

## Farm Bureau Makes Big Slash in Fertilizer Prices

### Behind the Wheel

With J. F. Yaeger,  
Director of Membership  
Relations

#### JUSTIFIED PRIDE

Mason County Farm Bureau folks feel rather proud these days and well may they be so. This County Farm Bureau was the one picked from Michigan to make a typical County Farm Bureau exhibit at the American Farm Bureau convention early in December. They sure did a good job of it and as a result have received a very complimentary letter from those in charge of exhibits at the convention. The letter, in part, says: "We want to congratulate you on the Mason County Farm Bureau exhibit—it set forth in fine shape an excellent County Farm Bureau program—and with the publicity scrap books—made a real contribution to an extremely interesting exhibit. It helped make the all states County Farm Bureau exhibit a real success."

#### ACTION AND RESULTS

Under the leadership of membership chairman, Eugene Kurtz, the Genesee County Farm Bureau "went to town" recently in a membership and collection campaign. Over 80 per cent of all delinquent memberships were collected in two days and nearly 50 new members added. Not satisfied, the folks are already making plans for contacting those who weren't home on the two-day campaign and getting the new members organized into Community Farm Bureaus. Says Eugene, "Membership is the County Farm Bureau's responsibility and far be it from us to sidestep it."

Not far from Genesee County is Saginaw county and Tuscola county. Farm Bureau leaders up that way must feel about as Mr. Kurtz does. Saginaw has already reported shooting at 700 or more paid up members for 1940. Tuscola has set "250 or more".

Congratulations folks, we know you'll make it!!

#### INTELLIGENT PUBLIC OPINION

In answer to a letter written him by Junior Farm Bureau Director Benjamin Hennink, Mr. M. L. Wilson, Under Secretary of Agriculture at Washington, D. C., writes, "I sympathize very greatly with the problem that is under consideration by your Junior Farm Bureau folks. I am particularly impressed with the sentence, 'It seems to us that after we have come up through these training processes and established a respect for ourselves in the community, that certainly there should be some method whereby we are able to establish ourselves on the land and in our communities.' This is a very fair statement of a very fundamental problem. Farmers, young and old, everywhere ought to be thinking about it as you are in Michigan. For democratic accomplishment best grows out of informed and intelligent public opinion."

#### OUTSTANDING

Ruth Davenport of Lapeer, says the Detroit Free Press in its "Around the State" column, is the outstanding girl of 1939 in Michigan 4-H canning activities. In nine years of membership, she has canned 3,666 pints of fruit, vegetables, pickles, jellies, jams and meats with a total value of \$871.75.

What a lucky chap the young man will be who marries Ruth. She's the daughter of Mr. and Mrs. Ralph Davenport, leaders in Farm Bureau and other organized farmer activities in the county.

#### SINCE 1872

In Manistee county lives Mr. Arlie Hopkins, first president of the County Farm Bureau. He is a life member in the organization. Before the county extension system was underway, Mr. Hopkins worked in connection with Michigan State College as an institute speaker. He also spent two years in South Dakota at this work. He also has been very active in the State Horticulture Society and has served on its board of directors and as president.

Mr. Hopkins operates a large fruit farm in a very businesslike and profitable manner. He keeps a complete set of records and usually ends up the year in "the black". In addition to producing thousands of apples each year, the farm produces many acres of alfalfa and Mr. Hopkins usually has some feeder steers to turn out. On this farm that Mr. Hopkins has lived since 1872 and has managed it since he was 16 years old.

(Continued on Page 2.)

### MICHIGAN CO-OPS GOING AFTER NAT'L INSTITUTE

Will Entertain 3,000 Co-op Leaders at College In July

Michigan farm co-operatives are making an early and strong start in their preparations to entertain the American Institute of Co-operation at Michigan State College the week of July 7, 1940. The Institute will be probably 3,000 farm co-operative leaders of the United States together in a great educational program.

The Michigan general committee met at the Michigan State Farm Bureau Thursday, January 4. A. B. Love, chairman of the finance committee reported that splendid progress is being made. All state-wide Michigan commodity marketing organizations have pledged generous support. Thirty of the first 32 local farmers ass'ns to report have made a contribution to help finance the school. Many others will be heard from within the next few weeks. Large farmers' marketing and purchasing groups in adjoining states will also help finance the school.

**Holman Describes Institute**  
Charles Holman of Washington, secretary of the Institute of Co-operation, and also secretary of the Nat'l Milk Producers Ass'n, was present and described the Institute.

The Institute, said Mr. Holman, is an educational ass'n for the farmers' co-operative movement. It was organized as a college at Washington 16 years ago. It may employ a faculty and grant degrees as a college. The Institute operates at Washington throughout the year as an educational organization. Its annual schools are held on the campus of some college or university. The Institute is supported by voluntary contributions from co-operatives.

The annual sessions are open to all interested co-operators. The proceedings receive much attention from the press and magazines. Some of the addresses are broadcast. The Institute Report usually makes a book of 700 or more pages which goes to agricultural and other colleges and to libraries throughout the nation, and even abroad. The Report is used as a reference by writers and by those building farm co-operatives.

**The Michigan Program**  
To the Michigan meeting will come co-operative sales managers, public relations and advertising men, finance men, buyers of farm supplies, builders of merchandising organizations and others who have made national reputations for themselves in the co-operative field. They will represent such commodities as grain, beans, live stock, fruit, vegetables, milk, butter, citrus fruits, cotton, nuts, farm supplies, co-operative manufacturing of (Continued on page 2.)

### FARMERS' WEEK AT COLLEGE JAN. 29-FEB. 3

New Field House Has Seating Capacity Twice That of Demonstration Hall

Plans for the 25th annual Farmers Week program at Michigan State College are under way with the announcement that the dates for the nationally outstanding event at East Lansing are Monday through Saturday, Jan. 29-Feb. 3.

E. L. Anthony, dean of agriculture and general chairman, is anticipating even greater service to those who attend, for the college is able to utilize three new buildings.

In the new fieldhouse the general evening programs in which rural visitors gain a better picture of the state's agricultural greatness can be seen by twice the huge crowds which in previous years have consistently squeezed into Demonstration Hall Wednesday and Thursday nights. Even at that the arena open for events will be larger.

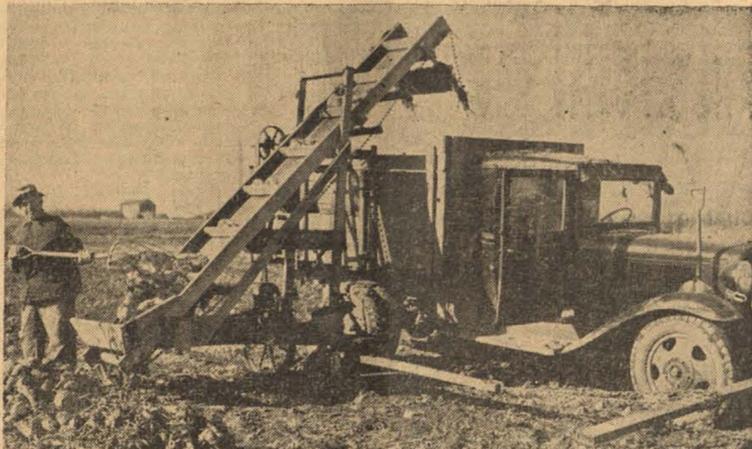
Use of the new music building will provide other space previously not available. Music and speech department programs are planned.

Then there is the new livestock pavilion offering a sizeable arena and seats for more than 3,000 spectators. Livestock judging for the annual colt development, swine, sheep and beef production contests will culminate in this space, as well as the students' Little International fitting and showmanship competition.

Resumption of the annual turkey show will be permitted through use of some of the space in the huge new fieldhouse.

The many-sided educational affair places in review all phases of the state's agricultural problems and their scientific solution.

### Genesee President and Beet Loader



Here is Wilbur Short of Swartz Creek, president of the Genesee County Farm Bureau for many years, and the sugar beet loader which he and his son Lyle constructed last summer to handle 15 acres of beets.

The Short's farm 225 acres in Mundy township. The idea of building the loader originated with Lyle who read of a beet loader coming onto the market. Father and son decided to try their hand at building one. An old gasoline motor, spare planks and boards, wheels and other parts from discarded farm implements were used. They bought only two pulleys and a metal base for the loading chute.

The loader is attached to a truck. With two men forking beets into the loader they were able to load and haul as much as 2 1/2 tons of beets in one day with one truck. It was much faster and much easier than the old way. Wilbur and Lyle Short are now interested in perfecting their loader so that it will pick the beets off the ground.

### BUREAU FIGHTS 50 PCT. CUT IN BEAN TARIFF

Proposed Trade Agreement With Chile Had This Provision

Shall the U. S. tariff on beans be reduced 50% in connection with the pending reciprocal trade agreement with Chile, and thereby be extended to many other nations under the most favored nation clause?

The American Farm Bureau Federation, the Michigan State Farm Bureau and the Michigan Elevator Exchange have said "No!" to the U. S. Department of State.

The Farm Bureau and the Exchange have spoken and continue to speak for 57,000 Michigan farmers who grow 80% of the white pea beans produced in the United States.

**Our Surplus 3,500,000 Bags!**  
Last year Michigan bean growers had a surplus of 3,500,000 hundred pound bags of white pea beans—a surplus that was relieved only by the Farm Bureau, the Exchange, and other groups including the Federal Surplus Commodities Corporation to buy more than 1,000 carloads of Michigan beans for relief purposes. These purchases relieved the surplus and increased the price of beans appreciably, but there is no shortage of beans in the nation. Far from it.

Should the U. S. State department include 50% tariff reduction on beans in its reciprocal trade agreement with Chile, floods of Japanese and Chilean beans would soon appear at our ports. Not only Michigan bean producers would be damaged, but growers of pea beans, great northers and other varieties in New York, Montana, Idaho and California.

**It Hasn't Happened**  
So far the protests of the Farm Bureau and the Michigan Elevator Exchange appear to have been effective. The Chilean trade agreement is still pending.

Early last fall, when Secretary Brody of the Michigan Farm Bureau learned what was contemplated regarding beans from Chile, he supplied the American Farm Bureau at Washington with information regarding the situation in Michigan. He asked that the proposed tariff reduction for beans from Chile be protested as aggravating an already distressed industry.

The Michigan Elevator Exchange proceeded through its legal representative at Washington, and was assured help from the American Farm Bureau.

**Farm Bureau Files Protest**  
On November 11, 1939 President O'Neal of the American Farm Bureau filed a brief with the State Department's Committee on Reciprocity Information. He protested any reductions or concession in existing tariffs on beans and certain other commodities in the proposed Chilean agreement that would hold or reduce domestic prices for these commodities below parity price levels... which are quite a ways above present prices for beans. The O'Neal statement was considered a complete statement of Michigan interests.

November 27 the State Department held a hearing on the Chilean agreement. At that time interested parties who had filed written briefs could submit additional material. The Farm Bureau protected itself with a writ-

### Detroit Packing Co. Has 3,600 Stockholders

The co-operative Detroit Packing Company will invite 3,600 live stock producer-shipper stockholders members to its annual meeting, March 9, 1940, at Detroit.

Since going on a revolving stock plan, whereby every farmer shipper becomes a stockholder through a small retain from each shipment, the membership of the Packing Company has increased by 3,200 in two years. The voluntary retain program helps provide the company with needed working capital and qualifies farmer shippers for membership in the co-operative.

The system provides that certificates issued for the retains shall be called for payment of principal to the farmer owner within a few years. Series 1938 will be retired before Series 1939 and so on. In the meantime the certificates may draw up to 5% interest. Last October the directors voted that the 1938 certificates shall draw 4% interest for the year 1939.

### NO SHORTAGE OF POTASH FERTILIZER

American Production Removes Scarcity We Had in World War

There is no danger of a shortage of potash fertilizers for 1940, according to the American Potash Institute. Since the war broke out in Europe the question has been raised of a possibility of such a shortage. During the World War there was a critical scarcity of potash and the price skyrocketed. In those days potash came from Europe. During the war it became almost impossible to get potash, and yields and quality of many crops suffered from lack of this important plant food.

Today the situation is far different. There are several sources of American production, in California and New Mexico. They supply a large share of American potash requirements.

The potash deposit in California consists of a porous crystalline mass which is permeated by a dense alkaline brine. This brine is pumped out and put through a refinery which takes out impurities and turn out a pure, high-grade muriate of potash. The deposits in New Mexico are in the form of salt beds about a thousand feet below the surface of the ground. Potash salts in a pure state are similar in appearance to ordinary table salt, and in fact, this is the principal impurity in the potash deposits. These salts are blasted loose and taken to the surface where they are sent through a refinery. The product from these plants also is a very high grade of muriate of potash.

ten request for the privilege to offer testimony, but having nothing to add to its written brief it did not testify.

Since the November 27 hearing the American Farm Bureau has continued its discussion of the proposed Chilean trade agreement with officials of the State Department, urging that careful consideration be given to the Farm Bureau's representations of the damage that would be done to the bean industry should the tariff be reduced 50%.

The envelope for letters was invented in the United States in 1847.

### ALFRED GEORGE HEADS FARM BUREAU SERVICES

Farm Bureau and 137 Co-op Stockholders Told of Progress

Alfred George of Buchanan, president of the Farm Bureau Services, Inc., was re-elected for another year at the annual meeting of the stockholders at the Michigan State Farm Bureau at Lansing, December 14. Mr. George became president at the 1936 annual meeting, and has been re-elected each year since.

Stock in the Farm Bureau Services



ALFRED GEORGE

is held by the Michigan State Farm Bureau as majority stockholder, and by 137 associated farmers elevators, fruit ass'ns, co-op creameries and other co-operatives groups. The meeting was attended by nearly 200 representatives of the stockholders.

**Problem is Volume**  
"The past year has shown considerable progress in new and improved lines of merchandise, better standards, specifications and reduced prices on many items," said Clark L. Brody, executive secretary. In his annual report.

Pointing out that the opportunities for increased earnings for co-operative stockholders and patronage dividends to their memberships lie in increased business with the Farm Bureau Services, Mr. Brody said:

"Sometimes we hear managers say that they must handle brands of merchandise other than Farm Bureau because their customers will demand them and if they do not supply this demand, the customers will buy from their competitor. Experience in operating the Farm Bureau branches and management contract points shows that handling only Farm Bureau items reduces the rate of inventory turnover and does not handicap volume."

**Seed Service**  
Commenting upon the operations of Farm Bureau service departments, Mr. Brody said, in part:

"The cleaning and handling of field seed was one of the early projects of the Farm Bureau. For 20 years Farm Bureau brand seeds have set the standard of quality for Michigan. Most of you present here today remember the situation when unadapted and foreign seed failed to stand our winter conditions. They cost farmers of the state thousands of dollars through the (Continued on page 2.)

### Reductions \$2 to \$5 Per Ton, and More

Organization Starts New Year with a Happy Announcement for Farmers; Recalls Big Reduction in 1921

The Michigan Farm Bureau in late December made its membership and other patrons a holiday greeting in the shape of a sweeping reduction in fertilizer prices for spring of 1940.

Farm Bureau fertilizer prices have been reduced from \$2 per ton on the lowest cost fertilizer to an average of around \$5 per ton on the most popular analyses for general farm use. On the higher analyses fertilizers the reduction is even more.

#### Farmer Gets The Benefit

"There is nothing mysterious about the reduction in Farm Bureau fertilizer prices," said Clark L. Brody, executive secretary of the Farm Bureau. "By agreement the Farm Bureau Services, Inc., and the plant manufacturing our fertilizers have changed from the manufacture of a large number of fertilizer analyses to 12, all of which are recommended for Michigan crops and soils, and have been most popular among Michigan farmers. The list for spring 1940 includes such favorites as 0-20-0, 0-12-12, 0-14-6, 0-20-20, 2-12-2, 2-12-6, 2-8-16, 2-16-8, 3-18-9, 4-10-6, and 4-16-4, and 4-24-12."

"This economy in manufacturing," said Mr. Brody, "together with a situation in the fertilizer industry, plus the large scale buying power exercised by the Farm Bureau Services and associated farmers' co-operatives for the benefit of Michigan farmers has resulted in savings which we are passing on to the Farm Bureau membership and patrons of Farm Bureau dealers in lower prices for Farm Bureau fertilizers. It is the same high quality fertilizer that the Farm Bureau has offered for years."

#### Farmer Support Will Count

"As yet," said Mr. Brody in a statement to the Farm Bureau membership, "not all of the competing companies in our state have lowered their quotations to our price level, but some have and undoubtedly all will have to do so. I feel it important to advise you at this time that you can greatly aid the efforts of your State Farm Bureau by buying Farm Bureau fertilizer from your local organization, and by urging your neighbors to do likewise. In completing the arrangements we have laid much stress on the additional tonnage to be obtained. By using Farm Bureau fertilizer you will be getting the highest quality product and at the same time you will aid greatly in holding the volume at a point where the maximum purchasing advantages can be maintained."

"Whether or not the Farm Bureau can maintain this position on fertilizer prices for this and other seasons will depend upon the purchasing support given by the members."

#### Fruit Growers Meet Jan. 15-19

Promise of a peek at what Michigan's fruit industry may see in 1950 is offered in announcement of the annual fruit growers' conference to be held at Michigan State College Jan. 15 to 19.

The leading professional man in pomology in eastern states, Dr. H. B. Tukey, chief of research at the New York Experiment station at Geneva, is scheduled for three talks in the five days.

Guest speakers will include Robert Anderson, fruit grower at Covert; H. B. Beseigel, Huron Farms company manager at Ann Arbor; Russell Braman, fruit grower at Grand Rapids; W. C. Dutton, East Lansing, horticulture director for the Dow Chemical company; George Farley, fruit grower at Albion; Fred L. Granger, manager of the Producers' corporation at Benton Harbor; Erwin Klenk, fruit grower at Sparta; and C. C. Taylor, Albion fruit grower.

#### Bureau Seeks Marketing Agreements for Cherries

In addition to horticulture department staff members, the program will include material from the College department of botany, entomology and soils.

**Ionia Annual Meeting**  
Officers elected by the Ionia County Farm Bureau at its recent annual meeting were: President, Mark Westbrook; vice president, Charles M. Wright; secretary, Charles H. Mattison; treasurer, Stanley M. Powell. These were A. B. Brown, Mrs. Earl Nash, Mrs. Harold Curtis and Ford Goodemot are the board of directors. One hundred twenty-five members attended the annual meeting and supper, which was followed by an entertainment.

Postage stamps were first used in Paris about 200 years ago.

# MICHIGAN FARM NEWS

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

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**EINAR UNGREN**.....Editor and Business Manager

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## Moves to Make Us Pay Tribute

The action of an egg candlers' union at Chicago in demanding a recandling of Hamilton Farm Bureau eggs from Michigan which had been graded and sealed at Hamilton by federal inspectors brought home an inkling of tactics that may be used by some labor organizations to "unionize" Michigan farming.

When the Chicago egg candlers' union leaders proceeded to disregard federal grades and create an additional marketing expense to be charged back to the producers of the eggs, their sole interest was in providing something to do and pay for members of their union. But they backed off when the Hamilton Farm Bureau, the Michigan State Farm Bureau and the American Farm Bureau protested to federal authorities the disregard for federal grading laws.

Michigan farm co-operatives and others sending trucks into the Chicago and other markets have gone along in the matter of their drivers being made members of a city truck drivers union; they have put up with the business of paying union dock works to unload their trucks, but such tactics as the foregoing egg candling deal are nothing less than a racket.

Only a strong Farm Bureau organization that can go to the legislature as a representative farm group can protect Michigan farmers against such drives for tribute. Congressman Clare Hoffman of Allegan described some of them when he said to the House on July 20, 1939:

In California it (the labor union) demands that poultry and farm products put on city markets shall bear a union label. It demands that dairy products, milk, butter, cream, and cheese, shall be sold by the farmer only when he can show that it has been hauled to market by a union teamster; that the cows which gave the milk have been fed on hay and grain hauled by a union teamster.

In Wisconsin it has demanded that employees of farmers' co-operatives join its ranks and pay tribute to it; that otherwise they shall not process the farmer's milk; they shall not can nor handle the farmer's fruit and vegetables which he has for sale.

In the South it demands that berries before shipment bear a union label; be handled by union labor.

When Michigan farmers ship their eggs to New York (and Chicago), again this organization would levy tribute, although their product has passed State and Federal inspection.

Ever closer to the home, to the daily activities of the American farmer, this organization is coming. It is not too late, if the farmer now awakens to his peril and at the polls repudiates all those who bear the label of and owe allegiance to this organization, which would completely wreck him, financially destroy his independence, and make him subject to the orders of a racketeering so-called union-labor leader.

Unless he meets and defeats this force at the polls, the American farmer will either surrender his independence, acknowledge his serfdom, or by force, do physical battle with those who are seeking to bring him under the yoke so successfully imposed upon many of the industrial workers.

## Clement H. Bramble

We knew Clem Bramble for quite a number of years. When he passed away the night of December 4 as the result of an automobile accident, we lost a good friend. He had a lot of friends. He had acquired them through a long and useful life. Mr. Bramble was 79, but he was a vigorous man for any age. For 50 years and more he was a member of the Grange. During those years he rose through the ranks to become Master in 1932.

As Master of the Grange, Mr. Bramble brought with him a well informed interest in rural schools, in good government, and in good citizenship. He was familiar with the viewpoint of rural Michigan upon these and other matters. He expressed that viewpoint to other groups and to the public with ability and a desire to be helpful. And he was asked to do so on many occasions.

Mr. Bramble was a good friend and a firm believer in the cause of farm organization. We shall miss him.

## How Permanent is the Farm Program?

Ever since the Hoosac Mills decision of the U. S. Supreme Court in 1936, the farmers, hat in hand, have had to come back to Congress—representing all the people—to ask for the necessary funds to run the farm program. Each year the people through Congress have granted the request, said Sec'y of Agriculture Henry Wallace to the American Farm Bureau at the convention December 5.

But each year the farmers are asked by spokesmen for industrial and financial interests, how long is this going to go on, with agriculture getting this amount of money? The farmers naturally wonder why they alone, of all the great economic groups, have to come back each year and meet a fresh challenge by other economic groups to their method of attaining bargaining equality.

Farmers have not asked that labor come back and seek a renewal of the bargaining power laws which give working men an added income of billions of dollars a year. They wonder why business should not have to come back each year and have its tariff validated. They would like to ask, how long are we going to pay tribute of billions of dollars a year in the form of tariff-protected prices? If agriculture has to come back to Congress each year to get a partial equality in bargaining power, farmers would like to know why labor, corporations, and tariff-protected industry should not be forced to pass a similarly-rigid annual inspection.

The farmers proved that they stand for a balanced



## Fun to Be Sick

I like to be sick,  
If I ain't too sick,  
Say just a cold in the head;  
And after the morning chores are done go right back to bed.  
Not so sick as to suffer much but just enough to show  
How much my Marthy can do for me when I am weak and low.

She brings me water to soak my feet, and a towel to soak my head,  
She keeps one hot and the other cold and I feel right comforted.  
She ties a pork-rind on my throat to loosen it up somewhat,  
She brews a kettle of catnip tea and makes me drink a lot.

She covers me up with a patchwork quilt till I sweat at every pore,  
She tucks me in and I take a nap—and then get doped some more,  
And what with treatments of sundry sorts and various kinds of tea  
She just proceeds to sweat and dope that cold right out of me.

Now in the course of my daily life I wait on fowl and beast  
And nobody fetches and lugs for me, outside the house at least.  
So just to be tended, hand and foot, is a treat that's pretty slick  
That's why I say bein' sick ain't bad if you ain't too gol-darn sick.

Of course it isn't near so nice when a man is curled up tight  
With pills and bed-pans and fever-charts, and not much rest at night.  
Then he gets to thinking long tired thoughts and can't quite think 'em  
through,  
And wonders if he has lived just right, and what will Marthy do.

But just the regular run-of-the-mill, bad colds and belly-ache  
And gripe or a touch of the rheumatiz are not too hard to take  
When they make you a king in your own good right, born to be tended to.  
I like to be sick—  
If I ain't too sick;  
Just once in a while,  
Don't you?

budget when they proposed the original Triple-A back in 1933. For two and a half years, until the Hoosac Mills decision of the Supreme Court in 1936, this program was self-financing. It is not the farmers' fault, said Mr. Wallace, that since that time the farm program has had to be financed by appropriations from the general treasury.

## Somebody Wants to Put a Damper on Us

If, as articles in the newspapers suggest, the decision of Secretary Wallace to exercise active control over all services of the Farm Credit Administration is to be followed by a change of policy that will put a damper on loans to farmers' co-operative marketing and purchasing ass'ns, that is fighting news.

But, we are inclined to the belief that these articles do not reflect the Secretary's views, but rather wishful thinking on the part of interests who have always found farmers' co-operatives irritating. The newspapers do us a service by calling attention to the new direction in which pressure will be exerted.

The Bank for Co-operatives appears to be the target because it makes rather low cost loans to co-operatives on merchandise on banking terms, and makes mortgage loans to co-operatives to help them build or improve their property for service. Objectors charge the money is borrowed from government funds, or is money available from the sale of tax exempt bonds.

We ask you, from whence have come the funds of the Reconstruction Finance Corporation for loans to railroads, banks and to industrial concerns to save them, or to improve their facilities, as in the case of the railroads? Why from government loans, of course. Both RFC and Bank for Co-operative Loans are being repaid by the borrowers. The results from these loans have been good. No one is going to damper the Bank for Co-operatives without having a fight on his hands.

## Co-ops Going After Institute

(Continued from Page 1)  
feeds, fertilizers, machinery and other items. They have stories to tell and know how to tell them.

The Institute opens with a general session each morning and splits up into perhaps a score of commodity and service sections for the remainder of each day. There will be occasional evening sessions.

Directing the Program  
This was made known January 4 by Clark L. Brody, N. P. Hall, Dr. J. W. Patton and Elmer A. Beamer. They are the executive committee of a general program committee of 30 or more to be summoned from several states for a program building session at Lansing February 7 and 8.

General Committeemen present January 4: Chairman C. L. Brody, Mr. Rogers, Detroit Packing Co.; Elmer A. Beamer, state commissioner of agriculture; Frank Oberst, Farmers & Manufacturers Beet Sugar Ass'n; Charles Ranney, Elsie Co-op Creamery; Dr. J. W. Patton, A. B. Love, Dr. R. V. Gunn, Ralph Tenney, Michigan State College; N. P. Hall, I. T. Pickford, Michigan Milk Producers Ass'n; C. A. Coffman, Fred Walker, Michigan District, Mid-West Producers Creameries, Inc.; Carl Buskirk, Farm Bureau Fruit Products Co.; Fred Hibst, Michigan Potato Growers Exchange; Neil Bass, Stanley Wellman, Michigan Elevator Exchange; Jack Yaeger, Einar Ungren, Michigan State Farm Bureau; Charles Holman, Sec'y, American Institute of Co-operation.

## Ingham Live Stock Day January 19

Ingham County is to have its second all-day live stock marketing day program at the Legion Hall, Mason, Friday, Jan. 19, starting at 10 a. m. It is sponsored by the Ingham County Farm Bureau Co. Agt. H. H. Barnum and live stock men are co-operating. Starting at 10 o'clock buying of feeders will be discussed. Luncheon at noon at 60c. Jack Yaeger membership relations director of the Farm Bureau, will speak. In the afternoon Jim Poole will discuss methods of selling live stock today and the future of livestock markets.

## PROPER USE OF LIME PAYS PLENTY

Increases Crop Yields; Helps Get Stands of Alfalfa and Clover

Liming or marling should be done several months prior to the seeding of alfalfa or sweet clover for best results. It is important in orchards and pastures. The amount to be applied depends on how acid the soil is and may be determined by very simple tests, information concerning which may be obtained from your county agr'l agent.

There is much evidence showing the marked increase in crop yields following adequate applications of lime or marl and the proper use of legumes.

As the amount of lime material in the soil is reduced through leaching and the removal of crops, soil acidity increases and clover failures become more and more frequent. With present prices of alfalfa and red clover seed, the failure of a single seeding may represent as much loss of cash and labor as would be required to lime the field—with marl obtained from local pits—sufficiently to sweeten the soil enough to grow the legume desired.

Other losses accompany seeding failures. Lack of cover leaves the soil exposed to the erosive actions of wind and water, and frequently the presence of a gully or blow-out in a field may be attributed to that fact that lime had not been applied to that field. Sour soil, no lime applied, seeding failure, little or poor cover, and the result is erosion. This is the story in a nut shell. It explains also the emphasis placed on marling or liming by your agricultural agent, your County Agricultural Conservation Associations, and the local staff of the Soil Conservation Service.

The Banfield Farm Bureau group in Barry county met with Mr. and Mrs. Fred Frey, Wednesday evening, December 13. The topic "Agricultural Adjustment" was discussed. The general opinion was that the program was a benefit to all.

## Alfred George Heads Services

(Continued from page 1)  
cost of the seed that failed to produce a crop, to say nothing of the loss of the crop itself and the consequent disturbance of the crop rotation. In the managers report on the activities of the Seed Department, Roy Bennett this to say:

"Another good seed year just passed and we are sure you are proud of helping to complete 20 years of distributing good seed to Michigan farmers. We find, however, to keep up our high standards of quality we are constantly adding new cleaning equipment. More strange weeds are coming into the state each year, which shows there are too many just selling "seed" without regard for damage resulting from these weeds which are foreign to our state. Sell more Farm Bureau seeds and scatter less weeds.

"For two years we have been favored with late falls, which have been ideal for late maturing of certain hybrid corns that are not adapted for our state. Sooner or later our Michigan farmers are going to get stung. Be careful and don't be a party to selling corn that won't mature in a normal year."

### Petroleum Products

"The fiscal year just closed shows a good increase all along the line, but particularly in gasoline sales. This gain is largely due to the addition of 12 new bulk plants during the past year; however, a checkup on the old plants shows that they have, almost without exception, increased their gallonage.

"The following plants were installed during the past year: Emmett, Hillsdale, Hudsonville, Imlay City, James-town, Lapeer, Mason, McBain, Oxford, Richmond, Snover, Vriesland.

### Farm Machinery

"An outstanding development in this department was to become distributors of the line of wheel and crawler tractors made by the Cleveland Tractor Company. A considerable volume of business has been done on these tractors. Sales on Unico tires have been very good. Arrangements were made through the National Co-operatives to secure cream separators under the Co-op trade-mark. They are made by a reliable manufacturer and have many improved features. Through this group we were able to reduce prices materially.

"During the year arrangements were completed through the United Co-operatives to secure such new items as Unico poultry equipment, forks, rakes, hoes, and shovels. This department is showing marked improvement, but needs more customer and dealer support in order that volume may be built up to a point where it will be a more important factor in reducing prices and increasing income."

### Feeds

"The feed department of the Farm Bureau Services is still the most important from the standpoint of volume and the possibilities of helpful service. We wish to acknowledge the helpful co-operation of the Poultry Department at Michigan State College, and particularly, Prof. J. A. Davidson of that department, who has been consulted frequently in respect to changes necessary to improve old formulas and proposed new feeds to be added to the line."

### Fertilizer

"A radically changed fertilizer sales program has been perfected to be presented to our stockholders and distributors for the 1940 spring season. Again our organization has taken the lead in offering materially reduced fertilizer prices which will mean savings to all Michigan farmers."

### Paints

"Since the inception of the Farm Bureau soya paint program in August, 1938, this department has been developing very satisfactorily. A more intelligent and aggressive sales program has functioned with the effect that during this past year our paint volume is more than treble the previous year's business."

### Binder Twine

"The increase in use of combine has correspondingly decreased the use of binder twine, but it will be a long time before binder twine will be entirely out of the picture. In the meantime Unico brand binder twine will continue to maintain its high standard of quality."

### Fence and Steel Products

"Prices have been fairly stable during the past year. In spite of the possibility of price increases due to European war."

### Insecticides

"This is another department which shows decided improvement in volume this past year. New products and increased sales efforts on the part of our sales department as well as additional help on the part of supplying companies, have been the major contributing factors to increased sales."

"The Farm Bureau Services," said Mr. Brody, "can be of greater benefit to local co-operatives, their customers and Farm Bureau members as it grows in volume, for with increased purchasing power comes lower costs and increased returns. The personnel, the products, and the service are available - what is needed is more nearly 100% co-operation to build the organization that you want it to be."

### Directors for 1940

The Services elects a board of directors at each annual meeting. At the 1939 meeting W. E. Phillips of Decatur was elected to represent the Michigan State Farm Bureau, in place of J. J. Jakway, who retired as Farm Bureau president and as director in November. Other Farm Bureau directors were re-elected: Paul Begick of Bay City; Charles Woodruff of Hestings; H. H. Sandford of Battle Creek; C. J. Reid of Avoca. Directors re-elect-

# The Associated Women of the American Farm Bureau

Mrs. Pearl E. Myus, Director for Michigan

## MICHIGAN WOMEN AT THE AMERICAN FARM BUREAU CONVENTION

### MRS. LAURENCE PORTER LAPEER COUNTY

"Win or lose, you can't help but derive a great deal of pleasure and profit from the experience of participating in a Farm Bureau Women's Speaking Contest".

Mrs. Porter, who won in Michigan, represented her state in the finals at the Chicago convention. In a close contest, the national honors went to Mrs. Marshall of the Connecticut Farm Bureau. The subject for 1940 is "Producer and Consumer Relations." Mrs. Porter said she found the Michigan State Library a good source of material in preparing her manuscript.

### MRS. RALPH BABCOCK ST. CLAIR COUNTY

"I didn't realize that the women of the American Farm Bureau were carrying such an important part of the program."

"It was interesting to me to observe on the Sunday evening in the Stevens lobby so many people arriving from different states, and especially the southerners with

their pleasing accent. People introduced themselves and their conversations turned to the Farm Bureau. Three thousand people came from many states to stand together in building the Farm Bureau program."

### MRS. ADA WURZEL ST. CLAIR COUNTY

"When I think of a group of farmers building such an organization that they can bring such speakers to their banquet table as Secretary of State Cordell Hull, Secretary of Agriculture Henry Wallace, Mayor Kelly of Chicago, Governor Townsend of Indiana and others, we must carry some weight in the nation."

### MRS. ARTHUR MARTIUS, LAPEER COUNTY

"The loyalty and interest of Farm Bureau members in their organization impressed me. With all the attractions of the big city and their freedom to choose, each session was attended by a large majority of the delegates and visiting members."

ed representing the associated co-op stockholders: Alfred George of Buchanan; Ray Allen of Oxford; Thomas Berghouse of Falmouth; Merle Crandall of Howell.

H. H. Sandford was elected vice-president. Clark L. Brody was re-elected as executive secretary and treasurer.

## Behind the Wheel

(Continued from page 1)

### COUNTY SECRETARY

For 16 years, Mr. Floyd Walworth has been secretary and a director of the Shiawassee County Farm Bureau. At first he was secretary but not a director. Since 1923 he has also

been a director. Mr. Walworth remembers the first car purchased by the County Farm Bureau for the agricultural agent. He recalls that it was the first model to have a closed top and that "was something". Shiawassee was one of the first County Farm Bureaus to have a woman on its board of directors, Mr. Walworth said.

### Potato Champion

J. D. Robinson, veteran Farm Bureau member of Pellston, Emmet county, produced 615 bushels of certified Russet Rural seed potatoes per acre on the best 5 acres of his 13 acre potato field. It's a new state record, and Mr. Robinson is king of the certified seed potato producers.

## If YOUR Car IS STOLEN

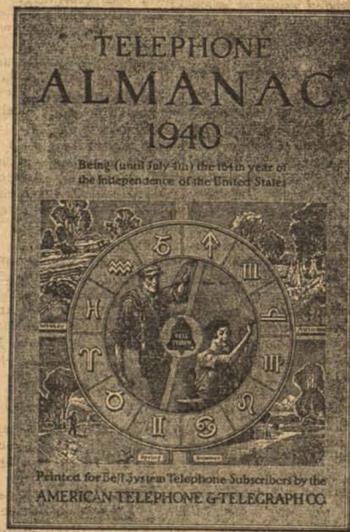


You get real help... real service. If you have a State Farm Mutual Automobile Insurance policy. Ask any of the 600,000 State Farm policyholders.

Let me explain our standard full coverage policy. It fits the average man's pocketbook. No obligation, of course.

### 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



## IT'S Free!

Copies of the big 32 page Bell Telephone Almanac for 1940 now are available at all business offices of the Michigan Bell Telephone Company. We shall be glad to give you a copy. Stop in at our nearest business office.



MICHIGAN BELL TELEPHONE COMPANY

Millions of Grape Vines

Michigan produces annually such a volume of fruit that grapes in the state sometimes are overlooked. But a statewide estimate indicates there are approximately 18 million vines which in 1938 bore enough fruit to give the state third place nationally.

NEW KIND OF PORTABLE MILKER

MEETS ALL INSPECTION PLUS! 5 Parts - 47 Assembling - 2-revolving milk cans - CLEAN in a few seconds. Vacuum adjustable - 2-revolving milk cans - no pipelines. NEW Lip Action Valve - 35 years' experience. Nothing like it in the world. Don't buy any milk until you get facts about the new Anker-Holt portable milker.

Only Cyclone GIVES YOU ALL OF THESE

Expansion wings - perfected heating bar - draftless ventilation - full edge heating - Celotex insulated Armo Metal construction - full automatic controls. Order Now While Prices Are Low. THE CYCLONE MFG. CO., URBANA, ILL.

YOUR HENS KNOW WHEN AND HOW MUCH

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



RUNNING WATER FOR THE FARM HOME

YOU can double your home comfort and enjoyment by providing running water and modern plumbing. A concrete septic tank will dispose of all human and household wastes and protect your drinking water against contamination. A wise investment in health and happiness!

A booklet that gives complete construction details for concrete septic tanks and well protection is yours for the asking. Also booklets showing how to build other concrete improvements needed on the modern farm. You can do concrete work yourself. Or ask your cement dealer to recommend a good concrete contractor.

PORTLAND CEMENT ASSOCIATION Dept. W-14 602 First Bldg., Lansing, Mich. Guard His Health with a Concrete Septic Tank. Foundations. Feeding Floors. Poultry Houses. Milk Houses. Storage Cellars. Sills. Home Improvements. Fireproof Homes. Concrete Making.

LIVE STOCK PRODUCERS

Michigan Live Stock Exchange has operated a successful live stock commission selling agency on the Detroit and Buffalo markets since 1922. BECAUSE (1) It maintains a thoroughly trained and experienced personnel. (2) It is represented on every principal market in the United States by Producer owned and operated agencies. (3) It renders better information and market service to its members. (4) It can furnish 4 1/2% money for financing feeding operations.

PLUS All the regular features of good practice in the live stock commission business. REMEMBER When you patronize the Michigan Live Stock Exchange you are building your own live stock marketing agency. Reports furnished Michigan State College Radio Station WKAR for early markets at 6:45 a. m.

MICHIGAN LIVESTOCK EXCHANGE Secretary's Office Hudson, Michigan Frank Oberst, President; J. H. O'Malley, Secretary & Treasurer; George J. Boutell, Manager

SHIP YOUR STOCK TO US AT Michigan Livestock Exch. Detroit Stockyards Producers Co-op Ass'n East Buffalo, N. Y.

BOSTON ONCE HAD A FROZEN WELCOME

For National Wool Marketing Ass'n; Today Boston is Much Nicier

The progress which has been made in the co-operative marketing of wool in Michigan and throughout the United States was considered and discussed at a conference held at the Michigan State Farm Bureau headquarters in Lansing, Thursday, January 4. The meeting was attended by leading growers and by extension specialists from Michigan State College, and several county agricultural agents. C. J. Fawcett of Boston, general manager of the National Wool Marketing Corporation, traced in a very interesting way the history of co-operative wool marketing during the past few years. When the National Wool Marketing Corporation decided that it should move its headquarters from Chicago to Boston, no bank that was a member of the Boston clearing house would accept the \$100,000 which the growers organization sought to place on deposit. It was also impossible to secure any space in a public warehouse in Boston or to hire any Boston wool grader. This was because the sentiment of the firmly entrenched old-line wool trade was so strong against the co-operative movement that no established business agency in that city dared be friendly to the co-operative institution.

Sales 10 Carloads Daily. In contrast to that situation which prevailed only a few years ago, the National Wool Marketing Corporation now handles more wool than any other firm in the United States and also its commission charges are no higher than any other firm and in fact have been repeatedly decreased. It has accumulated an unimpaired surplus of over \$1,000,000. Last year they merchandised over 60,000,000 pounds of wool which would average 10 carloads daily. It handled this huge amount of wool with absolutely no credit loss and paid the railroads \$1,050,000 in freight charges.

Mr. Fawcett emphasized that in this country wool is a deficiency commodity in that we normally consume more wool each year than we produce. Hence thru proper marketing the domestic price should be maintained at importing parity, by which is meant the world price of wool plus the cost of bringing foreign wool here and paying transportation and tariff charges. The National Wool Marketing Corporation has exerted a strengthening and stabilizing influence on wool prices and by the competition which it has given to old-line wool dealers has reduced the spread between growers and woolen mills by at least 50 per cent. It is owned and controlled by about twenty member associations of which the Michigan Co-operative Wool Marketing Association is one. It secures funds for advances to the growers thru the Central Bank for Co-operatives at low interest rates. In seven years out of ten, the market advances with the season so that is one reason why the consignee usually receives more for his wool than the grower who sells locally at shearing time.

Final settlements on the 1939 Michigan Wool Pool were sent out during the first week in December and in most instances represented substantial profits to the growers over what they would have obtained by selling to old-line buyers. During February several County Wool Producers' Associations will be holding their annual meetings and on March 6 the Michigan Co-operative Wool Marketing Association will hold its annual meeting in Lansing.

Million Fishing Licenses for 1940

The Michigan fisherman may get an idea of how numerous his fellow anglers are by realizing that the collective weight of the more than a million 1940 licenses, packed for 2,200 dealers, exceeds three tons. Each license is a small printed card. The 1940 one dollar resident licenses are necessary for any kind of fishing after January 1, and good for all kinds. Forty cents from each license sold will go toward purchase of lake and stream frontage to insure continued public access to fishing grounds and for lake and stream improvement and research.

Caro Farmers Co-operative Elevator Company celebrated its 25th anniversary year during 1939.

A Genesee Farm Bureau Idea



This sign in colors and 28x44 inches in size is being erected by Farm Bureau members in Genesee and adjoining counties in a spot near their farm homes where it will attract the attention of passing motorists. A smaller size, 22x33 inches, is available for farm trucks. For several years the Genesee County Farm Bureau has been promoting the proper advertising of Michigan farm products by farmer producers. The board of directors agreed that the design above would serve their purpose. The board has made arrangements to have the signs made in the two sizes described. They attract a great deal of attention, and the reception to this form of advertising by farmers is favorable indeed. Signs are furnished Farm Bureau members at cost by the Genesee, Lapeer, St. Clair, Sanilac, Huron and Oakland County Farm Bureaus. In Genesee county, President Wilbur Short of Swartz Creek heads the sales group, which includes members of the board of directors, as follows: Mr. and Mrs. Fred Lang, Burton township; Mr. and Mrs. Eugene Kurtz, Atlas township; Mr. and Mrs. Alonso Torrey, Mundy township; Mr. and Mrs. Nell Gifford, Davison township, and Mr. and Mrs. Ward Perry, Grand Blanc township.

1940 for Us Will be Largely What We Let it Be

It's a Good World, and We Enjoy Life More if We'll Admit It

By MRS. EDITH M. WAGAR

Happy New Year! How we always hail the coming of a new year! And how fast these New Years creep up on us! We crowd so many things of interest to us into a week or a month that a year passes before we realize just what has happened. I recall my mother saying, "I'm so hungry to see another woman and to have an opportunity to talk with her; I haven't been beyond our gate in four months." What a difference! And why? There were several things that made mother's life no different than many others of the neighborhood. We recall the means for travel, the old-time winter weather, and the roads. There was a family of little ones and no definite call to go elsewhere.

We Take a New Start. We've left 1939 behind us. To many it was a disappointment. Perhaps they had set their stakes too high. To many it was a worry. There were war clouds hovering over the world in general and the fear of being drawn into the mess prevented many from enjoying more the blessings surrounding them. But now we have entered a new year. We can leave the old behind us and take a fresh start. We may have felt that everything had gone to the dogs, that the world was nothing more or less than a maelstrom of evil. It does look bad when we allow ourselves to look only on one side of the picture, but we don't have to go back so many years to convince ourselves that the world has really made a steady improvement.

It's within the memory of folks still living that many of our clergy supported slavery as a divine institution; most of them were silent on the liquor traffic, many approved of it and even a few were engaged in it. How long would we now tolerate a minister who invested his meager savings in brewery or distillery stock?

It's a Better World. In our own country we've made rapid and tremendous strides in our efforts for a universal education; against the evils of child labor; in caring for the afflicted and for the sick; in the prevention of epidemics; in caring for the needy and in sanitation and health conditions.

While we deplore the existence of crime surrounding us, we cannot say it's getting the start of us at all. We must remember that our population has increased far more rapidly as well as our means of information, but the ratio of crime never has been lower. We are too apt to think and speak of the things that we are not in accord with and all the same time hesitate to give any thought or expression of the great number of good things that touch us on every side.

How About Ourselves? There's the young folks of today. I don't believe they're any worse, in fact, I'm sure they're not anywhere near as bad as young folks were in days gone by. To be sure they take the breath out of some of us old fogies by their talk and their ideas and their actions and their dress. But at heart they are true, they are loyal, they are good. They only look at life with different eyes than we do and no doubt they will do a better job for their country and its people than we have.

I confess right now that I don't think we should be very proud of the mess we've been in and are still in quite deep. I'm certain our forefathers expected far more of us. The generations to follow can do no worse. A few years ago one of my friends

is full of good people. Men and women of faith will be optimistic and go forward. Good is in charge of a "going concern". I do not believe He has turned His world over to Mr. Hitler or to Mr. Chamberlain, to Mr. Roosevelt or to Mr. Dickinson, to the Protestants or to the Catholics, to the C. I. O. or to the A. F. of L., to the Anti-Saloon or to the Liquor Control Commission, to the industrialists, or to the farmer. We are all of His people and if we will only have faith in ourselves and our fellowmen and fill our hearts with hope for the best to be foremost, this world will shape itself into peace and contentment and a bright future.

1940 for each of us will be largely what we let it be. No doubt it will have its disappointments and its heartaches and grief. If we give up to them, we will drop back into the rear ranks and be ready to say we were given a raw deal. There'll be those who will think that they always come out of the little end of the horn, but it is to be hoped they'll be in a small minority. The history of 1940 may be the pivot on which the world turned to peace and prosperity.

O'NEAL HEADS AFBF FOR FIFTH TERM. 21st Convention Attended by 3,200 Delegates from 39 States. Edward A. O'Neal of Alabama, president of the American Farm Bureau Federation for the past eight years, was unanimously re-elected for another two-year term at the 21st annual convention of the Federation at Chicago, Dec. 4-8. Earl C. Smith of Illinois, vice-president since 1936, was also re-elected unanimously.

Directors from the various regions were re-elected for two-year terms, as follows: Northeastern Region, H. P. King, Trumansburg, New York; George M. Putnam, Concord, New Hampshire. Southern Region, H. E. Short, Brinkley, Arkansas; Ransom Aldrich, Michigan City, Mississippi; Midwestern Region, Dr. O. O. Wolf, Ottawa, Kansas; Hassil E. Schenck, Lebanon, Indiana; Murray E. Lincoln, Columbus, Ohio; Western Region, George Wilson, Clarksburg, California. The convention was said by officials to have been the most successful in Farm Bureau history, with more than 3,200 delegates from 39 states registered. Attendance at the banquet on Tuesday, addressed by Secretary of State Cordell Hull, exceeded 1,900.

Help or Kick? How easy it is to condemn those who think and act different than we do! In almost every group of folks congregated these days, there'll be some who will denounce the other fellow as a "communist" or "anarchist" just because they do not see eye to eye on public affairs.

It's too bad that we shorten our vision until we cannot see but one side to a question of importance. There's no public official's record so bad, but what one can find some good spots in it if we are only willing to see them. Why spend our time in condemning, in abusing, in spreading malicious stories! How much better job we might do if we would only offer our assistance or grant them an unhampered hand! They might surprise us, if only allowed to do their best. At least it might be wise if we would only ask ourselves if we would do any better if we had been the one chosen to do the job.

The Best Time for Living. Yes, 1940 is here ready to begin its march into history. This is a grand age that we are living in. The world

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.

CHICKS & PULLETS. PULLETS, CERTIFIED LEHORNS and Barred Rocks, ready now. Winter broiler chicks. Write or visit, Lowden Farms, R. O. P. Breeder, P. O. Rives Junction, Location, Henrietta, (11-1f-25)

FOR SALE - MISCELLANEOUS. MICHIGAN SEPTIC TANK SIPHON and bell as recommended by State College Agr. Engineering dept. Build your own septic tank and sewage system. Install when tank is built. Installation and operation simple. Discharges automatically. Have been sold 18 years. All in daily use and giving satisfaction. Instructions with each siphon. Price, delivered, \$7.50 which includes sales tax. C. O. D. charges are extra. Farm Bureau Supply Store, 723 E. Shawwassee St., Lansing, (2-4-1f-40b)

WATER FILTER. HARD WATER TROUBLE? SEND US a sample of the water. Give 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 the cost in one year. Semi-automatic. Requires only three minutes attention to regenerate. Price, \$15.00. Write Farm Bureau Supply Store, 723 E. Shawwassee St., Lansing, Mich. (2-4-1f-40b)

LIVE STOCK. REGISTERED HEREFORD, BULLS and heifers. We have a nice selection. Reasonable prices. A. M. Todd Co., Menasha, (14 miles northwest of Kalamazoo), (7-3-1f-22b)

MAPLE SYRUP EQUIPMENT. ALL MAPLE SYRUP MAKING AND marketing supplies, including "Old Reliable" Felt Filter Bag for cleansing. Three color labels, thermometers, hydrometers, buckets, flat bottom pans, tin and glass strainers, "King EVAPO-RATORS", sugar moulds, etc. For catalog and prices, write Sugar Bush Supply Company, Display room and office, 217 N. Cedar St., Lansing, Mich. (next door to State Farm Bureau), (1-1f-57b)

TREES & PLANTS. FOR BETTER AND MORE PROFITABLE Orchards and berry fields of tomorrow, plant Bountiful strain fruit trees, berry plants, and asparagus roots propagated for growth and production to give quick, dependable results. Send for our 48-page planter's guide, Bountiful Ridge Nurseries, Box M14, Princess Anne, Maryland, (1-2f-45b)

BEEKEEPER'S SUPPLIES. BEE HIVES, SECTIONS, COMB foundations, etc. Outfits for beginners. Send for catalog. GRAFTING WAX for orchardists. Both hand AND CRATES, BERRY BASKETS, MAPLE SYRUP CANS. Send for prices. M. H. Hunt & Son, 611 N. Cedar St., Lansing, Michigan, (1-3f-42b)

Providing They Have Capacity To Produce; Better Cows Pay Well. Twenty thousand cows, can't be wrong. So the figures obtained from herds in Michigan prove conclusively that with wise selection of feeds it certainly pays to feed a good milk producer. Dollar returns above feed costs rise surprisingly within reasonable limits. A year ago a mass of figures went into federal tabulators in Washington who searched for results from the Michigan dairy herd improvement associations records. Some of the animals fell into each of the various dollar return groups. In the lower brackets were some 156 pound butterfat average cows whose feed cost \$52 and who managed to return the small sum of \$24 above feed cost to the dairymen owning them. Contrast this, says A. C. Baltzer, extension dairyman at Michigan State College, with the top dollar earning cows. Their butterfat production averaged 544 pounds for 12 months, their feed cost was \$88, yet their return above feed cost was \$159. For an average of all the records, the cows produced 7,966 pounds of milk which contained 328 pounds of butterfat and gave dairymen an average return of \$88 over feed cost.

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EDWARD A. O'NEAL

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PAYS TO FEED GRAIN TO COWS

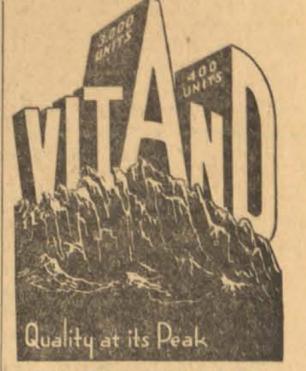
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Tanks between the rails from which railroad locomotives scoop up water without coming to a stop were first used about 1872.

Steam heat supplied by locomotives began to replace stoves in 1881, as a means of heating passenger cars.



Quality at its Peak. Farm Bureau Stores and Co-op Ass'ns sell Poultry and Stock feeds reinforced with VITAND Vitamin Supplement. These feeds should be better than the average quality because VITAND does not appeal to the mixer who seeks only the cheapest ingredients. VITAND contains minimums of 3,000 USP units of vitamin A and 400 AOAC chick units of vitamin D, per gram. Ask for Poultry Feeds containing VITAND. NAPHOLE, INC., BOONTON, N. J.

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. STATE FARM MUTUAL AUTO INSURANCE COMPANY, BLOOMINGTON, ILLINOIS



"If the railroads are so good - why aren't they rich?"

THAT'S a sensible question, and we'd like to answer it, because business success in these United States is judged pretty much by whether or not you're able to make money. But when you talk about the railroads you have to deal with two kinds of success that don't have much relation to each other. On the one hand is operating success. That includes, for instance, safety, and on this score the American railroads have the finest record in the world. Or it includes ability to handle the traffic and in 1939 - when records of grain receipts for a day, for a week, or for a whole season were again broken at important markets in both the winter and spring wheat belts - the railroads handled the job without a sign of car shortage. Or it includes speed - and the railroads in the past twenty years have stepped up freight speed by more than 60% - with similar improvements in passenger schedules.

Or it includes cost of service - and the railroads today haul a ton a mile at an average cost that's about the same you pay for a penny postcard. But when it comes to financial success - you run into this situation: Railroads meet all their own costs and help support the government as well. They operate under the strict control of rules and regulations built up over the past 50 years on the theory that they are a monopoly, but actually they compete with other forms of transportation which are promoted and subsidized by government. The effect of such inequality is to decrease railroad traffic and reduce railroad earnings. There is no question of the railroads' ability to do the job for farmers or for the nation from an operating standpoint. From the standpoint of earnings, all they need to make a living is a fair chance to meet other forms of transportation on equal terms.

A FAIR FIELD. NO GOVERNMENT FAVOR. IN TRANSPORTATION. SEE AMERICA BY RAILROAD - SPECIAL RATES FOR GRAND CIRCLE TOUR... Ask your ticket agent! ASSOCIATION OF AMERICAN RAILROADS WASHINGTON, D. C.

# Farm Prices Must Be High Enough for Fair Exchange for Industrial Products, —

## American Farm Bureau in Resolutions Declares Low Farm Prices and Wide-Spread Unemployment Are Inseparable

RESOLUTIONS ADOPTED AT 21ST AMERICAN FARM BUREAU FEDERATION CONVENTION AT CHICAGO, DECEMBER 7, 1939

### FARM PARITY AND NATIONAL PROSPERITY

A year ago the Federation made the uncompromising statement that prosperity could not and would not be restored except through the attainment of a sound, economic balance to permit the free exchange of goods and services between respective population groups on a fair price and income basis.

With much greater emphasis we reiterate that position. Either there must be a readjustment of industrial and labor policies to bring industrial prices to a level in relation to farm prices which will insure maximum consumption of the products of both agriculture and industry; or agriculture will be forced to demand of Congress appropriations adequate to make the AAA fully effective in bringing farm income to a level which will permit farmers to buy the products of industry in normal volume.

The parity price concept of agriculture as set forth in the Agricultural Adjustment Act of 1938 attests the sincerity of farmers because in that Act they ask only for farm prices high enough to insure a fair exchange of farm products for the products of industry.

### AAA HAS HELPED

We reaffirm our uncompromising support of the broad principles set forth in the AAA of 1938, which is the most comprehensive and effective law ever written by and for farmers. Under the AAA program progress toward parity has been made but we are still far from our goal because we have tried to pull a six-horse load with a two-horse team. Control of production has not been rigid enough to raise market prices to parity levels, although it has kept them considerably above the levels to which they would have otherwise fallen. At the same time appropriations for parity payments have been inadequate to bridge the gap between open market prices and parity.

We insist that it is time to face this situation squarely. We believe that failure to raise agriculture's income to parity is the major cause for the unemployment which has cost the Federal Government billions of dollars in relief appropriations. Furthermore, billions have been spent for pump priming, without solving the fundamental problem. This approach has gone into the wrong pumps. Labor needs more jobs and business needs more customers. Both of these needs can be met if the buying power of agriculture, the basic industry, is restored to fair position. This buying power can come only from parity prices.

We repeat that if industrial and labor policies are not modified so as to bring industrial prices into fair relation with farm prices, then agriculture must ask for adequate appropriations or other equally effective means of bringing farm prices and industrial prices into mutual focus at a level which will permit maximum exchange of goods and services by all groups.

To the extent that federal appropriations appear to be the only available means of bringing about fair economic balance between farmers and other groups, we authorize the Board of Directors of the American Farm Bureau Federation to insist upon adequate appropriations therefor and if necessary, to support such tax measures as may appear to be most feasible and most effective to assist in raising the required revenue.

We are deeply conscious of the public demand for substantial reduction in Federal expenditures and farmers completely agree that the business of Government must be put on a sound basis. Nevertheless, we believe that the present excessive cost of meeting emergency needs is the result of failure to solve the farm price problem. In other words, it is costing the Government billions because it is not doing the one thing which will solve at once the twin problems of low farm prices and widespread unemployment.

The unsettled condition of the world makes it increasingly imperative that the United States put its domestic affairs in order without further delay. The cost of accomplishing this by restoring agriculture to complete parity is hardly a drop in the bucket compared to the cost of neglecting to do the one thing which will solve our difficulties.

We have temporized with this vital question too long. We must not longer delay effective action.

### RURAL CREDIT

The present co-operative system of rural credit, including Land Bank Loans, production loans, loans to co-operative associations and intermediate credit, has been built up through almost twenty-five years of struggle and experience of farmers in an endeavor to attain and preserve a fair, effective, sound, permanent and independent farm credit system.

This achievement must not be compromised in any manner. We urge that the co-operative features of this system be expanded in the interest of economy, effective administration

and service to its member borrowers. Until the parity position of farmers is greatly improved we further recommend continuation, subject to Congressional review, of the present emergency interest rates on Federal Land Bank loans and Commissioner Loans; extension of the authority to make Land Bank Commissioner loans and an amendment to the Bankhead-Jones Farm Tenant Purchase Act to extend the same consideration to worthy distressed farm owners now extended to tenants.

### ADMINISTRATIVE CO-ORDINATION

Throughout recent years there has developed from the enactment of laws and amendments thereto the several lines of agricultural credit and the various types of action programs and administrative agencies for the improvement of agricultural commodity prices and rural conditions generally. They are well merited and have accomplished much for the betterment of agricultural conditions. Being developed at different times, it was only natural that what appears to be more lines of administrative machinery than are necessary have been put into operation that now reach into the respective states and the various counties therein.

In the interest of greater economy, a higher degree of efficiency, the removal of duplication of effort, better understanding and permanency, we recommend: that the Board of Directors give careful consideration to the advisability of securing such modification of law or laws as seems necessary to provide for placing the full administrative responsibility of all lines of co-operative farm credit and all types of agricultural commodity programs under the direction of two independent federal boards operating within or properly correlated with the Department of Agriculture.

### LOCAL CO-ORDINATION OF AGRICULTURAL PROGRAMS

We view with deep concern the growing tendency of governmental agencies to set up special field personnel to contact farmers every time a new program is to be developed or a new job is to be done. The Extension Service of our Land-Grant Colleges has definitely proven itself the best qualified agency to carry out the educational work in connection with Federal programs affecting rural people.

In the interest of economy and efficiency, and to avoid duplication, confusion and conflicts of policy, we urge that the Extension Service in the states and counties be utilized as the educational and co-ordinating agency to contact and assist farmers in planning and carrying out all agricultural programs, exclusive of their regulatory and enforcement as-

pects, in co-operation with farmer committees or other co-operating groups and that adequate funds be transferred to the Extension Service in states and counties to provide the necessary personnel for such service.

### TRADE AGREEMENTS POLICY

Recognizing the fact that our tariff policies had failed to protect the do-

position to such agreement by all agricultural groups.

We further insist that in the negotiation of trade agreements, economic factors be given consideration equivalent to the weight accorded to the factors of diplomacy and statecraft. To this end we urge that the Reciprocal Trade Act be amended to provide that no agreement be consummated unless unanimously approved

to preserve the inherent advantages of each.

Each House of Congress has passed a transportation bill, both of which are now pending before a Conference Committee of the two Houses. Because of the widespread interest of citizens in this legislation and its nation-wide effects, we urge that a reasonable time be permitted the interested public to study the bill when reported by the Conference Committee before its final consideration and enactment by Congress.

In the formulation of such bill, we urge that the Interstate Commerce Commission be directed to give more attention to the rightful interests of shippers in the regulation of transportation systems, to investigate and remove any unjust discriminations against regions or commodities within any particular type of transportation, and we especially insist that no provision of law or regulation permitted thereunder, restrict any natural or inherent advantages of any type of transportation where such advantages in rates and services are reflected to the shipping public.

### LABOR

The American Farm Bureau Federation has always supported organized labor in all reasonable and legitimate efforts to improve the income of workers and where necessary to achieve these ends, their full rights through collective bargaining. We shall continue to support the rights of working people in this respect.

However, we deplore the use of violence, boycotts, lockouts, failure to recognize duly constituted governmental authority, disregard of contracts and other irresponsible acts, or any form of intimidation or coercion, either by labor or employers, any or all of which result in the obstruction of the orderly flow of goods and services to the detriment of the public.

For the protection of the public interest, consideration should be given to the creation of impartial arbitration and judicial tribunals for all settlement or jurisdictional and all other labor disputes and grievances, and that in industries handling and processing perishable or semi-perishable agricultural commodities, the submission of disputes to such tribunals be made mandatory.

We insist upon early action by Congress to provide a proper definition of agricultural labor in the National Labor Relations Act and to clarify the exemptions in the Fair Labor Standards Act (Wages and Hour Law) relating to "area of production" and the seasonal and perishable commodities.

### ILLEGAL RESTRAINTS

We heartily commend and support the Department of Justice in their efforts to enforce the anti-trust laws against unlawful restraints, illegal monopolies and practices, whether fostered by labor, industry or agriculture.

### TRANSFER OF FOREST SERVICE

We reiterate our uncompromising opposition to the transfer of the Forest Service from the Department of Agriculture to any other branch of government. We insist that all the functions of government relating to plant and animal life be retained in Agriculture.

### AGRICULTURAL ADVISORY COUNCIL

We commend the action of the Secretary of Agriculture in creating a National Advisory Council, composed of producers, processors, and distributors of farm products, and representatives of labor and the general public, to advise with him regarding the problems which have resulted or may result from the present European war.

We recommend that the Council use its influence to bring about the co-ordination of all agencies in the Federal Government toward maintaining parity price standards among all principle commodities of the nation. Because of its widespread organization of trained personnel, reaching into states, counties and communities, and because of its long years of experience in this field, the Department of Agriculture is better qualified than any other agency of government to handle all emergencies relating to the food and fiber supply for domestic or foreign use; therefore we urge that whatever action may become necessary in that field be carried on through the U. S. Department of Agriculture.

### MONETARY POLICIES

We commend the action of the United States Senate authorizing its Banking and Currency Committee to make a special study of monetary problems and policies and their effect upon commodity price levels. We request the Board of Directors or its authorized representatives to co-operate with this Committee in any manner that may appear to be desirable and exercise their influence within policies heretofore adopted by this Federation.

### EXTENSION OF MARKETING AGREEMENTS ACT

We urge early enactment by Congress of pending legislation to extend the order provisions of the Agricultural Marketing Agreements Act of 1937 to any agricultural commodity.

### TOBACCO GRADING

We urge that the Federal Government appropriate adequate funds for tobacco grading under the Tobacco Inspection Act.

### FEED LEGISLATION

We urge that Congress pass necessary livestock and poultry feed control legislation to prevent the movement in interstate and import commerce of feeds containing live noxious weed seeds, and to prevent misrepresentation of feeds in interstate and import commerce.

### MARKETING SERVICE

We urge that the United States Department of Agriculture, the Land Grant Colleges, and the Extension Service place increased emphasis upon research in the field of marketing and distribution of farm products, and to further assist in fostering, developing, and improving marketing services for farm commodities. To the extent necessary, additional funds should be provided by Congress for this purpose. If carried out, current proposals that appropriations be made available to other agencies of Federal or State Government for this purpose would only result in duplication and confusion and would not be conducive to the greatest measure of attainment.

### FOREST CONSERVATION

We reaffirm forest conservation resolutions adopted at Nashville, December, 1934, and supplemented annually, with special emphasis on:

Farm forestry; adequate and regular funds for administration of the Prairie States Forestry Project; more adequate control of forest fires, insects, and diseases on private lands through full federal participation under the principle of the Clarke-McNary Act; federal research in all phases of forestry; early completion of the Forest Survey; speeding up acquisition and addition to the National Forests of forest and submarginal lands mainly unsuited to private ownership, with equitable compensation to local governing units for loss of taxes; improved administration of the National Forests, especially in management of range, wild life and recreational areas in control of fire and diseases, in developing roads and other improvements.

We authorize our Board of Directors, after a thorough study, to take such action as they deem desirable on the so-called forest restoration plan for voluntary co-operative or leasing agreements between the Secretary of Agriculture and private owners to secure good forest practices on farm woodlots and other private lands not primarily suited to cultivation.

In carrying out these features of the above program affecting farm lands, we insist that all agencies concerned, both Federal and State, work through and in co-operation with the Land Grant Institutions and organized farmers. We favor the greatest possible local responsibility consistent with good administration.

### FERTILIZER PROGRAM OF TENNESSEE VALLEY AUTHORITY

The American farmers must restore and maintain the fertility of their farms. It is recognized that the necessary processes of husbandry are gradually reducing the store of essen-

tial mineral elements in our soils. In particular, the universal deficiency in phosphate is being felt and the urgency of its replacement made evident.

The experimental concentrated phosphate products from the Muscle Shoals plant are being made available to agricultural colleges, to associated groups of farmers throughout the nation for educational use in practical farm programs which the farmers themselves evolve under the guidance of the County Agent, and through the Agricultural Conservation Program, as grants of aid for soil building practices.

We recognize the soundness of the Tennessee Valley Authority's experimental large scale production of concentrated fertilizers and their distribution for widespread educational use by State Agricultural Colleges and practical farmers. We recommend the introduction of improved plant food products in those areas which have not yet benefited by their use. In areas where these fertilizers have proved their value we recommend more extensive use through AAA distribution, such as is now in effect co-operatively with the Authority and private industry. We urge adequate Congressional support of the Fertilizer Program of the Tennessee Valley Authority.

### STUDY OF LIVESTOCK AND DAIRY PROBLEMS

The American Farm Bureau Federation set in motion in 1920, through the appointment of a representative committee of livestock farmers and ranchmen, a comprehensive study covering the field of livestock marketing. The results of this study and the action of this committee were comprehensive and have had the continuous support of the American Farm Bureau Federation.

Changes since 1920 in the field of marketing livestock and livestock products have been many and are far-reaching in their influence upon livestock producers. It would appear that these changes fully justify a reappraisal of conditions in livestock marketing by a representative committee of livestock producers. We believe the need is so great and the moment so timely that the Board of Directors of the Federation should take the necessary steps to appoint a Committee in co-operation with other interested groups with authority and direction to carry on the study and make recommendations, and with appropriate arrangements made to finance adequately such a project.

We likewise recommend that the American Farm Bureau Federation give special study to the various suggestions that have been made for the improvement of the dairy industry, embracing research and the expansion of the use of dairy products.

### TRUTH-IN-FABRICS

We commend the United States Senate for passing the Truth-in-Fabrics Bill to require the honest labeling of wool products, and we urge early approval of such legislation by the House. We insist that Congress no longer delay action on this bill to protect the wool growers and the consuming public against deception and misrepresentation.

### SUGAR LEGISLATION

Conditions within the sugar industry of the United States require enactment of legislation for its sound economic adjustment, giving due consideration to the rights of the consuming public. The Federation will support such legislation as will provide moderate expansion on the con-

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## We'll do it Together



domestic price of basic farm commodities generally produced in surplus volume in this country, and further that such policies had contributed to the disparity that had developed between farm prices on the one hand and industrial prices and wages on the other, the American Farm Bureau Federation in 1934 authorized its Board of Directors to support legislation permitting the negotiation and consummation of reciprocal trade agreements with other nations; insisting, however, that in negotiating such agreements no concessions be made which might have the effect of reducing or holding the domestic price of any agricultural commodity below the parity level.

The Federation recently sponsored a study by recognized economists of the economic effects of all important existing trade agreements. This study seems to reveal that there has been a substantially larger increase in exports to agreement than to non-agreement countries, and that there has not been any appreciable difference in the percentage of increase in imports from agreement and non-agreement countries. Many factors have no doubt contributed to this increased trade, including our gold policy and a general upturn in world business.

From all facts thus far available, it appears that while the greatest portion of increased exports has been in industrial products from which agriculture has only indirectly benefited, yet this study, together with other information available to the Federation, reveals that the net effect of the agreements has been helpful rather than hurtful.

In giving our support to the consummation of reciprocal trade agreements, we renew, with increased emphasis, our demand that no agreement be consummated, the effect of which might be to force or hold domestic prices for any farm commodity below parity level. Any other course would justify the condemnation of and op-

posed trade agreement with Argentina.

With respect to the proposed Argentine Trade Agreement, we believe that it will be extremely difficult to negotiate an agreement with the Argentine which is not fraught with grave danger to American agriculture, for the reason that the bulk of Argentine exports are directly competitive with the products of American farms. A similar principle is involved in the proposed trade agreements with Chile and Uruguay.

We again direct the attention of the State Department to our brief on this subject, filed by the American Farm Bureau Federation with the Committee for Reciprocity Information on October 4, 1939, in which we insist that no concessions be granted to the Argentine which might reduce or hold the domestic price of any agricultural commodity below the parity level. To do so would force American farmers to condemn such an agreement and would seriously detract from their otherwise support of this fundamental policy of foreign trade.

### TRANSPORTATION

We reiterate our insistence upon the maintenance of highly efficient, economical systems of transportation, under private ownership with only such reasonable regulation, where it is in the public interest, to assure fair and reasonable rates and services; provide adequately for safety; encourage rather than restrict sound and orderly development and operation; provide reasonable freedom and flexibility in management in fixing rates and in adopting economies in operations including consolidations, eliminations, and improvements in services and methods; eliminate discriminatory rates or regulations against any commodity or region; and provide relative treatment of different types of transportation so as

## "Our Country Must Maintain Peace"

### FOREWARD TO 1939 RESOLUTIONS

The American Farm Bureau Federation came into being during the economic collapse which followed the frightful period of the first World War.

In 1921, the Federation in resolution offered a heartfelt prayer that the peoples of the earth should never again engage in wars or experience the horrors attendant thereto. It is regrettable and disheartening to recognize the fact that that conflict did not permanently impress the peoples engaged in it with the fatality of armed force in deciding fundamental international issues.

Our hearts go out to the innocent peoples in all parts of the world who are caught in the maelstrom of international conflict. We are grieved to see solemn engagements of sovereign nations so lightly treated, with the doctrine of armed force prevailing

over reason and parliamentary, democratic procedure.

Our own problems since the first World War have been many and complex. In meeting those problems the American Farm Bureau Federation has rendered tremendous service to agriculture and to the nation. Our Farm Bureau achievements have proved the statesmanship of the far-seeing vision of the founders of our organization and today we reconsecrate ourselves to the ideals which they so courageously and so resolutely proclaimed 20 years ago.

The fight of organized agriculture for the American farmer has been and is now for equal opportunity and parity position with the other great groups. It is our conviction that the creation and maintenance of fair economic balance is essential to the attainment of national prosperity.

Serious as our domestic problems are, still today the greatest problem

of all is the maintenance of peace with the other nations of the world. Consistent with the responsibilities of a great Christian nation our country must maintain peace.

Military and naval armaments must be limited to a size which will meet the reasonable requirements of national defense. In these days of national turmoil reason must not be dethroned in our deliberations. Federal income and credit must not be dissipated in expenditures for unnecessary implements of war. On the contrary, our national assets must be conserved for creative and reproductive purposes. Consistent with the necessary reasonable restraints which our complex economy requires, economic freedom must be maintained. Consistent with our rights of assemblage and free speech freedom must not be dishonored through the diffusion of subversive alien theories and philosophies.

## Aladdin's Lamp is Ours to Use



# TURKEY AND POTATO RECORDS SET IN 1939

## 630,000 Turkeys Were Raised in State; Yield Of 615 bu. Of Potatoes

More turkeys than the state ever produced before, 630,000 of them, a new all time Michigan record of 615 bushels an acre in potatoes, nearly 50,000 rural youths engaged in boys' and girls' 4-H club work, 136,000 housewives obtaining home economics information. These are facts found in a year-end survey of how Michigan State College is serving the state.

The college did not produce the turkeys nor the potatoes, but members of the staff were involved in direct and indirect ways.

J. D. Robinson grew the 615 bushel yield as an average of a five acre field at Pellston in Emmet county. Irrigation was the secret of the yield, a phase of production in which college agricultural engineers have helped farmers throughout the state in this and other crops.

As for the turkey production, men in poultry extension work have helped sponsor a quality grading and marketing program to maintain Michigan producers' reputations and profits. Ten grading stations set up in 1939 to use federal grades and observe phases of a new state law are included in the program.

Through federal-state-county co-

operative programs the extension service broadcasts information available in every department at the college. This type of service to the state is available in each of the 83 Michigan counties, administered by the college staff through 72 offices maintained out in the state. College extension specialists correlate their work with that of county agricultural agents, 4-H club agents and home demonstration agents.

## Farm Prices Must Be High Enough

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...and the maintenance of all necessary elements of the industry upon a properly remunerative level.

**PHILIPPINE INDEPENDENCE**  
We oppose any extension of time for the complete independence of the Philippines, and insist that future trade relations be consistent with the reciprocal trade policies of the Federal Government.

## FARM BUREAU EXTENSION RELATIONSHIPS

In a large number of states, county Farm Bureaus have been established by law or by mutual agreement as the official local unit of the co-operative extension service in agriculture and home economics. In many others, although not so designated, the county Farm Bureaus work in close cooperation with the county farm agents, home demonstration agents and 4-H Club agents. The county Farm Bureau movement was organized for this and other service to farmers. This friendly working relationship should be maintained and strengthened in these states and extended to such other states in which it is possible for the Farm Bureau to cooperate with the Extension Service in developing and carrying out agricultural programs. We will resist all efforts to destroy or impair this fundamental teamwork of education and organization which has meant so much to the welfare of farm people throughout the years.

# This Story Back-Fired On Us

Clarence J. Reid at 44 may be the youngest State Farm Bureau president in the nation today, but he isn't the youngest man to be elected president of the Michigan State Farm Bureau.

We said so in our December 2 edition, but the paper had hardly reached before some one reminded us that

Waldo Phillips of Decatur was elected president in 1923 when he was 39 years of age.

We were editor of this paper in 1923 and reported the election of so young a State Farm Bureau president. However, this lapse of memory over a period of 16 years

merely proves that we can be mistaken on a subject like this at intervals of 16 years.

Well, let's have a look at former President Phillips as he was when elected president in 1923 at the age of 39. . . . Above is the same newspaper cut we used then. Below we have him as vice president in 1935. In that year Mr. Phillips became president upon the death of Watson W. Billings. The 1935 photo is a good likeness today.

From now on W. E. Phillips 1935 they've got to come younger than 39 for us to make any noise about it. It's possible. They're through in the Junior Farm Bureau at 28. We have one 20 year Senior Farm Bureau member who is 31. He began as a boy of 11. Yes, indeed, it can happen.

# They Joined Farm Bureau in December

The Michigan State Farm Bureau welcomed to membership 79 families during the month of December. We list the new members and their County Farm Bureaus, and their homes in this column.

- ALLEGAN COUNTY**  
Mrs. A. Smith.....Dorr  
Martha H. Stream.....Fennville, R-1
- BARRY COUNTY**  
Leon Young.....Hastings  
A. J. Hauer.....Woodland, R-1
- BERRIEN COUNTY**  
W. Worth Bean, Jr.....Benton Harbor  
John W. Read, Jr.....Benton Harbor, R-3  
Clyde E. Pennis.....Berrien Springs  
Herman Rudloff.....Berrien Springs  
Henry Stalner.....Berrien Springs  
Carleton N. Harris.....Coloma, R-2  
Warren Lamb.....Gallen, R-1  
J. A. Merrill.....Riverside  
Ed. King & Sons.....Sodus  
John H. Miller.....Three Oaks, R-1
- CASS COUNTY**  
Vera Jones Smith.....Marcellus
- GENESEE COUNTY**  
O. W. Sears.....Cleo, R-3  
Owen Rayner.....Davison, R-2  
Andrew Riegler.....Davison, R-2  
John D. Stephens.....Davison, R-2  
Charles A. Bird.....Davison, R-3  
W. A. Tenny.....Davison, R-3  
J. R. Bertolozzi.....Flint  
Perry R. Dodge.....Flint, R-3  
Clarence S. Hill.....Flint, R-3  
Ernest L. Hill.....Flint, R-3  
Vernon W. Morrish.....Flint, R-5  
Ernest F. McNeil.....Flint, R-6  
Harry Seaver.....Grand Blanc, R-2  
Arthur Somers.....Grand Blanc, R-2  
Harold D. Auten.....Goodrich  
Rupert F. Gage.....Goodrich  
Fred O. Green.....Goodrich  
E. McAnandish & Son.....Goodrich  
R. W. Porter.....Goodrich  
Ries Bros.....Goodrich  
Louis Ross.....Goodrich  
L. E. Sharland.....Goodrich  
Bert Short.....Goodrich  
Mary A. Stimson.....Goodrich  
Ellis J. Horton.....Goodrich, R-1  
Louis D. Baker.....Swartz Creek, R-1  
John S. Jennings.....Swartz Creek, R-1  
Sam Roska.....Swartz Creek, R-1  
William Burton.....Swartz Creek, R-2  
Thos. E. Lawther.....Swartz Creek, R-2
- GRATIOT COUNTY**  
Floyd Hoard.....St. Louis, R-1
- HURON COUNTY**  
John Jurgess & Son.....Uby  
Thos. Murray.....Uby
- INGHAM COUNTY**  
R. E. Doane.....Lansing
- KALAMAZOO COUNTY**  
Mrs. L. R. Frost & Sons.....Fulton
- KENT COUNTY**  
J. W. Griswold.....Cedar Springs, R-1
- LAPEER COUNTY**  
Henry Sohn.....Brown City  
C. C. Fairbanks.....Grosse Pt.  
Hollis C. Moulte.....Lapeer
- LIVINGSTON COUNTY**  
Roy Ellsworth.....Howell, R-2
- MASON COUNTY**  
Raymond Pieczynski.....Freesoil, R-1  
Anthony W. Thurston.....Freesoil, R-1  
Walter T. Zagan.....Scottville, R-3
- MANISTEE COUNTY**  
Sharon Grossnickle.....Capemish, R-1
- OAKLAND COUNTY**  
H. L. Miller & Son.....Oxford, R-2  
Robert McCrory.....South Lyons, R-1
- ST. CLAIR COUNTY**  
Walter Gabbard.....Capac  
Frank Kegler.....Capac  
Harvey Kersten.....Capac  
William Klann.....Capac  
Fred Plauman.....Capac  
Richard P. Shutt.....Capac  
Paul Stine.....Capac  
Fred O. Will.....Capac  
Wesley Ledebuhr.....Capac, R-1  
S. Schimmelfenig.....Capac, R-1  
Henry Klann.....Capac, R-2  
Louis A. Weil.....Port Huron  
Vernie D. Harmer.....Port Huron, R-3  
Bert Middleton.....Yale
- TUSCOLA COUNTY**  
Emory Lounsbury.....Cass City, R-2
- VANBUREN COUNTY**  
Hans Winther.....Lawrence
- WASTENAW COUNTY**  
Gottlieb Horning & Son.....Manchester, R-1
- WAYNE COUNTY**  
George H. Grissel.....Wayne, R-1

# FARM BUREAU'S WORK IN STATE LEGISLATION IN '39

## Bureau Assisted in Enactment of 12 Laws Important to Farmers

By C. L. BRODY  
From 1939 Annual Report

During the 1939 session of the Legislature, the Michigan State Farm Bureau exerted a major influence in securing the enactment of the following legislation:

- 1. Farm Produce Storage Law.** This measure was demanded by farmers and rural groups to protect and facilitate the farmer's interest in stored grain and beans and other farm produce, also to provide for warehouse receipts which would have definite legal value and facilitate the borrowing of money by using such receipts and stored commodities as collateral.
- 2. Milk Marketing Act.** This was undoubtedly one of the most important agricultural measures enacted during the 1939 session. This measure provides for the establishment of a State Milk Marketing Board to have control of prices paid Michigan farmers for fluid milk and to exercise rather broad control over milk marketing activities in the state. The new board has been functioning actively for the past few months and is making a real effort to give the producers more equitable returns for their milk, with due regard for the interests of the consumer as well.
- 3. Release of Agricultural Lands in Cities and Villages.** The Farm Bureau was very active in securing the passage of the DeLano Bill which makes it possible for purely agricultural land lying within the limits of cities and villages of more than 500 and less than 7,000 population to be disconnected from such municipalities and attached to the appropriate township. This provides sadly needed tax relief to farmers, who have in many instances, been paying taxes for municipal services which they have not been receiving.
- 4. Intangibles Tax.** The Legislature made a start toward the taxation of stocks and bonds and evidences of indebtedness. The new law was enacted during the closing hours of the session and will undoubtedly require some amendments. It is expected that it will produce a very substantial amount of tax revenue from a type of wealth which has been largely evading taxation and it should to that extent reduce the burden on farms and other real estate.
- 5. Over-run Law.** This law establishes the legal over-run in butter and sets up a system of records and supervision for creameries so that it will insure accurate and honest butterfat tests for cream purchased from farmers. The major purpose of the measure is fairer competition between creameries. Its enforcement will render it difficult for a creamery to deceive the farmer by boosting the price per pound of butterfat and taking it out of the producer by cutting his test. This measure is a protection to both the producer and the honestly conducted creamery enterprise.
- 6. Advertising Agricultural Products.** A state appropriation of \$20,000 was granted to be expended for promoting the popularity of Michigan agricultural products, not more than \$4,000 to be allowed to any commodity and the amount to be matched by a producers' organization. Commercial apple growers secured the enactment of a bill setting up their own promotional board and providing the levy of 1c per bushel to finance their advertising campaign. The first 300 bushels produced by any grower annually are exempt from this levy.
- 7. Egg Marketing Law.** This repeals and supersedes the statute on this subject enacted twenty years ago which has proved inadequate and unenforceable. All prosecutions formerly had to be made under the General Food Law, which relates solely to adulteration, which is a term not applicable to the quality of eggs, because spoilage is not due to adulteration but to natural deterioration of the contents. The new law defines the various grades, which are in harmony with the federal standards, and specifies candling as the means of determining the condition of the egg. There will be no direct regulation of the producers under the terms of the new law but the retailer will be forced to sell what he advertises. The voluntary co-operation of producers and both private and co-operative egg marketing enterprises in making the changes afforded by this law effective should greatly improve the reputation of Michigan eggs in the consuming markets of the nation.
- 8. Bang's Disease Appropriation.** In accordance with the instructions from its members, the Farm Bureau vigorously and persistently used its influence to secure adequate appropriations to finance the state's share of the expenses for indemnities for Bang's Disease reactors. An emergency appropriation of \$25,000 to pay the state's share of indemnities during May and June, 1939, was granted, but the appropriation for this purpose for the coming fiscal year was set at only \$75,000. \$100,000 was allowed for the following year. These amounts are inadequate to permit continuance of the program without drastic curtailment.
- 9. State Aid for Schools.** Early in the session the Legislature passed an emergency appropriation of \$2,500,000 state aid for schools to replace a portion of the cuts necessitated by reductions made by a previous

Governor to the bill as passed two years ago. About the last law passed by the Legislature fixed \$39,000,000 as the amount of state aid for each of the next two years and provided that under certain circumstances the schools might get an additional \$2,000,000. On the whole, the formula for the division of this aid to the individual school districts embodied the recommendations of the Farm Bureau.

**10. Prohibiting False Advertising of Dairy Products.** Under the terms of this law it will be unlawful to use the name of any breed of dairy cattle in any advertisement, trade-mark, or brand unless the product so advertised is produced from that particular breed of cattle or from cattle containing at least 90% of the blood of the breed named.

## STATE LEGISLATION OPPOSED

The following legislation was successfully opposed by the Farm Bureau:

- 1. Plumbing Code.** An effort to make the plumbing code applicable to rural districts was killed in the House after it had been passed in the Senate. This would have made it very difficult and expensive to install, maintain, or improve plumbing in rural areas.
  - "New Food."** An attempt to legalize a butter substitute made from soy bean oil and to be known as "New Food" was killed in committee.
  - Sales Tax on Farm Supplies.** An attempt to repeal the sales tax exemption on farm supplies was defeated in committee.
  - Repeal of the Potato Grading Act.** A proposal to repeal the present potato grading act was held in Committee.
  - Reapportionment of Legislative Districts.** A resolution proposing a constitutional amendment providing for a new basis of apportioning legislative districts to give greatly increased representation to urban areas never emerged from the committee to which it was referred.
  - Wine Tax Amendments.** Various proposals to decrease or repeal the present advantage enjoyed by Michigan grape growers under the terms of the wine tax law were defeated.
- It is impracticable to record all of the legislative activities of your organization in this regard. Many times the most valuable services rendered lie in informal counsels and contacts with members of the Legislature and other groups. In fact, some of the most valuable accomplishments lie in the early suggestions made by the Farm Bureau representative when the bills are being drawn or still in the formative stage, often long before presented to the Legislature. Sometimes such discouragement is registered regarding undesirable measures for the farmer so that they

are never drawn or presented at all. To accomplish this the Michigan State Farm Bureau has continued to maintain a full-time legislative representative. Since the resignation of R. Wayne Newton in December to accept a more lucrative position with the retailers, Stanley Powell has served very creditably in this capacity.

## U. S. Lab Probes Fowl Paralysis

First key to unlock the secrets of fowl paralysis has been demonstrated in research at the federal regional poultry research laboratory located on the farms of Michigan State College. It is sanitation, observes Dr. J. Holmes Martin, laboratory director. This first conclusion comes near the end of the first year of operation in which 7,000 chicks were hatched and subjected to controls and tests. Fowl

paralysis is believed to be a virus and fifth-borne disease. The paralysis preys upon nearly every average farm flock in the United States, exacting a probable toll of about 25 per cent of the birds each year, costly to the industry. The United States averages about 35 murders a day and kills nearly 100 persons every 24 hours in automobile accidents. So we don't need to mix in any European war to provide our casualty lists.

SERVING THE FEED INDUSTRY

### DRIED MILK

For Poultry, Hog & Calf Feeds  
Quotations by Wire or Mail  
DRY MILK SALES DIVISION  
Lansing Michigan

## IF YOU DAMAGE A LAMP POST

You don't have to have a bad accident to pay out a lot of money. Putting a permanent wave in the fender of another fellow's Cadillac might cost \$200. Lamp posts are worth \$50. State Farm property damage liability insurance is not expensive. . . much less than a minor traffic accident might cost you. There are many advantages to State Farm insurance.

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

## WHAT'S NEW IN DORMANT SPRAYS?

### "ELGETOL—IT'S A WATER SOLUBLE DORMANT SPRAY THAT KILLS BOTH INSECTS AND DISEASES OF FRUIT TREES"

IDEAL FOR APHIS, BUD MOTH AND APPLE SCAB CONTROL

ELGETOL is a dormant spray that combines ovidical, insecticidal and fungicidal action. ELGETOL contains no oil and is non-corrosive. ELGETOL is water soluble and easy to use.

**STANDARD AGRICULTURAL CHEMICALS, INC.**  
1301 IFFERSON ST., STREET, MOBILEN, N. J.

## IF YOUR CAR BURNS

A State Farm Mutual Standard Combination Automobile Insurance Policy will completely protect you if your car is destroyed by fire . . . or if any one of a dozen or more other mishaps occur.

Let me explain our full coverage policy planned to fit the average man's pocket-book. No obligation of course!

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BLOOMINGTON, ILLINOIS

## NO COLD TOO COLD!

**Norway Anti-Freeze** \$1.00 Gallon  
Three quarts does work of 4 of ordinary alcohol.

**UNICO 200 proof ALCOHOL**  
Priced low. Won't corrode cooling system.

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



## NO ONE HAS DEVISED A BETTER PLAN THAN LIFE INSURANCE TO PROTECT THE FUTURE OF YOUR FAMILY

The young man, and the man in his prime, does well to save something as he goes along. State Farm Life Insurance is savings and protection for your family.

47,000 Michigan farm and city folk carry State Farm Mutual Automobile Company Insurance

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Bloomington, Ill.

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## For Chapped Hands

Soak hands in hot soapy water for ten to fifteen minutes, rinse well, dry carefully, then apply camphor ice-cream or vaseline.

# The Cheapest Hired Help

"NOWHERE do I get so much for so little cost as I do with electric service."

Mr. A. M. Johnson, one of our good customers on Route Two, Battle Creek, wrote us that, and it is his way of saying that Consumers Power Company rates are low. Mr. Johnson is not alone in thinking so—many Michigan farmers have recently expressed a similar conclusion. They came to that conclusion after comparing the modest amounts of their bills with the many services received from the electricity they used. Many who use numerous electrical appliances say that the pleasure of dependable electric light alone is worth the entire amount of their bills.

If you are not making full use of electric service in your home, inquire about the rates the next time you pay your bill, and learn how the rate goes down with increased use of electricity.

# CONSUMERS POWER COMPANY

# THE STATE FARM BUREAU and ITS ORGANIZATION

STATE FARM BUREAU PRESENTS BACKGROUND MATERIAL  
FOR DISCUSSION BY COMMUNITY GROUPS DURING JANUARY

By J. F. YAEGER  
Director of Membership Relations

**Foreword:** Community Farm Bureau discussions during the past three months have dealt with the difficulties of agriculture, and the Farm Bureau's proposed remedies. It naturally follows that one asks the question, "What is the Farm Bureau and how does it operate?" The following material is designed to answer this question.

1. What organizations in Michigan use the name "Farm Bureau"?  
Answer: Organizations that use the name "Farm Bureau" in Michigan include the Community Farm Bureaus, Michigan State Farm Bureau, Farm Bureau Services, Inc., Farm Bureau Fruit Products Company, County Farm Bureaus, Junior Farm Bureaus, American Farm Bureau Federation. In addition to these organizations a number of local merchandising points use the name "Farm Bureau".

2. How are each of the above groups "set up"?  
Answer: Each of the above organizations using the Farm Bureau title has its own board of directors or governing body. Mr. C. L. Brody is executive secretary of the State Farm Bureau and the Farm Bureau Services, Inc., and the Farm Bureau Fruit Products Company. Mr. Brody is also manager of the Farm Bureau and the Farm Bureau Services, Inc.

Mr. Cecil Hinman is manager of the Farm Bureau Fruit Products Co. Michigan State Farm Bureau  
The Michigan State Farm Bureau is a federation of 43 county Farm Bureaus representing approximately 10,000 farm families. It is a non-profit, non-stock, membership organization and has affiliated with it seven commodity exchanges; i. e., the Michigan Milk Producers Ass'n., Michigan Livestock Exchange, Michigan Wool Marketing Ass'n., Michigan Potato Growers Exchange, Michigan Elevator Exchange, Michigan District of the Mid-west Creameries, the Farm Bureau Fruit Products Company. Each of these commodity exchanges has a representative on the board of directors of the Michigan State Farm Bureau. He is a Farm Bureau member. The balance of the directors are elected by the delegates from the 43 county Farm Bureaus who meet once each year in annual meeting at Lansing. Directors of the Michigan State Farm Bureau total 16 in number.

Departments of the Michigan State Farm Bureau include a legislative department with Mr. Stanley Powell as legislative counselor; a department of membership relations headed by J. F. Yaeger; an insurance department headed by Mr. Alfred Bentall; Michigan Farm News and publications department supervised by Mr. Einar Ungren; accounting department supervised by Mr. Leo Monroe; building and grounds department, a Junior Farm Bureau department directed by Mr. Benjamin Hennink; and a department of co-operative service.

**FARM BUREAU SERVICES, INC.**  
There are two subsidiaries of the Michigan State Farm Bureau: the Farm Bureau Fruit Products Company and the Farm Bureau Services, Inc. The Farm Bureau Services, Inc. was originated by the Farm Bureau and the parent organization owns a controlling interest of stock in the Services, Inc.

Primarily the Farm Bureau Services, Inc. acts as a wholesale merchandising institution supplying 300 or more retail merchandising points with Farm Bureau brand commodities. The wholesaling operations are supervised by Mr. Boyd Ruiney. Farm Bureau Services, Inc. owns and operates 10 retail stores and one gasoline and oil plant. In addition, it manages under contract eight additional retail co-operatives and four bulk gasoline and oil plants. These retail points are supervised by Mrs. Fred Harger.

The Farm Bureau Services, Inc., has its own board of directors consisting of nine men. Five of these men are named by the board of directors of the Michigan State Farm Bureau and four by the 138 co-operatives who own stock in Farm Bureau Services, Inc. The Farm Bureau Services, Inc., has its own annual meeting aside from the annual meeting of the Michigan State Farm Bureau, and its policies are governed by the delegates from the co-operatives and the board of directors elected by them. In addition to having a delegate to the annual Services, Inc., meeting, each of the co-operatives which own stock in the Services, Inc., has, by virtue of owning that stock, the right to send a voting representative to the annual meeting of the Michigan State Farm Bureau.

The Farm Bureau Services, Inc., is a member of the Farm Bureau Milling Company, the United Co-operatives, (formerly the Farm Bureau Oil Company), and the National Co-operatives.

**FARM BUREAU FRUIT PRODUCTS COMPANY**  
The Farm Bureau Fruit Products Company was originated by the Michigan State Farm Bureau as a result of a demand by fruit growers in western and southwestern Michigan when the Great Lakes Fruit Products

Company closed its doors. The Farm Bureau Fruit Products Company supervises locally owned canning plants at Coloma, Hart and Bay City.

The Hart plant was opened in 1936. Cherries, peaches, plums, crabapples and pears are canned.

The Coloma plant was not opened until November, 1938. Only a few pears were canned at that time. However, in 1937 the Coloma plant ran at full capacity. The plant cans asparagus, raspberries, cherries, tomatoes, peaches and pears. It is expected that there will be expansion in the canning lines wherever the Fruit Products Company can be of service. For that reason, canning of tomatoes at Bay City, asked for by local growers, was instituted in 1938.

**COUNTY FARM BUREAUS**  
The County Farm Bureaus are made up of the Farm Bureau members in each county and name one delegate to the state annual meeting for each 50 members in the county. In this organization each County Farm Bureau has its own board of directors and officers and its own annual meeting and county program.

**COMMUNITY FARM BUREAUS**  
Community Farm Bureaus are made up of Farm Bureau members in any County who voluntarily organize for the purpose of discussion, etc.

**THE JUNIOR FARM BUREAU**  
The Junior Farm Bureau is an organization of young people in local organizations which are affiliated with the State Farm Bureau by virtue of holding one adult membership in the State Farm Bureau. The Junior Farm Bureau has 32 local organizations in 28 counties and has a total membership of 1,200 members.

**OTHER GROUPS**  
Local merchandising institutions using the name "Farm Bureau" in their titles may or may not be affiliated with the Farm Bureau Services, Inc. These local merchandising units include the Farm Bureau retail stores, local co-operatives who own stock in the Farm Bureau Services, Inc., and local merchandising institutions that may have no connection with the Farm Bureau Services, Inc., whatever.

**FARM BUREAU INCOME**  
3. What are the income resources of the various Farm Bureau organizations and what is the money used for?

Answer: The annual dues a Farm Bureau member in the various Farm Bureaus pays totals \$5.00. \$1.00 of this is retained in the county organization; 50c goes to the American Farm Bureau Federation; \$3.50 goes to the State Farm Bureau. In addition to the dues the State Farm Bureau also realizes an income from the Michigan Farm News, the insurance department, Co-op ass'ns contribute to a legislative fund. That portion of dues which goes to the County Farm Bureau is used for carrying out the county program. The portion that goes to the American Farm Bureau Federation is used to carry on a national office, national legislative program and various research departments. The portion which goes to the State Farm Bureau is used for maintaining an executive office, legislative program, a membership relations department, a Junior Farm Bureau, to keep membership records for the 43 county Farm Bureaus and to carry on such general and miscellaneous programs as will be of benefit to the membership.

**FARM BUREAU SERVICES INCOME**  
The income of the Farm Bureau Services, Inc., comes chiefly from its wholesale operations, its retail stores and from certain patronage dividends resulting from its affiliations with United and National Co-operatives. This money is disbursed in the conduct of business, with whatever surplus there is being divided among the 138 co-operatives stockholders in proportion to the business each does with The Services, Inc.

In addition, there is set aside each year for promotion, a sum which is turned over to the Farm Bureau members as a membership credit and is allotted on the basis of business done with local distributors of Farm Bureau branded commodities.

There is, at present, a program to substitute the issuing of patronage dividends in place of the membership credit; the patronage dividend being more in line with sound co-operative practice.

4. What was the basic principle on which the Farm Bureau was organized?  
"The Farm Bureau is founded on the principle that the security of farmers is dependent upon their ability to maintain an organization in which they can assemble and analyze the facts relating to their own business, write their own program as a result of this analysis, and make it effective through the strength of that organization."

5. What does the Michigan Farm Bureau program include?

Activities in the Michigan Farm Bureau center around:

- 1—A legislative and research division.
- 2—Co-operative business.
- 3—Education and leadership training.
- 4—Membership Organization.

1—Legislative and Research—Both the American Farm Bureau and the Michigan State Farm Bureau maintain legislative and research departments regarding those matters affecting the farmer. The Michigan Farm Bureau legislative activity deals with all phases of state legislation, both protective and creative. The AFBF creative program of legislation deals quite largely with bringing about the "parity price" concept.

2—Co-operative Business — The Farm Bureau program in general includes a definite commitment to the co-operative movement. It encourages the development of co-operative business, both local and national. The Farm Bureau program in Michigan goes a step further. Not only has the program encouraged co-operative business but has actually brought about the organizing and financing of a fruit co-operative, a wholesale merchandising co-operative, a wool marketing co-operative, a grain and bean marketing co-operative, as well as many retail co-operatives. It also acts as the insurance agent for a mutual insurance company.

3—Education and Leadership Training—Education is carried on by the AFBF chiefly through "news flashes", speakers and the organization magazine, "The Nation's Agriculture". The Michigan State Farm Bureau carries on its educational program through the Community and County Farm Bureaus, through membership campaigns, through the columns of "The Michigan Farm News" and via speakers, meetings, etc. The program of leadership training is carried on chiefly through the Community and Junior Farm Bureaus.

4—Membership Organization—The Farm Bureau carries on its program of member organization through a program of information as to accomplishments, through membership acquisition and maintenance projects.

Note—All the above, in the Farm Bureau program, are related chiefly to the economic problems of the farmer, rather than to social or fraternal problems.

**BENEFITS FROM THE FARM BUREAU PROGRAM**

6—What benefits have resulted to Michigan farmers because of the Farm Bureau program?

Without going into details it is estimated that the saving in taxes brought about by the Farm Bureau legislative program and the saving in merchandising and insurance costs brought about by the service program benefits every farmer in the State of Michigan to the extent of \$150 to \$200 annually. It is estimated that the Michigan farm income was increased in 1937 by \$50,000,000 as a result of the national Farm Bureau program. This figure includes price increases and benefit payments.

7—Who are the officers and directors of the Michigan State Farm Bureau, the Farm Bureau Services, Inc., and the Farm Bureau Fruit Products Company?

The officers and directors are as follows:

**MICHIGAN STATE FARM BUREAU**  
President—C. J. Reid, Avoca.  
Vice-President—Paul Begick, Bay City.  
Sec'y-Treas.—C. L. Brody\*, Lansing.  
Directors: J. T. Bussey, Lake Leelanau; H. H. Sandford\*, Battle Creek; John Honk, Ludington; Forrest King, Charlotte; George McCalla, Ypsilanti; Carl Steimle\*, Sodus; Wm. Bristow, Flat Rock; G. S. Coffman\*, Coldwater; Mrs. Pearl Myus, Lapeer; Mark Westbrook, Ionia; C. A. Woodruff, Hastings; Lloyd Ruesink, Adrian; James Harris, Traverse City; Waldo Phillips, Decatur.

**FARM BUREAU SERVICES, INC.**  
President—Alfred George\*, Buchanan.  
Vice-Pres.—Howell Sandford\*, Battle Creek.  
Sec'y-Treas.—C. L. Brody\*, Lansing.  
Directors: Merle Crandall\*, Howell; Thos. Berghouse\*, Falmouth; C. J. Reid, Avoca; Paul Begick, Bay City; Charles Woodruff, Hastings.

**FARM BUREAU FRUIT PRODUCTS COMPANY**  
President—O. R. Gale, Shelby.  
Vice-Pres.—Carl Buskirk, Paw Paw.  
Sec'y-Treas.—C. L. Brody\*, Lansing.  
Directors: Clayton Riley, Mears; John Honk, Ludington; H. H. Sandford\*, Battle Creek; James Thar, Hartford; E. R. King, Bay City; George Badour, Essexville; Waldo Phillips, Decatur.

\*These men are managers of farmers co-operative organizations. Some also own farms. The balance of the officers and directors are all farmers, living on farms and securing their livelihood from farming.

**Tracks Start Gullies**

Moving a wagon loaded with crops downhill may cause a gully more costly than the value of the produce, it is pointed out by soil conservation specialists. In early stages some of the survey work in Michigan counties has shown that a set of wheel tracks has been the source of costly erosion. Where slopes are not too steep it is good farming practice to pull the load across the slope instead of up and down.

An organization will not go ahead much faster than the members will permit.

# Save \$2 to \$5 Per Ton or More on Farm Bureau Fertilizers for Spring 1940



CLARK L. BRODY

Once more the Farm Bureau and associated dealers lead with a smashing reduction in fertilizer prices. **DOLLARS SAVED FOR YOU!** Undoubtedly all competing companies will have to meet the reduction. You can help yourself and your organization by ordering Farm Bureau fertilizer for Spring 1940 and urging your neighbors to do likewise. It's the same high quality fertilizer. Nitrogen is 95% water soluble and quickly available. That's **STARTING Nitrogen!** Phosphate and potash are the best. Perfect mechanical condition for drilling. Use fertilizer order coupon at bottom of this advertisement.

We're Buying Good Seed Alfalfa Clover Field Seeds

WE ARE PAYING BEST MARKET PRICES. SEND us an 8 ounce sample of your seed. Make it representative by taking equal amounts from each bag to make up a general sample lot. We send seed sample mailing envelopes on request. Tell us the amount of seed you have and we will quote you.

## For MORE EGGS and MORE MILK

Balance Home Grains with these Concentrates

**Farm Bureau Poultry Supplement**  
32% Protein  
**100** LBS. OF FARM BUREAU POULTRY Supplement 32% protein (or Mermaid Balancer 32%) with 300 lbs. of farm grains will make one of the best 16% poultry mashes. Use 100 lbs. corn, 100 lbs. barley (or corn) 50 lbs. wheat 50 lbs. oats.

**Farm Bureau MILKMAKER**  
34% Protein  
**100** LBS. OF MILKMAKER 34% PROTEIN, or Mermaid Milkmaker 32%, mixed with 300 lbs. of any mixture of farm grains will make 400 lbs. of an excellent 16% dairy ration. Feed with alfalfa hay. With clover hay use 200 lbs. of farm grains to 100 of concentrate.

**MERMASH**  
MAKES MORE MONEY FOR POULTRYMEN  
A Lifetime Ration and a Complete Feed  
Buy at Farm Bureau Stores and Co-op Ass'ns

**PORKMAKER**  
16% Protein  
44% Protein  
FARM BUREAU PORKMAKER 16% and 44% protein concentrate is designed to produce 100 lbs. of pork as cheaply as possible, and to produce 100 lbs. of pork in the shortest possible time. Forty pounds of Porkmaker 44 and 5 1/2 bushels of corn makes 100 lbs. of pork. Porkmaker 16% is an excellent feed for brood sows and young pigs.

KEEP MERMASH BEFORE HENS AT ALL TIMES  
FEED SCRATCH GRAINS AT NIGHT

★ QUICK STARTING  
★ SMOOTH PERFORMANCE  
in Cold Weather...



**BUREAU-PENN WINTER OIL**

Our 100% pure Pennsylvania oil is free flowing in the coldest weather. Improved for quick starting and low oil consumption for winter driving. Bureau Penn is one of the best motor oils on the market, regardless of price. Mioco or mid-continent is our next best oil. These oils are sold in quart, 5 qt., 2 gal. and 5 gal. cans. Good oils and priced right!

**CO-OP**  
TWO-HORSE SPREADER

So light in draft, you can pull it by one hand with beaters in action. Automotive type wheel swing for making sharp turns. Passes through narrow doors. Top of box only 3 feet from ground. Less work to load. Plenty of clearance. Fits under carrier. Shreds and pulverizes manure thoroughly. 60 bus. capacity. Wide, even spread. Broad tread. See this time-and-labor-saving spreader today at your Co-op store.

SAVES YOU... SAVES HOSS FLESH

**USE THIS ORDER COUPON**

To .....  
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Date .....

I want to be protected on Farm Bureau fertilizer for the 1940 spring season. I place my order for:

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.....Bags of.....at \$.....ton

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ADDRESS .....

TAKE THIS FORM TO YOUR FARM BUREAU DEALER AND GET PRICE OF FERTILIZER DESIRED.

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