control.

Asking the government to do things for us that we should do ourselves is one of the most deteriorating influences on co-operative member moral.

We Face a Responsibility

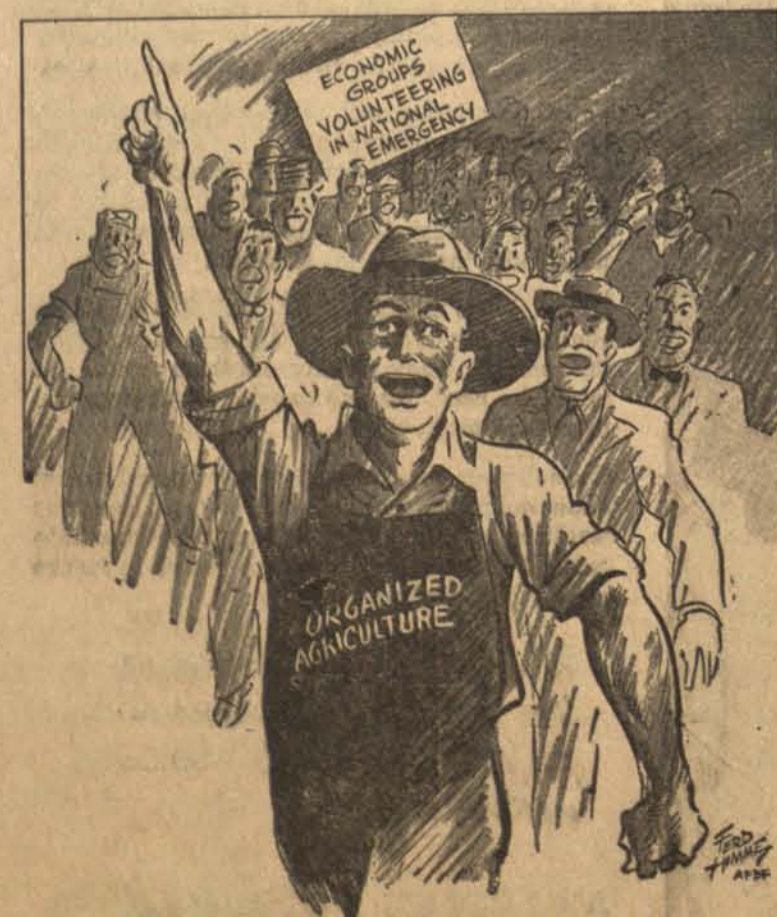
The cause of this situation by no means lies entirely with the government, but the responsibility can also be laid at the doors of our co-operative leaders and farm organizations themselves. A lack of co-ordination of the co-operatives themselves is a strong factor in encouraging and to a considerable extent requiring public officials to follow the non-co-operative and undemocratic methods.

In view of this development I wonder to what extent in the future the co-operative way can continue to play its part in converting the potential qualities and initiative of our farm people into the essential human values of citizenship, leadership and understanding. If temporarily and for the common good we have to be regulated in all deeds of business, let us hope that the agricultural emergency will be handled in co-operation with the co-operatives and farm organizations and that it will not last so long as to injure the farmer owned and controlled co-operative and so prevent us from preserving and developing the freedom and initiative that have made our co-operative movement and established our democracy.

We Must Be Self-Reliant

With the prospect of these tendencies being further augmented under the pressure of the present acute national defense program, it behooves us to give careful thought to the future. (Continued on page 5.)

Right Up Front as Always



A Co-operative in our Democracy



Huron Picnic

Three hundred attended the joint picnic of the Huron County Farm Bureau and Junior Farm Bureau at Caseville county park, July 16. Stanley Powell was an interesting speaker. Huron's co-op elevators and Farm Bureau insurance agents provided prizes for a fine program of contests.

DEAD ANIMALS COST MONEY!

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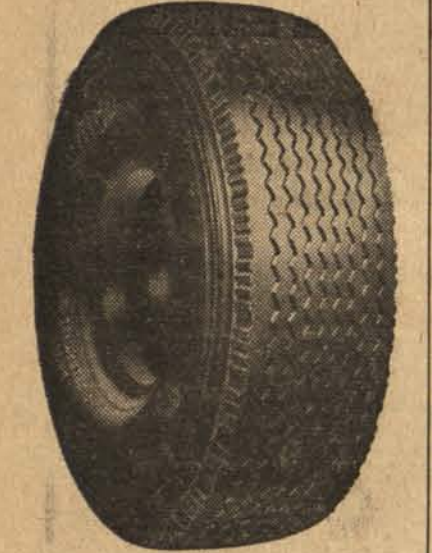
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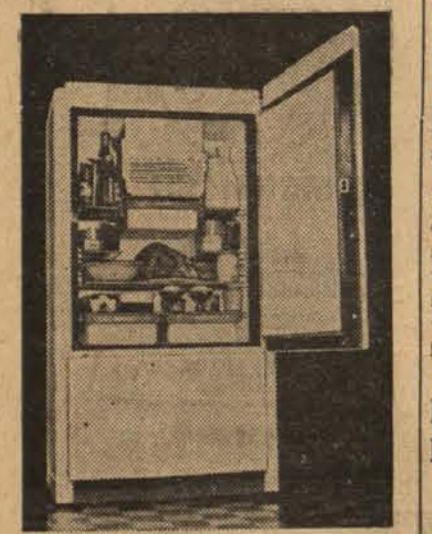
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Eleven States co-operate in buying nearly a million dollars worth of first quality tires, and the savings is yours. Concentrate your buying power for your own good by buying goods made and distributed co-operatively and bearing the UNICO or CO-OP label.

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This is a splendid value in a well-arranged 6 cubic foot storage capacity electric refrigerator that is modern to the minute. Built in standard and deluxe styles, with open or hermetically sealed freezing compressor units.

PRICES

\$ 89.50 Standard, Open Unit

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

DEMOCRATIC PLATFORM ON AGRICULTURE

News Presented Republican Farm Platform in July Edition

The Michigan Farm News presents in this edition the Democratic national platform plank on agriculture. We presented the Republican plank on that subject in our July edition.

AGRICULTURE

We pledge ourselves: To make parity as well as soil conservation payments until such time as the goal of parity income for agriculture is realized.

To extend and enlarge the tenantry program until every deserving tenant farmer has a real opportunity to have a farm of his own.

To refinance existing farm debts at lower interest rates and on longer and more flexible terms.

To continue to provide for adjustment of production through democratic processes to the extent that excess surpluses are capable of control.

To continue the program of rehabilitation of farmers who need and merit aid.

To preserve and strengthen the ever-normal granary on behalf of the national defense, the consumer at home and abroad, and the American farmer.

Widen Surplus Uses

To continue to make commodity loans to maintain the ever-normal granary and to prevent destructively low prices.

To expand the domestic consumption of our surpluses by the food and cotton stamp plan, the free school lunch, low-cost milk and other plans for bringing surplus farm commodities to needy consumers.

To continue our substantially increased appropriations for research and extension work through the land-grant colleges, and for research laboratories established to develop new outlets for farm products.

To conserve the soil and water resources for the benefit of farmers and the nation. In such conservation programs we shall, so far as practicable, bring about that development in forests and other permanent crops as will not unduly expand livestock and dairy production.

To safeguard the farmer's foreign markets and expand his domestic market for all domestic crops.

To enlarge the rural electrification program.

To encourage farmer-owned and controlled co-operatives.

To continue the broad program launched by this administration for our river basins through reclamation and irrigation, flood control, reforestation and soil conservation, stream purification, recreation, fish and game protection, low-cost power, and rural industry.

To encourage marketing agreements in aid of producers of dairy products, vegetables, fruits and specialty crops for the purpose of orderly marketing and the avoidance of unfair and wasteful practices.

To extend crop insurance from wheat to other crops as rapidly as experience justifies such extension.

To safeguard farms

To safeguard the family-sized farm in all our programs.

To finance these programs adequately in order that they may be effective.

In settling new lands reclaimed from desert by projects like Grand Coulee, we shall give priority to homeless families who have lost their farms. As these new lands are brought into use, we shall continue by federal purchase to retire from the plow sub-marginal lands so that an increased percentage of our farmers may be able to live and work on good land.

These programs will continue in the hands of locally-elected farmer committees to the largest extent possible. In this truly democratic way, we will continue to bring economic security to the farmer and his family, while recognizing the dignity and freedom of American farm life.

Farm Co-ops Believe in Farm People

(Continued from page four)

ture of our farmer owned and controlled co-operatives, for profound changes in our national economy are taking place and the causes are much deeper and more subtle than is commonly realized.

Because of the trend of the war, the products of additional millions of acres will probably have no market and the problem of agricultural surpluses may be intensified. Everything seems to point to more governmental participation in our activities rather than less. Conditions seem to be forcing us more and more in that direction. This probably means a permanent increase in the functions of government. We should see to it, however, that it does not mean the destruction of the free initiative and member responsibilities which constitute the heart and soul of our farmer owned and controlled co-operatives.

Anticipating a patronage dividend from our own co-operation that we have helped our organization produce is much more conducive to co-operative vitality than to be looking forward to receiving a check direct from the government.

IMPROVEMENTS NEEDED IN CO-OPERATIVES

Increased attention to co-operative education and member relations to bring co-operative members to a greater realization of their responsibilities to the co-operatives as well as expecting to be served by their co-operative is essential. They must be more actively enlisted in its activities and feel a stronger sense of ownership.

Members, officers and employees must turn less to the government for the solution of their problems. We

must all develop a greater feeling in the way of doing it ourselves. Let us not become so sensitized to government aid that we get out of the habit of trying to help ourselves.

Let me quote from an editorial in the Detroit Free Press of July 4, 1940: "When men are living that the state owes them a living; when organized business believes it can get what it wants if it knows the ropes in Washington—and, above all, when nobody gives a damn, and there is no voice of righteous indignation such as that of T. H. Sounding across the land, then democracy is already dead and we but await the day of the dictator."

Let's Try It Ourselves

The exercise of our own initiative develops strength in our co-operatives. Parity payments, appropriations for purchasing surplus commodities and other forms of government assistance may be desirable and necessary. While putting pressure on Congress and the Administration to secure these federal aids, however, we should realize the danger of rendering less necessary or eliminating some of the most vital functions of our co-operatives. The extension of the practice of making commodity loans above the market value will be attended with serious danger that the co-operatives affected will be left with little more than a warehousing service to perform.

The increased tendency of looking to Uncle Sam not only weakens our co-operatives but develops a type of thinking and morale in the individual member that is not adding to the strength of either the co-operative or our democracy. Officers, directors and employees need to train themselves better for their responsibilities.

The general farm organizations on the one hand and the business co-operatives on the other should more closely co-ordinate their activities.

To encourage marketing agreements in aid of producers of dairy products, vegetables, fruits and specialty crops for the purpose of orderly marketing and the avoidance of unfair and wasteful practices.

To extend crop insurance from wheat to other crops as rapidly as experience justifies such extension.

To safeguard farms

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These programs will continue in the hands of locally-elected farmer committees to the largest extent possible. In this truly democratic way, we will continue to bring economic security to the farmer and his family, while recognizing the dignity and freedom of American farm life.

Extend 3 1/2 Pct. Farm Loan Interest 2 Years

On June 21, the Senate approved the 3 1/2 per cent interest bill, extending this rate on Federal Land Bank loans and Commissioner loans for two more years, and on the following day the House accepted the Senate amendment. The American Farm Bureau Federation had exerted strenuous efforts in behalf of this bill to get it through before the deadline on June 30, when the interest rates automatically would have reverted to the higher contract rates unless extended by Congress.

In a letter sent each member of the Senate under date of June 19, President O'Neal pointed out that "Unless this bill is enacted into law before June 30, the interest rate on every Federal Land Bank loan and every Commissioner loan in the United States will automatically advance to the higher contract rates on July 1.

Bees Make or Break Yield of Clover Seed

Iowa Botanist Urges More Bees for Fields Going For Seed

Has the honeybee been under-estimated as the farmer's right-hand man in producing red clover? J. N. Martin of the Iowa State College Botany Department says it has. It would take 240 skilled hand pollinators a month to pollinate as many red clover blossoms as one good hive of bees can produce in half a day—enough to handle a bushel of seed, Martin says.

"Over a blooming period of June, July and August, 80 million skillful persons would do exceedingly well to perform the pollinating labor required to produce a million bushels of red clover seed," Martin says.

"That is the amount of the 1938 production attributed to honeybee pollination."

Provide the Bees

The annual production of red clover seed has been increased if more colonies of bees were used and if red clover blossoms with shorter nectar tubes could be substituted, Martin

Farm Co-ops Believe in Farm People

must all develop a greater feeling in the way of doing it ourselves. Let us not become so sensitized to government aid that we get out of the habit of trying to help ourselves.

Let me quote from an editorial in the Detroit Free Press of July 4, 1940: "When men are living that the state owes them a living; when organized business believes it can get what it wants if it knows the ropes in Washington—and, above all, when nobody gives a damn, and there is no voice of righteous indignation such as that of T. H. Sounding across the land, then democracy is already dead and we but await the day of the dictator."

Let's Try It Ourselves

The exercise of our own initiative develops strength in our co-operatives. Parity payments, appropriations for purchasing surplus commodities and other forms of government assistance may be desirable and necessary. While putting pressure on Congress and the Administration to secure these federal aids, however, we should realize the danger of rendering less necessary or eliminating some of the most vital functions of our co-operatives. The extension of the practice of making commodity loans above the market value will be attended with serious danger that the co-operatives affected will be left with little more than a warehousing service to perform.

The increased tendency of looking to Uncle Sam not only weakens our co-operatives but develops a type of thinking and morale in the individual member that is not adding to the strength of either the co-operative or our democracy. Officers, directors and employees need to train themselves better for their responsibilities.

The general farm organizations on the one hand and the business co-operatives on the other should more closely co-ordinate their activities.

They joint efforts working hand in hand in influencing national agricultural policies are necessary if the farmer's freedom is to be preserved and our co-operatives are to retain their virility and power.

It Should Be Our Money

The most careful scrutiny on the part of our co-operatives themselves of the business and financial policies followed can well be given. We must raise more of the funds we need directly from the individual members whose interests are concerned, and borrow less from governmental and private agencies. We should develop more the policy of depending upon our own resources and call on the government for direct financial and other assistance mainly as supplementary to our own efforts.

The Michigan State Farm Bureau and its subsidiaries are making a considerable investment annually in membership and educational work to preserve and develop the vital practices of co-operative and individual farmer initiative. Many other general farm and co-operative organizations over the nation are doing likewise.

Let us try in every way to make our co-operatives and farm organizations vital agencies for the maintenance of good citizenship, for the development of a high type of leadership and effective organization, for living demonstrations of economic justice in the more equitable distribution of the income of the nation.

Democracy must be lived. It is of the spirit. Through our co-operatives we are demonstrating democratic principles. There is no room for the fifth column in the co-operative program. Let us follow sound co-operative practice and keep our American co-operatives helpful instruments of true democracy.

They Joined Farm Bureau During July

(Continued from page one)

OTTAWA COUNTY

BYRON CENTER
Cornelius Patmos

SAGINAW COUNTY

FREELAND
Erwin Breternitz Arthur Burk
FRANKENMUTH
Otto J. Bickel
SAGINAW
Rudolph C. Zuel

VAN BUREN COUNTY

Bangor
Glenn Wertemberger

BLOOMINGDALE
John Beja G. A. Rouse
Clyde Burris

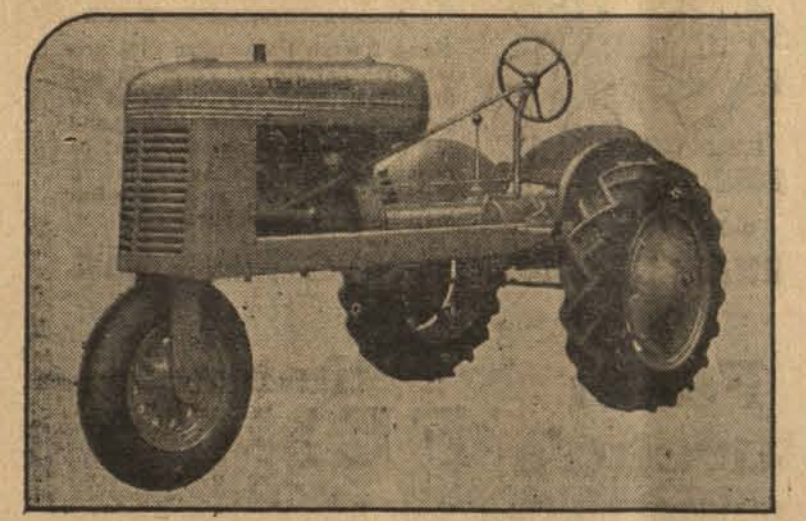
DECATUR
Barrett Decatur E. L. Warner

GOBLETS
Frank Dobbins Otto Markillie

HARTFORD
Will Fisher

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(F.O.B. Lansing)



- The General**
- Tractor with wheel weights.....\$630.00
 - 16" Attached Plow170.23
 - 6 ft. Double Disc 96.52
 - 6 ft. Field Cultivator 84.50
- \$881.25**
- Look at these outstanding advantages:
- 1 Low first cost.
 - 2 Low operating cost.
 - 3 Pulls a 16" plow.
 - 4 Plants and cultivates two rows.
 - 5 Complete visibility.
 - 6 Four cylinder high-compression engine.
 - 7 Large rubber tires: rear 9"x24"—front 5 1/2"x16".
 - 8 Completely streamlined design.
- Run a corn husker . . . Feed grinder . . . small silo filler easily because the General has over 20 horsepower on the belt.

WE RECOMMEND for the Cle-Trac General and Crawler tractors Farm Bureau gasoline or other gasoline of equal quality, and Bureau Penn or Mico oils and Farm Bureau greases for best results.

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W. G. Jung L. M. Kimmel
Nettie Brown Ronald Root
B. A. Northrup John Kroeg
W. F. Brown Victor Jung
Edwin Blackman W. S. Seyler

LAWTON

William Krumrei

MATTAWAN

B. H. Glidden

PAW PAW

O. H. DeWaters & Son
Carl W. Stull Maurice Hughes
B. R. Snyder

WASHTENAW COUNTY

ANN ARBOR

Mrs. Barbara Hicks
George Essex WILLIS

Mrs. Ralph Brown

Friends in Huron county and throughout the State Farm Bureau organization extend their sympathy to the family of Ralph Brown of Uby, who is vice-president of the Huron County Farm Bureau, and discussion leader for the Bingham and community group. July 1 the Brown family were in an automobile accident. It caused the death of Mrs. Brown, and there were severe injuries to Mr. Brown and four children. The misfortune that came upon these fine people was a terrible shock to their community and their friends in the Farm Bureau and elsewhere.

Memphis Co-op Holds 20th Annual Meeting

The annual meeting of the Memphis Co-operative company was held at Memphis, July 6.

Robert White, C. A. Shirkey, and D. E. Dyingler were elected directors for a period of 3 years. The directors also elected C. A. Shirkey as president, Edward Hinz, vice president, and O. C. Henderson, secretary.

Lunch was served and souvenirs were given to all. It was the largest crowd ever to attend the annual meeting. This also marked our 20th anniversary of business.

Walter Wahls was toastmaster, Earl C. McCarty, agricultural agent of St. Clair county, and E. A. McFaul, radio commentator and representative of the Industrial Morris Plan Bank of Detroit, were guest speakers. Mr. McFaul's talk was on, "How's Your Sense of Humor".

Do You Want to Increase Your Income?

The State Farm Mutual Automobile Insurance Company and the State Farm Life Insurance Co., both of Bloomington, Ill., have a number of good openings for ambitious and reliable men in most parts of Michigan. For further information, write

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Director of Insurance
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Detroit Stockyards East Buffalo, N. Y.

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Here it is
CLETRAC CRAWLER MODEL H

42-inch tread \$920.00
68-inch tread \$940.00
31-inch tread \$965.00
(F.O.B. LANSING)

FOR MUCK—Break your muck this fall. The Model H Crawler pulls a 22 inch breaker plow nicely. Pulls stumps! No wheel tractor can equal it on muck. It doesn't pack the ground. There's 20 horsepower on the belt. Doesn't use over a gallon of gas an hour.

FOR UPLANDS—Buy a Co-op 6 ft. field cultivator (only \$84.50) and whip the quack grass field this fall.—Plow and fit that rough field that has bothered you so much. Use our Cle-Trac Crawler Tractor whenever or wherever you want power.

FOR FALL USE—Do your fall work even if the ground is wet or slippery. Haul beets out of the beet fields . . . haul a cornpicker when wheel tractors fail . . . fill your silo . . . cut your fodder . . . grind your grain.

FOR WINTER USE—Haul manure over the ice . . . up hills, or through snow. Plow out roads. Work in your woodlot all winter. Our crawler type tractor does everything . . . at a price you can afford to pay.

You are never too late with a Cle-Trac Crawler—The best for orchards, muck, hills, or sand, and on any job. Use it anytime . . . any place.

- 2 bottom 14" Plow for Model H Crawler \$126.71
 - 7 ft. 28-16 Double Disc (none better) only 105.13
 - 6 ft. Field Cultivator (Co-op) only 84.50
 - 9 ft. Field Cultivator (Co-op) only 99.50
- (These Prices are F. O. B. Lansing, Mich.)

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If YOUR Car Is Damaged

A State Farm full coverage Automobile Insurance policy is not nearly as expensive as most people think. Actually only a few cents more per month may prevent you from paying a large repair bill.

Let me explain our full coverage policy—planned to fit the average man's pocketbook.

SEE OUR LOCAL AGENT

For Further Information, Write
Mich. State Farm Bureau, State Agt., 221 No. Cedar, Lansing 4
STATE FARM MUTUAL AUTO INSURANCE COMPANY
BLOOMINGTON, ILLINOIS

Community Groups Look Ahead to Sept.

August is Month to Start More Groups; Think About Program

By KEITH A. TANNER
Membership Relations and Education
FOREWORD: For the convenience of keeping records and for uniformity's sake, September is the month set aside to organize community Farm Bureau groups. To acquaint these individuals who are contemplating the organization of new groups, and to re-acquaint members who have been associated with this work, the following material on community Farm Bureaus is being presented.

This year approximately seventy-five percent of the groups are holding meetings each month of the year. You, representing the 75%, have an excellent opportunity to use this month to analyze your groups, study its weaknesses and to weigh those things which have made your meetings interesting and educational. Why not invite into your meeting persons who wish to organize new groups in their locality and acquaint them with your community Farm Bureau project?

Why Community Farm Bureaus
Dr. Dennis, professor of rural sociology at Penn State college in talking before the Co-operative institute at Michigan State college this July, stated that we in the United States are in a state of hysteria over preserving our democratic form of government. Possibly this is largely due to our forgetting three little words which meant so much to our forefathers when they sacrificed and planned to provide this United States with a government for, by and of the people. Individuals of today seem to have forgotten the words—"We the People".

Organizing Of New Groups
Even in getting new community Farm Bureau groups started, the member plays an important part. He or she contacts their local district representative of the Farm Bureau and talks over the possibilities of their local community. After they have the general information in reference to a community Farm Bureau set-up, whether it has come from the district representative or other

sources, they are now ready to contact three of their interested neighbors. These neighbors may be invited into the home of the person taking the initiative or visited personally. They should be informed as to the program. They agree each go out and contact three other interested members, and impart the community Farm Bureau information to them; as well as invite them to a meeting, which is usually held at the home of one of the original three.

This means the twelve families meet in an organization meeting. The members, after becoming acquainted, seat themselves in a circle so they can see one another, and start discussing the manner in which their group should be conducted; kind of recreation desired, time allotted for business, length of the discussion period, essential committees, type of refreshments, day of month to meet, hour of starting and adjourning the meeting, duties of the respective officers, name of group, etc. It is usually a good policy to have a district representative and possibly an outside member of some active community Farm Bureau group the first meeting to call upon for suggestions as to experiences of other groups.

After the above information has been discussed the group is ready to elect officers. It is usually well to have someone outside the group act as temporary chairman until the chairman has been elected. Another good policy is to have the group decide upon the duties of the respective officers before they make nominations. This clarifies in the mind of the officers, as well as the group, what is expected of them, and the group may be able to assist the leaders in making the work easier.

The groups have found, in order to have a well-rounded program which will impart the most valuable information to their members, that they should elect the following officers, chairman, vice-chairman, secretary-treasurer, discussion leader, recreation leader, publicity chairman, minute man. Many of the groups have an official song leader. Much emphasis is being placed this year on all groups electing an active publicity

chairman, minute man and song leader.

The next step at this first meeting is to get the twelve families to each invite the others to their home for one meeting. If this is accomplished there will be a meeting place for the group for each month during the year. Now the official set-up sheet, which lists the officers and their addresses, name of group, and the home at which each monthly meeting is to be held, can be filled out and sent through to the State Office to be filed.

The last duty before refreshments are served at the organization meeting is to see that each member has a discussion program, listing the discussion topic for each month and the date and place of meeting.

September is Organization Month
Most of the details suggested for new groups will also apply to established groups who are reorganizing for a new year of work. The group is sent a notice of their September meeting by the secretary. It is highly advisable that these groups seat themselves in circle and discuss material as outlined for the new groups. They do have, however, one or possibly several years of experience to help them outline their program for the coming year, but don't forget the importance of discussing with the group the things they wish to include in their organizing set-up. Let's, for convenience sake, outline the duties of our officers.

How Discussion Material is Handled
In July the community Farm Bureau groups select two members to represent their group at one of the nine or ten district meetings held throughout the state to consider discussion procedures and select a discussion topic for the following year. After each district meeting two delegates are elected to represent that district in an all day meeting held in Lansing to analyze the topics suggested, classify them, and to select the theme for the discussion year. After the discussion theme has been selected, twelve related topics are picked, one for each discussion month. Then a pocket-size Discussion Program is printed, giving the theme, the discussion topic for each of the twelve months, and space is provided to write in the date and place of meetings, as well as a local topic for discussion for each of the months.

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HARDIGAN or GRIMM
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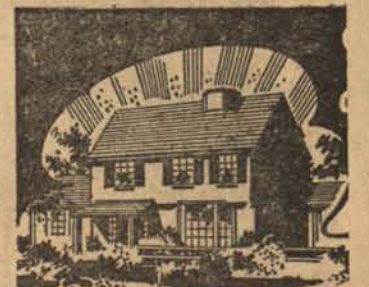
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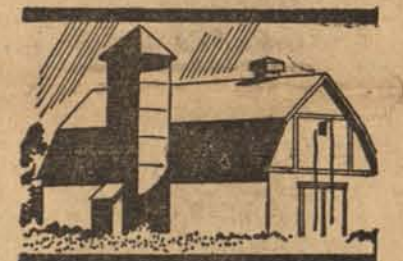
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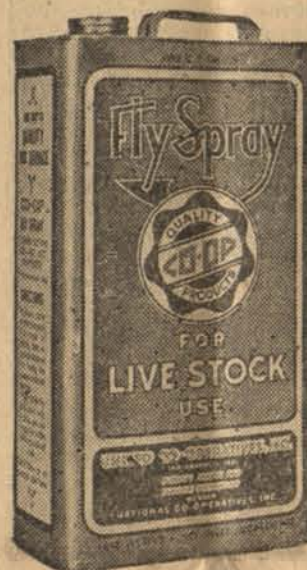
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500 ft. per pound, or
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- Free fireworks every night in front of grandstand

Many Other Great Features Including . . .

1. New York World's Fair Contest for amateur singers, dancers and musicians 18 years old or under. Prizes—Three trips to the World's Fair and a Kimball piano to the top-notch winner.
2. State-wide Camera Contest with prizes for best portraits, pictorial and animal photos taken by amateurs in Michigan since January 1, 1940. Prizes—\$50, \$25 and \$10 in each division.
3. "Know Your Michigan" Radio Quiz for women and girl visitors every afternoon at 4, except opening day. Cash and merchandise prizes for correct answers on Michigan history.
4. Magnificent Military Spectacle and patriotic ceremonial Veterans' Day, Saturday, September 7, in which all Michigan war veteran organizations will participate.

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