

### Behind the Wheel

With J. F. Yaeger,  
Director of Membership  
Relations

**HISTORY**  
One of the first counties to have the benefit of extension service in Michigan was Branch county, according to Gordon Schlubats, county agr'l agent. That was back in 1913. To have the service it was first necessary to have a County Farm Bureau and raise local funds before receiving co-operation from the federal government. In fact, that's the way that most county extension services became possible. In Branch county the folks raised \$2,600. The original County Farm Bureau numbered among its ranks over 200 farm families. Some contributed as high as \$50 or \$100.

The Farm Bureau officers at that time were president, Otto E. Luedder; vice president, Thomas Buell; secretary, E. A. Gunton; treasurer, A. W. Cole. Following this two-year period the Farm Bureau petitioned the board of supervisors for financial assistance. The Board has co-operated in supplying expense money ever since.

This is true in most counties today. In the average county federal funds take care of the agent's salary. The granting of sufficient federal funds to take care of all but local expenses for extension agents was brought about by the organized farmer. He insisted that all counties, the poor as well as the wealthy should have the services of an extension agent available if they could raise enough money locally to pay office and traveling expenses. This is one of the projects advanced by the Farm Bureau.

J. F. YAEGER

Mr. Robert Thompson, director of the Fruit Belt Co-operative Rural Electrical Administration project in southwest Michigan, gives the Farm Bureau much credit for making REA possible not only in that section of Michigan but throughout the United States as a whole. At a recent Farm Bureau meeting in Cass county, Mr. Thompson said, "Farm Bureau did more to make REA possible than any other organization. In some states the Farm Bureau even spent thousands of dollars to promote the program. One of the greatest contributions the Farm Bureau is making towards the success of the project is the educational work it is doing in the principles of co-operation. Without a doubt Cass County made the REA possible in this section of the state."

The Fruit Belt REA has 700 miles of line and has 2,025 meter outlets including 77 rural schools. Ninety percent of the folks at the Cass County meeting that day held up their hands when asked how many were being furnished electrical power. (Continued on page 2.)

### FARM CO-OPS LOOK FORWARD TO JULY 8-12

Good Ideas to be Presented During Week of Co-op Institute.

Directors, managers and members of any type of farmers' co-operative in Michigan can look forward to the week of July 8-12 at East Lansing.

They are interested in building up their business, establishing sound credit practices, and in many other matters that must be handled right in the successful conduct of a business. July 8-12 is the week of the Michigan Co-operative Institute, and all farmers' co-operatives in this state will entertain the 16th annual session of the American Institute of Co-operation.

There are 10,000 farm co-operatives in the United States. Some 3,000 representatives will be in attendance for the institute. From this group, and from the colleges, Farm Credit Administration and other places will come the institute speakers. They are men who have been thinkers and doers in their field as local managers or as state, regional or national managers. Others are specialists in the fields of sales promotion, advertising, and so on.

There will be series of daily industry programs for all branches of the co-operative milk industry; for the live stock groups; for grain and bean elevator interests; fruit and vegetable growers; poultry and egg interests; sugar beet growers; and for farm supplies organizations. Certain programs such as advertising, sales promotion, membership relations and others will apply to all groups.

The institute will be an opportunity. Visitors may pick the programs they want to hear. They can hear some of the best men in that particular field and enter into the discussion afterward. This is the first time the institute has come to Michigan.

Co-operative leaders will be here from nearly every state. Within Michigan every county will have an interest, for Michigan has 350 farm co-operatives doing an annual business of \$80,000,000 in farm produce sold and farm supplies purchased for members and others.

A printed program for the institute will be available soon, from the Michigan State College Economics Dept., or from any farm co-operative. The meetings are open to the farm public. Michigan committees named to smooth out plans and programs, include the executive committee headed by C. L. Brody, Lansing, of the State Farm Bureau; R. V. Gunn, East Lansing, secretary, and Michigan State College economist; N. P. Hull of Lansing of the Michigan Milk Producers association; Neil Bass, Lansing, Michigan Elevator Exchange; Elmer Beamer, Lansing, state commissioner of agriculture; G. S. Coffman, Coldwater, director of the Mid West Creameries; and Carl Buskirk, Paw Paw, representing fruit industries.

On the Michigan finance committee are A. B. Love, chairman, of the Michigan State College economics staff; Mr. Bass and Mr. Brody. The Michigan program committee is headed by Dr. H. S. Patton of the college economics department, and Mr. Hull, Mr. Brody and Mr. Beamer. The facilities committee includes R. W. Tenny and Arthur Howland of the college staff and Jack Yaeger, Lansing, State Farm Bureau.

### Grass Ensilage Helps Stop Spread of Weeds

Few Weeks in Ensilage Kills Germination of Many Weed Seeds

Seeds of most weeds die after a few weeks in the silo, according to T. E. Woodward of the Federal Bureau of Dairy Industry at Washington. Mr. Woodward made this discovery in a side-line experiment while he was trying out different methods of making hay and grass silage.

Thus, the advantage of weed control may be added to the many other advantages of siloing hay crops, Woodward says. When a crop is made into hay weed seeds present are spread to the farm land in barnyard manure.

In making his ensilage and weed seeds experiments, Mr. Woodward buried 26 different kinds of seeds (common weed seeds and some of the farm crops) in separate bags in the silage while the silo was being filled. The seeds were buried at various depths, from 14 to 30 feet below the surface, and in silages of different moisture content.

Over a period of three years he used corn, alfalfa and grass-and-alfalfa silage, made with and without the addition of molasses. As the silage was fed out, the seeds were recovered and tested for germination along with

duplicate samples he had kept in his office.

Only three kinds—bindweed, Lespedeza sericea, and American dragon-head mint—showed any life after being buried in the silage. Bindweed showed a germination of from 5 to 11 per cent, Lespedeza 1 to 5 per cent, and American dragonhead mint three per cent. In these three kinds, and also in the sweet clover sample, some hard seeds remained after the germination test. These also might have germinated under more favorable conditions.

The experiments showed no measurable differences between the corn silage and the hay silages, but there was some evidence that the low-moisture silage may not be quite so effective in destroying the germination of weed seeds as the high-moisture silages.

The 26 kinds of seeds tested included shepherd's purse, chickweed, buttercup, dandelion, bigseed lady's thumb or Pennsylvania smartweed, goose grass, amaranth, crabgrass, common ragweed, pigon grass or foxtail, quackgrass, corn cockle, India mustard, perennial sowthistle, oxeye daisy, Johnson grass, Lespedeza sericea, bindweed, sweet clover, American dragon-head mint, Canada thistle, horse nettle, leafy spurge, perennial pepper grass or white-top, timothy, and oats.

### MEMBERS WIN HONORS IN PORK PRODUCTION

Four Place in First Fifteen in 1939 Spring Pig Contest

Four members of the Michigan State Farm Bureau placed among the first 15 contestants in the 1939 Spring Pig Contest, which was carried on in co-operation with the animal husbandry dept. of the Michigan State College.

C. E. Puffenberger of Eaton Rapids, member of the Eaton County Farm Bureau, placed third. He entered four litters totaling 34 pigs. At 180 days the pigs averaged 245 1/2 lbs. The litters averaged 2,087 lbs.

E. Johnson & Son of Charlotte, members of the Eaton County Farm Bureau, entered three litters totaling 26 pigs. At 180 days the pigs averaged 235 lbs. The litters averaged 2,039 lbs. Johnson & Son placed 5th.

Howard McKenzie of Cassopolis, member of the Cass County Farm Bureau, entered 23 litters totaling 163 pigs. At 180 days the pigs averaged 184 lbs. The litters averaged 1,304 lbs. Mr. McKenzie placed 13th.

Wilbur Mackenzie of Osceola, member of the Hillsdale County Farm Bureau, entered three litters totaling 27 pigs. At 180 days the pigs averaged 169 1/2 lbs. The litters averaged 1,560 lbs. Mr. Haskins placed 14th.

John Rockelline of Leonidas, St. Joseph county, placed first. He entered four litters having an average farrowing date of March 27, and marketed 34 pigs. He sold them at five months and one day. They averaged 199 lbs. Mr. Rockelline's entry, projected to 180 days, credited the pigs with an average weight of 256 1/2 lbs. for that period, and the litters with an average weight of 2,180 lbs.

Thirty contestants from 12 counties entered in the 1939 contest. Twenty turned in final weights. All contestants were outstanding in the methods and practices used. The same project is being conducted in 1940. Farmers having three or more sows to farrow are encouraged to enroll in the project. Write H. F. Moxley, Animal Husbandry Dept. of the Michigan State College at East Lansing, or see your county agricultural agent for a copy of the rules and an entry blank.

Bridge by the local Soil Conservation Service office during February 1937 indicated that 23,630 tons of top soil was passing under the bridge each 24 hours. The river remained in this same condition for approximately four days. This daily soil load in the river is enough soil to fill a string of 2-ton dump trucks, bumper to bumper, reaching from Benton Harbor to Kalamazoo.

This enormous soil loss can be materially reduced by using more vegetation in the fields. More special erosion control practices such as contour planting of fruit, strip cropping, terracing, and reforesting will reduce the soil load in our streams to a minimum. For further information regarding the control of soil erosion see your local county agent or local erosion control office.

Fewer persons lost their lives in railroad accidents in 1939 than in any year since the Interstate Commerce Commission began the compilation of these reports in 1888.

### FLY CONTROL MEASURES ARE EFFECTIVE

A Few Practices Do Much To Eliminate Breeding Places

C. B. Dibble of the Michigan State College staff says it is far more important to prevent breeding of flies than it is to wave a swatter. Of course he admits that once they are inside the house or barn then swatting or spraying has some merit.

If given opportunity, a new hatch of flies will appear every three days from April to November in Michigan, according to Dibble.

Trash or decaying organic matter is responsible for most flies. So now is a good time to do some cleaning up as a blessing for both household and barnyard, the entomologist reports. Straw stacks ought to be capped so that they shed water, for moisture is one of the necessities for rearing new crops of flies. Manure should be hauled frequently and spread thin so that it is dried quickly. Garbage ought to be kept covered, or if buried, should be a foot under the soil surface.

Milkhouses, homes, and other buildings ought to be screened if possible. Dry feed lots help control the pests, for if wet feed lies around on the ground a breeding place is set up for flies. Dibble recommends a feed lot that can be washed off if refuse collects.

So that is his recipe for fewer flies. Cleanliness, he promises, is far more important than flypaper, traps or swatters. One other pointer is that the use of lime in refuse is not a preventive, but that a sprinkling of borax will prove effective.

For hauling a ton of freight one mile, the railroads now receive 24 per cent less than they did in 1921.

### GOV'T DREDGE REVEALS EXTENT OF SOIL LOSSES

Takes 100,000 Yds. of Berrien Co. Topsoil from St. Joe Harbor Each Spring

John G. Woodman, county agr'l agent for VanBuren county, notes the relationship between the government dredger General Meade in St. Joseph harbor each spring and the losses to orchards and fields in the St. Joe watershed through erosion.

The coming of the General Meade each spring should be of great interest to farmers and fruit growers, said Mr. Woodman. In its work of maintaining a 21 foot channel in St. Joe harbor, the General Meade removes 100,000 cubic yards of what was once rich topsoil from orchards and fields to a watery grave in Lake Michigan.

\$20,000 Dredging Expense  
The value of the top soil is great indeed. It won't be replaced soon. Furthermore, it costs about \$20,000 a year to have it removed from the harbor.

The amount removed by the General Meade represents only a small part of the actual soil loss suffered by the growers. Much of it is retained behind the dam at Berrien Springs. In time the storage capacity of this dam will be materially reduced by the accumulation of rich farm soil. The coarser material is laid down in sand or gravel bars in the river channel so that where river boats once traveled a canoe cannot travel without difficulty today. The most valuable part of the soil is carried directly into Lake Michigan because it is light and fine enough to remain in suspension for the entire trip from the eroded field or orchard into Lake Michigan.

At Flood Stages  
Measurements taken at Somersleyton

### Farm Bureau Fights Bills Through Congress

Rises After Crushing Reversal to Amend Wages And Hours Act in House to Provide Exemptions for Agriculture

In the last days of April and those of early May, Michigan Farm Bureau members had a part in one of the fiercest rough and tumble legislative battles seen in the House of Congress in a long time. The row is over amendments to the Wages & Hours Act to provide exemptions for workers processing farm products, and in certain other lines.

The American Farm Bureau, Michigan and other State Farm Bureaus got up off the floor after being knocked almost cold by the defeat of their Barden amendments. They rose to see the House attach the main ideas of the Barden proposals to administration amendments offered by Rep. Norton.

Under the Barden amendments the Farm Bureau asked that exemptions be granted in agr'l processing and canning industries, that something be done about rather unworkable exemptions now granted in "areas of production", as defined by the wages and hours administration. The Bureau has held that a wage and hour rate and work day cut to fit manufacturing and distribution is impracticable in handling farm products and that the producers can't afford it.

The State Farm Bureau, County and Community Farm Bureau officers and legislative minute men wrote more than 400 personal letters to Michigan congressmen and to Rep. Graham Barden in support of the Barden amendments. Farm Bureau members in other states wrote their congressmen.

Administration forces, headed by Rep. Mary Norton of the House labor committee, made every effort to prevent the Barden amendments from reaching the floor, but the House demanded them. After three days debate the amendments were so changed that Rep. Barden disowned them and they were voted out. At the last the Barden amendments had been threatened with a certain presidential veto.

Perhaps the House out-smarted the administration. For when Mrs. Norton's mild amendments appeared as an administration measure, they were saddled May 2 with amendments exempting all workers processing or canning fruits and vegetables. The area of production clause was abolished. This is said to extend agr'l exemptions in a large way. Mrs. Norton has disowned her amendments, but her administration measure is now on its way to the Senate, carrying the exemptions asked by the Farm Bureau.

**Fruit Marketing Agreement**  
Michigan farmers, particularly cherry growers, are interested in the effort to amend the AAA Marketing Agreements Act to authorize marketing agreements for fruits and vegetables grown for canning and processing.

Bill S-3426 and Jones Bill HR-6208 are companion bills now in the Senate and House agricultural committees to provide a marketing agreement section of the AAA for fruits and vegetables. The State, County and Community Farm Bureaus and legislative minute men in Michigan gave the Gillette bill considerable support by letter in early April.

In late April the Jones bill was scheduled for hearings before the House committee on agriculture. Michigan Farm Bureau legislative minute men and Farm Bureau groups again went to the aid of the legislation with scores of letters urging support.

**Canners Say Too Much**  
The present Marketing Agreement Act is limited to a few commodities, including cotton, wheat, tobacco and rice. The situation of the Michigan cherry industry has been critical. Cherry growers are interested in a marketing agreement. As usual the canners are fighting a marketing agreement for canning crops, they

have assumed to speak for the growers too. To offset their efforts, the American Farm Bureau and State Farm Bureaus, including Michigan, took the case back to the growers and asked them to write their Congressmen.

The Michigan State Farm Bureau said in explaining the proposed marketing agreement for fruits and vegetables:

**How it Would Work**  
A Marketing Agreement is simply a vehicle whereby authority would be vested in the Department of Agriculture, upon the request of a majority of producers and a majority of processors, or by producers alone if two-thirds so request, to bring together the grower and processor and have them jointly develop an orderly marketing program.

After hearings have been held and such a program agreed upon, the Department of Agriculture would have the authority to put an administrator in to enforce the program. Making this possible under the law, if and when it is desired, is the purpose of the present pending agreement to the Marketing Agreements Act of 1937.

Until such an amendment is included in the Act there is no hope of getting the fruit and vegetable processors and producers together, and (Continued on page 3.)

## Meet Folks Who Joined the Farm Bureau in March

### There are 694 Families in This Group

Another 418 Families Who Joined During April Will be Presented in the June Edition of the News

The Michigan State Farm Bureau welcomed to membership 694 families during the month of March. We list the new members and their County Farm Bureaus, and their homes in this column.

**BARRY COUNTY**  
BELLEVUE  
Glenn R. Brown  
HASTINGS  
Allen McDonald

**BAY COUNTY**  
AUBURN R-2  
Otto Kreuger

**BAY CITY R-3**  
Gottlieb Stayer  
**BERRIEN COUNTY**  
BAINBRIDGE  
Louis Gelder & Son  
BARODA  
E. F. Mast  
Myron Miller  
BARODA R-1  
E. LaMunien  
BENTON HARBOR  
Irving Horton  
John Mess  
BENTON HARBOR R-1  
A. D. Mory  
A. C. Kent  
BENTON HARBOR R-2  
Don Hamilton  
BENTON HARBOR R-3  
Broderick Bros.  
G. R. Closson  
Dennis Moran  
BERRIEN CENTER R-1  
Chas. A. Dean  
Edward Haskins  
Vera Ireland  
C. W. Shafer  
BERRIEN SPRINGS  
Walter H. Eldson  
Walter Rudowski  
BERRIEN SPRINGS R-1  
Ray Birdsey  
Henry Heimbuch  
Arthur Hetter  
V. O. Koebel  
BERRIEN SPRINGS R-2  
Bert Cable  
Max Calderwood  
Anton Christie  
Jack Dean  
BUCHANAN  
Richard Blomhard  
Fred Samson  
BUCHANAN R-2  
Martin Gilbert  
BUCHANAN R-3  
St. Joe Valley Creamery Co.  
ROY LUTHERAN  
Fred Whisman  
Reuben F. Woods  
Glenn A. Yund  
COLOMA R-1  
Chas. E. Arent  
Bernard Bachman  
Fred Becker  
Adam Brinley  
Wesley Miller

**CLARENCE BUTZBACK P. D. PITCHER**  
Coloma Orchard Co.  
COLOMA R-2  
Andrew Graham  
Leslie Schuhl  
COLOMA R-3  
E. A. Carter  
DOWAGIAC R-4  
Emma C. Munson  
EAU CLAIRE  
C. B. Cassidy  
W. W. Keigley  
EAU CLAIRE R-1  
Call Handy  
Stanley Smith  
EAU CLAIRE R-2  
F. Benson Hall  
GALLEN  
Leonard & Dwight Babcock  
GALLEN R-1  
Beryl Bowker  
HARBERT  
Thomas R. Glavin Seeder Brothers  
LAKESIDE  
R. L. Wire  
NEW BUFFALO  
Geo. Behner & Son  
J. E. Myers  
NEW TROY  
Dean Morley  
NILES  
Wm. Womer  
NILES R-2  
Robert A. File  
Verlin M. Williams  
NILES R-3  
Edward S. Bunbury  
E. W. Schadler  
Ernest Herman  
Henry Snouwaert  
Madison  
A. D. White  
H. B. Ostrander  
John V. Weaver  
SODUS  
D. H. Case  
Jas. Smirniotis  
Merrill S. Fuller  
Noble O. Walcott  
SODUS R-1  
L. Glade  
S. W. F. Michael  
STEVENSVILLE R-1  
Wm. C. Heyn  
St. Joseph Klackle  
St. JOSEPH  
M. P. Dwyer  
ST. JOSEPH R-1  
John Diederick  
Harry T. Gast  
ST. JOSEPH R-2  
Frank O. Bender  
Dr. Fred M. Miller  
Harry Bort  
Roscoe Miller  
Gelsler & Moyer  
Otto Vetter  
Farm  
Chas. Kugel

**THREE OAKS**  
Rollin Ackerman  
Fred Long  
James Cornelius  
Fred E. Schelley  
J. S. Dawson  
St. Joseph Schell  
John Hoven  
THREE OAKS R-1  
F. W. Smith  
St. Lawrence Kramer  
Fred Hoadley  
THREE OAKS R-2  
John Cameron  
Oscar Martin  
C. Klinke  
WATERVLIET  
Oscar J. Smith  
WATERVLIET R-1  
Harvey Bauschke  
Hart and Son  
WATERVLIET R-2  
Alfred Butzbach  
Ivan D. Wigent  
SOUTH BEND, INDIANA  
Isaac M. Wells  
CALHOUN COUNTY  
ALBION R-1  
Don C. Sweeney  
ALBION R-4  
Henry Bunday  
BATTLE CREEK R-1  
Julius Paul  
BATTLE CREEK R-2  
Floyd L. Fox  
BATTLE CREEK R-4  
Orville C. Damon  
BATTLE CREEK R-7  
Frank Brunt  
Randolph Russell  
Wm. P. Midlam  
CERESCO  
Claude W. Fanning  
CLIMAX R-1  
Lead Hiscock  
Earl J. Seaver  
EAST LEROY  
Ed Cuthbert  
EAST LEROY R-1  
Francis O'Hanlon  
Clark Tuller  
Donald G. Thompson  
HOMER  
Geo. W. Feigener  
R. E. Patch  
HOMER R-1  
Melvin & Dorothy  
T. B. Shaffer  
Avery  
Frank Trader  
Clinton Gridley  
Geo. Weiss, Jr.  
HOMER R-2  
Neal Dolph  
John Procuplie  
HOMER R-3  
Seth McAllister  
MARSHALL  
Ralph Thomas

**MARSHALL R-1**  
B. E. Henry  
Frank Van Voorhies  
Earl B. Reagle  
MARSHALL R-2  
Ralph Mills  
MARSHALL R-3  
Otto Cook  
MARSHALL R-4  
Fay Owens  
H. R. West  
Forrest Wagner  
SPRINGPORT R-2  
Wm. A. Stark  
TEKONSHA R-1  
Warren J. Clark  
Carl Shumway  
UNION CITY R-2  
Byron Hamma  
SPRINGPORT R-2  
George Foursacre  
CASS COUNTY  
CASSOPOLIS  
Ed. & Wm. Gardner  
Anton Karason  
Rolan Jones  
CASSOPOLIS R-1  
Paul File  
Thomas Howley  
Olivia Langenbalm  
Paul Jessup  
C. & B. E. Phillips  
Ralph L. Jones  
C. Stevens  
CASSOPOLIS R-2  
Don S. Morse  
Joseph Nemeth  
Frank Nemeth  
E. A. Turpin  
CASSOPOLIS R-3  
Kathryn A. Powell  
CASSOPOLIS R-4  
H. E. Aldrich  
Ben H. Gleason  
C. A. Dixon & Clarence L. Gleason  
C. E. Warrell  
Fred E. Wright  
Terry Fisher  
DECATUR R-3  
N. C. Everett  
E. Rutherford & Son  
Cecil R. Haefner  
J. M. Stafford  
DOWAGIAC  
Chas. M. Myers  
Leo Parker  
W. J. Myers  
J. W. Phillips  
DOWAGIAC R-1  
Adolph Arndt  
Edna & Glen Phillips  
B. I. Opfeli  
D. Rynsburger  
DOWAGIAC R-2  
Arthur J. Dennis  
H. McCuen & Son  
F. A. Limbeck  
Clarence A. Phillips  
DOWAGIAC R-3  
Earl Shearer  
Earl R. Williams  
DOWAGIAC R-4  
Adolph Bandwick  
Fred J. Halle  
Dr. Alice Conklin  
Walter Leitz  
Cora Criffield  
R. B. Miller

**EDWARDSBURG**  
W. J. Dempsey  
Otis D. Smith  
C. W. Landis  
William Thatcher  
EDWARDSBURG R-1  
J. B. Hadden  
EDWARDSBURG R-2  
Ronald Cardevant  
D. A. Fiedler  
Zyg Dryer  
EAU CLAIRE R-2  
Frank Burkett  
JONES  
Jones Co-op Ass'n.  
L. K. Scott, Sec'y  
Perry Whited  
JONES R-1  
LeRoy W. Bent  
Will Hunt  
Walter Born  
Tony Lampen  
George Frank  
Jay Wheeler  
MARCELLUS  
Lee Manning & Son  
Riley W. Pile  
MARCELLUS R-2  
Ed. Bainbridge  
Lyle Castner & Son  
MARCELLUS R-2  
Samuel Baer  
Cecil R. Waltz  
Harold Swartz  
MARCELLUS R-3  
Henry Knight  
NILES  
Dan Tuesley  
NILES R-1  
Wm. A. Bradford  
Walter Kauteroski  
NILES R-3  
Guy A. Swift  
THREE RIVERS R-3  
Leonard C. Norton & Son  
NANDALIA R-2  
Frank Braseman  
CLINTON COUNTY  
DEWITT R-1  
H. S. Bedaine  
Donald Miller  
H. F. Bowers  
ELSIE  
Allen B. Gibson  
Chas. H. Ranney  
W. S. Lusk  
ELSIE R-1  
Norval Ballantine  
W. R. Devereaux  
ELSIE R-2  
Andrew E. Cobb  
Geo. W. Kridner  
FOWLER  
Frank Halfman  
State Sav. Bank of Fowler  
FOWLER R-1  
William Feldpausch  
Ed. Schmiack  
(Continued on page 2.)



# MICHIGAN FARM NEWS

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**ENAR UNGREN**.....Editor and Business Manager

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## Where to, Trade Agreements?

Friday, April 5, Congress adopted an act which extends for three years the authority of the U. S. State Department to negotiate reciprocal trade agreements with other nations.

In making the extension, a majority in Congress agreed with the State Department that there should be no amendments requiring the Department to ask the approval of other cabinet officers, or the approval of the Senate before a trade agreement is completed with another nation.

The Farm Bureau asked that the approval of the Secretaries of Agriculture and Commerce be required in order to give agriculture and industry a voice in diplomatic proceedings for the restoration of trade abroad. But, Congress said no.

About the time Congress was making its decision, Wallace Farmer & Iowa Homestead was asking Iowa farmers what they think about Secretary Hull's reciprocal trade agreements.

They weren't excited. About half of Iowa farmers interviewed said the trade agreements are of no particular interest to them. Have 'em or not, as you like. Twenty-seven per cent wanted the agreements program continued. Twenty-eight per cent of Iowa farmers interviewed wanted the agreements cancelled, or at least revised.

On top of the Iowa farm view, Wallace Farmer observes that the reciprocal trade agreements have been scuttled by the war. As long as the war lasts, the nations will be on a barter basis when they can trade. But, after the war, the situation will be different. Perhaps then the trade agreements negotiated will help the United States get a good share of the world trade and help get world trade as a whole back on a better basis.

## The Associated Women of the American Farm Bureau

Mrs. Pearl E. Myus, Director for Michigan

### CONFERENCE NAMES PERMANENT COMMITTEES

The April 25 conference was called by Mrs. Pearl Myus. It was attended by 20 ladies. The problems discussed were later placed in charge of permanent conference committees, as follows:

Publicity, Mrs. Emma Porter, chairman, Lapeer county; Farm Bureau Women's Speaking Contest, Mrs. Ruth Wendell, chairman, Lapeer county; Music, Mrs. William Sherman, chairman, Shiawassee county; Advertising, Mrs. Ray Nelkirk, chairman, Gratiot county.

### PUBLIC SPEAKING CONTEST MATERIAL

Professor Orion Ulrey of the Michigan State College led a discussion on education. Mr. Ulrey also gave each lady a list of material sources that would be useful in preparing a paper on Producer-Consumer Relations, subject for the 1940 Farm Bureau women's speaking contest.

### COMMUNITY GROUP ACTIVITIES

Mrs. George Schultz reported that the Sodus Community Farm Bureau in Berrien county is sponsoring a Boy Scout group. Mrs. Carl Buskirk said that Paw Paw Community Farm Bureau in Van Buren county is working with the Kellogg Foundation. Mrs. Forrest Dunham said the Shelby Community Farm Bureau in Oceana county has an advertising project under way for local farm products; Mrs. J. H. Birdsall said their group in Oceana county had sponsored a Farmer-Business men's luncheon.

The next conference of the Associated Women of the Michigan State Farm Bureau will be held at Lansing, Thursday, October 17. The subject for the meeting will be group hospitalization.

## Place and Program of Junior Farm Bureau

(Continued from page 6) ing farm produce to market by truck, and many other similar jobs.

### YOUTHS ARE CONFRONTED WITH UNEMPLOYMENT

One of the big problems of youth is unemployment. Figures show that one-third of the unemployed workers in the United States are young people from fifteen to twenty-four years of age. This means there are about four million young people out of work. The unemployment rate for youth, fifteen to twenty-four, is higher than for any other age group. It is hard for a young man to get started in a good job because most jobs require an experienced individual. Jobs are given to men who have a family to support, seniority rights are considered and the young man is the last to be taken on and the first to be laid off.

Most groups working with young people list the problems of youth under four headings, unemployment, health, recreation and education. Recreation and health are usually worked together as one program; while part

### THOSE ATTENDING THE CONFERENCE

Those at the April 25 conference were: Mrs. Cecile O'Brien of Jackson R-3, Mrs. Ruth Day of Clarke Lake, and Mrs. Zora Cuff of Jackson R-8, all of Jackson county; Mrs. Emma Porter of Dryden, Mrs. Ruth Wendell and Mrs. Ervin Haskill of Lapeer, all of Lapeer county; Mrs. Carl Buskirk and Mrs. George Schultz, both of Paw Paw, VanBuren county; Mrs. Carrie Lawcock and Mrs. William Sherman of Vernon, Shiawassee county; Mrs. Iva M. Miller and Mrs. Mallory Stickney of Clarkston, both of Oakland county; Mrs. Ray Nelkirk, Mrs. Howard Krick and Mrs. Zona Beebe all of St. Louis, Gratiot county; Mrs. Edward Weirich of Shelby, Mrs. J. H. Birdsall of Pentwater, Mrs. Forrest Dunham of Shelby, all of Oceana county; Mrs. Ernest Schwass of Scottville and Mrs. Harold O. Fitch of Ladington, Mason county.

### HOW TO ADVERTISE OUR FARM PRODUCTS

Dear Farm Bureau Workers: At the April 25th meeting of Michigan Farm Bureau Women it was decided to do something to advertise our farm products. But what?

Please discuss this at your local meetings and let me know what your group think can be done, especially where substitutes are used.

It was also decided to have a recipe or two printed in each number of the Farm News.

So will each group please send me some recipes featuring Michigan farm products so we can have some for next month?

Mrs. Ray Nelkirk, St. Louis, Mich., R. 1.



## Hiram and Martha Sheep Shearing

Each season has a character by which we hold it dear And there's some presiding genius for each separate time of year. Herman Strauss, that honest Dutchman, with his chuckle vast and deep Used to range the length of Hicks Street every springtime, shearing sheep. And his coming was a symbol of the erstwhile Maytime scene Just as truly as the gamboling of the lambs upon the green.

I can see his florid features and his twinkling eyes of blue And his crooked stemmed old briar with the bit chewed half in two; I can smell his greasy costume, reeking of a thousand fleeces. I recall his cheeks crookedfaced in a maze of merry creases, And the glad anticipation that his coming would arouse In the hearts of all the children—for they loved old Herman Strauss.

Herman's days were full of stories, sad and jolly, old and new. And his talk was so incessant that he needed listening to. We would make our preparations very simply, he and I, Two sawhorses and the dumpboards, with a barrel standing by. From his pocket comes a bundle now, and now we all behold Two pairs of gleaming sheep shears and an oilstone worn and old

Which now he places on the bench and strokes each parted blade In the deep crease across the stone which just such strokes have made. He picks a snorting wether up and with a practiced swing Deposits him upon the bench alarmed and struggling. But under Herman's greasy sleeve soon his head is bent That sheep is putty in his hands and lolls there quite content.

With clip-clip-clip of Herman's shears and clatter of his tongue The yellow lined warm woolly coat in loosened folds is flung, And soon it spreads upon the bench as with a bounding leap The wether spurs the stable sill—the season's first shorn sheep. And Herman seizes number two, while I with busy care Arrange the fleece of number one upon the woolbox there.

Oh, every season, as it comes, brings characteristic joys; Old Herman Strauss is in his grave, yet still I hear his voice; And still I hear the children laugh to see the sheep set free; Each tiniest detail of it all comes surging back to me, These new power clippers do it fast, and just as well, I know, But I like to think of Herman Strauss and the days of long ago.

## They Joined Farm Bureau in March

(Continued from Page 1.)

- FOWLER R-2**  
Clarence Damon Wm. Hufnagel  
Frank E. Fowles Leo Walker
- HUBBARDSTON**  
E. P. Robert & Leslie Moore  
LANSING R-4  
Howard Borton Wm. Wohlert
- QUINCY**  
Wilbur A. Durkee Wm. H. Rhodes  
A. J. Kelley
- QUINCY R-1**  
Ward Warren
- QUINCY R-2**  
John & Helen Bracy E. H. Schultz  
Harold Frisbie Glen Wisner  
Clyde Morrill
- PEWAMO R-1**  
Lee Kellam Geo. P. Thelen  
Andrew Schneider William Thelen  
Bernard Simon
- PORTLAND R-2**  
Fred Knopp John J. Pohl
- ST. JOHNS**  
A. E. Moore Clarence W. Neller  
ST. JOHNS R-1  
W. G. & Ray G. Campbell & Son  
Anderson
- ST. JOHNS R-2**  
C. H. Hicks & Son Oliver Knight  
ST. JOHNS R-4  
Robert Irrer
- ST. JOHNS R-5**  
J. Montague & Son Ward Wyrick  
D. E. Shumaker
- ST. JOHNS R-6**  
F. G. Henderson E. C. Norris  
Byron E. Kissane

- GENESE COUNTY**  
SWARTZ CREEK R-1  
Thos. & Walter Mitchell
- GRATIOT COUNTY**  
ALMA R-1  
E. O. Anderson G. O. Bloomquist
- BRECKENRIDGE**  
Robert L. Baldwin E. Peterson  
E. A. Crawford N. J. Roth
- BRECKENRIDGE R-1**  
C. L. Baxter Holton Cecil & Son  
W. M. Fuhrman Emil Nagel  
Hugh A. Hollenbeck
- BRECKENRIDGE R-2**  
George Coston
- ITHACA R-3**  
Lester J. Allen A. Humm and Son  
ST. LOUIS R-1  
Reuben Raske
- WHEELER R-1**  
Dana Skeer
- WHEELER R-2**  
Bruce Butcher C. A. Rhoads  
Pearl Carter Lloyd Shankel  
Claude Oakes

- HILLSDALE COUNTY**  
HILLSDALE  
J. Failey Ball Walter J. Rawson  
A. J. Emens M. F. Van Hoeseur
- HILLSDALE R-1**  
W. M. Galzen
- HILLSDALE R-3**  
Willis Tew Burr Tucker
- JONESVILLE**  
Harry Godfrey Varren Invest. Co.  
D. E. Spotts (Richard S. Varren)
- JONESVILLE R-1**  
Anton J. Morgan C. Thompson
- JONESVILLE R-2**  
Chas. A. Borden J. G. Leatherman
- JONESVILLE R-3**  
Alger Baker Sheeley Bros.  
Earl F. LaCare (Merritt Sheeley)  
Ruben Mouton Leo Van Allen
- LITCHFIELD**  
Floyd Anderson Clark Sinclair  
Henry Dutka Simpson Ely Co.  
Charles Faulkner Jay White  
Cyril Frid
- LITCHFIELD R-1**  
Andy Adams
- OSSEO R-1**  
Hugh Britton Carter Reamer  
M. L. Gilbert Z. B. Walton  
Ted M. Kelly
- OSSEO R-2**  
Ervin Lister
- READING**  
Ralph K. Duryea  
READING R-2  
Orison Cleveland, Jr.

- HURON COUNTY**  
BAD AXE  
Farmers Elevator John C. Graham  
& Prod. Co. John McKenzie  
Lester Gingrich Robert Richardson
- BAD AXE R-2**  
Earl Jurgess
- BAD AXE R-3**  
Ed. McCrea
- BAY PORT**  
Paul Baur
- CASEVILLE**  
Richmond Bros.
- CASEVILLE R-1**  
Thomas Duby & Son
- ELKTON**  
Dr. McMillurray Frank Wakefield
- ELKTON R-2**  
Walter Schutte
- KINDE R-2**  
Glenn Wakefield Wm. Schramke
- PIGEON**  
Charles Anderson Adolph Schulze  
H. F. Leipprandt Turner Brothers
- PORT AUSTIN R-1**  
Ben Walsh
- UBLY R-1**  
Henry Davison Art McKenzie
- UBLY R-2**  
Clarence Murray

- INGHAM COUNTY**  
DANSVILLE  
Clarence Diehl & Son  
EAST LANSING R-1  
Otis E. Shear
- LANSING R-2**  
Harry Box C. H. Kurtz  
Lee J. Hewitt
- LESLIE**  
H. E. Covert & Son

- LESLIE R-2**  
Clarence H. Kilburn
- MASON**  
Clark Bros. H. R. Taylor  
Ethel M. Webb
- MASON R-3**  
Wm. M. Keller
- OKEMOS**  
J. O. Grettenberger O. K. Grettenberger  
WEBBERVILLE R-1  
B. D. Granger
- IONIA COUNTY**  
HUBBARDSTON  
Handlon Bros.  
Foster Thompson R-1  
Foster Thompson IONIA  
Floyd Hammond
- MUIR**  
James McKeon Thomas Rogers
- MUIR R-1**  
Jay Houk Edw. H. Hummell
- PORTLAND**  
Alton Gunn
- SUNFIELD**  
Fred Reahm

- ISABELLA COUNTY**  
BLANCHARD R-3  
Gerald S. Fuller
- MT. PLEASANT**  
Bert Bozer & Son Leon McBride  
E. J. Grambau Victor Pohl  
George Kelsner W. E. Prescott
- MT. PLEASANT R-1**  
Joe Ballman Burdette O'Connor  
L. Bierschbach Ernest Pohl  
Lloyd C. Grace Ralph Powell  
Herman Grisinger E. Seybert & Son  
Murphy Bros. Clayton D. Ward
- MT. PLEASANT R-2**  
Mildred Lueder Herald D. Pope
- MT. PLEASANT R-3**  
Proctor Hill & Son Verne Stackman  
Myron H. Maxwell
- MT. PLEASANT R-4**  
J. A. Brown & Son Paul G. Lange  
F. H. Crawford J. G. Merrill  
Leonard Fertz David P. Schechter  
G. & N. Kennedy Fred Schaffler
- MT. PLEASANT R-5**  
William Thurston
- ROSEBUSH R-1**  
Dan Moog
- ROSEBUSH R-2**  
Oliver House Ben H. Johnston
- SHEPHERD R-3**  
Howard Kennedy F. W. Spencer
- SHEPHERD R-4**  
Chas. E. Wilson
- WEIDMAN R-2**  
Harry Van Auken

- KALAMAZOO COUNTY**  
SCHOOLCRAFT R-9  
Maurice Harvey
- LAPEER COUNTY**  
ALMONT  
Spencer Bros.
- BROWN CITY**  
Ambrose Krainer
- BROWN CITY R-1**  
Orval Anderson John Kocon
- COLUMBIANVILLE R-2**  
George S. Schanck
- DRYDEN**  
Muir Bros.
- DRYDEN R-1**  
Earl Braidwood
- FOSTORIA**  
Henry Welke
- GOODRICH R-1**  
A. H. Barber Merland Gregory
- HADLEY**  
H. A. Starr
- IMLAY CITY**  
Reid Sisson
- IMLAY CITY R-2**  
Harley Terpenning
- LAPEER**  
Anthony Kreiner
- LAPEER R-1**  
Henry Cuske Eddie Hansen  
Harry Gardner R. W. Mitchell  
M. P. Glassford Robert Phillips
- LAPEER R-2**  
Peter Skeberdis
- LAPEER R-3**  
Myron Babcock Carrol A. Dehnert  
R. K. Booth David Halsey  
Phil Cronin Maynard Russell
- LAPEER R-4**  
Hugh F. Coulter E. V. Nicholson  
W. A. Green James Potter
- METAMORA**  
Joseph J. LaClair
- D. G. Willett**  
Floyd Barber  
Roy E. Best
- METAMORA R-1**  
Vern Corey Theodore Pratt  
Ira W. McClintie
- METAMORA R-2**  
Paul Groff
- NORTH BRANCH**  
Wm. Rowell Lyle Russell
- NORTH BRANCH R-2**  
James Scrimger Clarence Spencer
- NORTH BRANCH R-3**  
Mary Bruman Ed. Seelye
- OTTER LAKE R-1**  
Frank E. Duryea
- SILVERWOOD**  
Henry McLeod

- LENAWEE COUNTY**  
ADRIAN R-2  
Rufus & Allen Baker  
Elmer & Dale Hestler
- ADRIAN R-3**  
Willis L. Moore
- ADRIAN R-4**  
C. W. & T. O. Brittain  
Edmund J. Harger J. R. Smith & Son  
Jesse F. Hoddinott
- CADMUS**  
C. R. & R. W. Potts
- TIPTON**  
Howard Evans Roy C. Van Doren
- MIDLAND COUNTY**  
WHEELER R-1  
William Boyle Lee Williams
- BRECKENRIDGE R-1**  
Leslie Tippin & Sons
- FOUR—They Joined F. B. in March**

- OCEANA COUNTY**  
HART R-1  
Vernon Walker E. E. Winship
- HART R-3**  
Byron May
- HESPERIA R-2**  
Geo. Williamson
- HESPERIA R-3**  
F. Fogg
- MONTAQUE R-1**  
Geo. & Brown & Sam Kenneth  
Thos. Fordham
- NEW ERA**  
Lynn Lewis
- NEW ERA R-1**  
Geo. Grasmeyer Robert VanderWall
- MUNSON BROS.**
- NEW ERA R-2**  
Maurice Lancker
- PENTWATER R-1**  
Marshall H. Paulson
- ROTHBURY**  
Worrie Van Dyke
- ROTHBURY R-1**  
Frank Benovic Fred Van Dulnen  
William Elkie & Son
- SHELBY**  
John Bender Loran A. Miller
- SHELBY R-1**  
Morningside Orchards  
Emil Studar
- SHELBY R-2**  
Wm. Baade Grover Brothers  
Jesse Benham John Huston  
R. Burneister Oscar Mauk
- SHELBY R-3**  
Peter Burmeister
- WALKERVILLE**  
Thomas Johnston
- SAGINAW COUNTY**  
FREELAND  
Thomas Leaman
- SAGINAW STORE**  
FREELAND R-3  
Wm. J. Kirchner
- SAGINAW**  
Sag. Co. Jr. Farm Bureau
- SAGINAW R-2**  
Joseph Galganski
- SAGINAW R-5**  
Carl Sieggreen
- SAGINAW R-6**  
Walter Marti
- SAGINAW R-7 W. S.**  
Norman Priem
- ST. CLAIR COUNTY**  
EMMETT  
Frank Pierce
- YALE**  
John Black
- YALE R-1**  
Harry Leininger
- ST. JOSEPH COUNTY**  
WHITE PIGEON R-2  
Chas. C. Kline
- TUSCULA COUNTY**  
AKRON  
H. W. Barriger Louis Severance  
F. C. Burgess Theron Steele  
C. E. Morton
- AKRON R-1**  
Theron Bedell Wm. Partlo  
Frank Biles Raymond Rayl  
Lyle Dean Wm. E. Rohlfis  
John Fischer Ruppel Bros.  
Ralph Harrington W. R. Turner  
Wm. Lauenberger
- AKRON R-2**  
McPherson Bros. C. H. Nixon
- CARO**  
George Bieth John Sheridan  
Caro Motor Sales Gibs Smith  
B. B. Rekey
- CARO R-1**  
Ralph Brindmaler Joe Romain  
John Brinkman
- CARO R-2**  
Rex G. Griffin S. Lochkovic & Son
- FAIRGROVE**  
Ward H. Green E. E. Jameson  
Myron Hall & Son
- FAIRGROVE R-1**  
J. T. Davis Robert Kirk  
Fred Finley W. J. Kirk  
Herman Hadaway F. Parish & Sons
- FAIRGROVE R-2**  
A. Campbell Sons Merton Hall  
Milford Culbert Wm. Proft  
Everitt Gramer
- RESE R-2**  
John Young
- SILVERWOOD**  
Oscar M. Pitzer
- UNIONVILLE R-1**  
Truman Ackerman Carl Rockstroh  
Arnold Bell Walter Staak  
Bush Bros. Elmer Uhl  
Arthur Eckfeld Ed. L. Yonke  
Reithel Bros.
- UNIONVILLE R-2**  
Leonard Bell Leo Ainsworth  
Ben Sattellburg
- UNIONVILLE R-3**  
John Bang W. H. Kyser  
Albert S. Baur Wallace Louis  
Ed. Baur Alfred Stoll  
Milton Baur Henry Stoll  
Elmer Bitzer

**Behind the Wheel**  
(Continued from page 1)  
er through the REA. Mr. Thompson is mighty popular among them.

**CHILDREN**  
"Thirteen children and only one our own," brought the question. "How come?"  
Mrs. Arthur Squires said, "You see, we adopted 12." That was very interesting and of course the next question had to do with attitude towards the adopted children as compared to the one of their own flesh and blood. "We love them all alike," was the answer, "And now that they're all grown up but one and are away from home, we're kind of lonesome."  
All of us should take off our hats to the Squires. Nowadays folks think one or two children are enough to worry about, say nothing of adopting another dozen and giving them all a good start in life.  
The Squires farm is located in Fairfield Township in Shiawassee County. They are Farm Bureau members.

**BASEBALL**  
Now that the baseball season is again under way, Mr. N. A. "Nick" Larson of Allegan County is showing folks his autographed baseball of which he is very proud. Written on that ball are all the names of the New York Yankees including Bill Dickey, Lou Gehrig, Charles Ruffing, Joe DiMaggio, Monte Pearson, Red Rolfe, Bump Hadley, Lefty Gomez and others. Nick has the ball wrapped in cellophane. Woe be unto the man who mars its cover.  
Just to prove his great interest in the national pastime, Nick recites "Casey at the Bat" in a way that causes him to be called on at many a gathering.

**SERVICE**  
It was about 20 years ago that a group of farmers near Parma in Jackson County decided to organize a co-operative elevator. When it came to choosing a manager, they picked Frank Gilmore, a hustling farmer in the neighborhood. "At first" says Frank in thinking back through the years, "I was undecided but finally accepted and have never regretted it." Frank has been manager continuously for the 20 or more and his patrons swear by him. There aren't many who satisfy the exacting patronage of a co-operative for 20 years at a stretch.

## State Ranks 4th For Alfalfa Seed

Michigan can well be proud of its alfalfa seed producing industry, ranking fourth in the nation in 1939 with a crop worth an estimated \$1,144,000.

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.

Railroads provide the safest form of transportation available in the United States.

**Solvay Agricultural Limestone**  
Michigan Producers of PULVERIZED LIMESTONE LIMESTONE MEAL Available At Your Nearest Dealer

**Solvay Sales Corporation**  
7501 W. Jefferson Ave. DETROIT, MICH.

**IT'S MORE THAN EGG SHELL MATERIAL**

pilot brand oyster shell is not only a dependably pure egg shell material, but it aids digestion and furnishes calcium for body, bone and feather making.

**PILOT BRAND OYSTER SHELL**

**VITAND**

Quality at its Peak

Farm Bureau Stores and Co-op Ass'n's 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.

**NAPTHOLE, INC.**  
BOONTON, N. J.

**COPPER SULPHATE**

**UNICO BRAND** WHEN YOU WANT IT—AS YOU WANT IT...

In these times of fluctuating markets, why tie up your funds by buying larger quantities of Copper Sulphate than you need for your immediate use? Isn't it a better plan to buy only as you need it and on the current market at the time of your purchase? Your local Farm Bureau Agency has large stocks of Unico Brand Copper Sulphate at 98% purity on hand and can ALWAYS supply you at the prevailing LOWEST market price.

Unico Brand Copper Sulphate is available at your local Farm Bureau Agency in Instant, Snow, Crystals, Granulated and Monohydrated form.

**UNITED CO-OPERATIVES, INC.** INDIANAPOLIS, INDIANA

**BIG in Value...LITTLE in Cost**

**FEW things give you so much convenience, happiness and security . . . all rolled into one . . . as your telephone. Telephone service in this country is not only exceptionally good . . . it's cheap. Nowhere else in the world do people get so much and such good service at such low cost. Experienced management, trained and courteous people, and good equipment are three important reasons for this fact.**

**MICHIGAN BELL TELEPHONE COMPANY**  
Bringing to the People of Michigan the Advantages of the Nation-Wide Bell Telephone System



Products From Cornstalks

The following products have been manufactured from corn stalks through chemical and other industrial processes developed within the last few years, according to the Farm Chemurgic Foundation:

- Alpha cellulose
Building blocks
Cellulose acetate
Cellulose nitrate
Cellulose
Charcoal
Diabetic food
Dynamite absorbent
Fiber
Fuel
Furfural
Gun cotton
Lumber substitutes
Oxalic acid
Paper
Paper mache
Pulp board
Pyroxyl yarnish
Rayon
Wall board
Viscose
Xylan

World Fair Tour

The Michigan Farmer and the Michigan State Farm Bureau membership relations dept will co-operate in a week's tour to the World's fair at New York City by way of the New York Central railroad August 12-17 Farm Week at the Fair. The cost of the all expense tour is \$45.80 from Detroit. Includes lodging and meals at New York except two lunches and two dinners at the Fair Grounds. A descriptive folder will be available shortly.

A well-governed mind learns in time to find pleasure in nothing but the true and the just.—Amliel.

Wool Growers Take Advantage of the Pool Marketing Plan!

Shearing season is usually the most unfavorable time of the year to sell your wool. By consigning to the Michigan Co-op Wool Marketing Association Pool you can secure immediately 20¢ per lb. on medium wool, 18¢ per lb. on fine wool and 14¢ per lb. on fed lamb wool. There will be a second advance after grading and you still retain your equity and when the wool is sold you will receive all that it nets less these advances. For sacks and shipping tags or further information write to the MICHIGAN CO-OP WOOL MKTG. ASS'N 221 N. Cedar Lansing, Michigan

SERVING THE FEED INDUSTRY
DRIED SKIMMILK
Dried Buttermilk
Dried Whey
Condensed Buttermilk
Quotations Made to Elevators
By Wire or Mail
DRY MILK SALES DIVISION
Lansing, Michigan

Employment in Co-operative Agriculture

(Continued from page 4.)

ticular or special line of training predominating. Circumstances, temperament and desire to progress and be of service have all played a part. There are probably as many or more in high positions not occupied by college graduates as there are those of college training. Probably a few of the incumbents are not high school graduates. Other things being equal, however I would rate a college education as a very valuable portion of the training of a prospective co-operative worker.

Complete Your School Work

Please do not interpret my remarks as belittling a college education. I have only been pleading for the right appraisal and application. By all means finish your course and get your degree whatever you expect to do later. Graduation and getting your diploma marks the accomplishment of one of the most important undertakings of your entire lifetime. Psychologically it will bring you satisfaction and self-confidence that will stand you in good stead throughout all the years to follow. It will command respect from others and aid you in making contacts that otherwise might be impossible. That I believe this is indicated by the fact that I have used the major part of my income the past thirty years to give my own family a college education. Don't let the worries and difficulties of college life swerve you from your determination to finish your course. By quitting college and attempting to take a short cut you will be merely "flying to evils you know not of." I know many of the things I have said may not be appreciated by college students and it is not my purpose to make the road appear more difficult than it really is. I feel certain that some of the greatest opportunities for service, advancement and accomplishment the next twenty-five years lie in the co-operative field. These range all the way from subordinate positions in offices, warehouses and local co-operatives to some of the best paid jobs in the country with regional or nationwide co-operative business organizations.

Great Advances Before Us
I hope my effort will in some small measure help you to avoid the pitfalls of post graduate experience. If

so, I shall feel the attempt well worth while. I am cognizant of the possibility that your youthfulness, and enthusiasm, unmarred by the vicissitudes of the past may be a more accurate guide for the future, for you will largely be living in a much different world from the one in which I am spending most of my life.

The co-operative field itself may and probably will be much different than I have experienced. The demands and possibilities of the future will undoubtedly be so great in comparison to those of the past twenty-five years that the experiences of my contemporaries and myself can at best serve only as a partial foundation for the future. Research work in agricultural science is constantly producing new crops, insecticides, fertilizer, and entirely new products never used before. New agricultural pests are constantly bringing new supplies into the inventories of our co-operatives.

The co-operative marketing and purchasing possibilities of the farmers have not been even dented by our work of today. Progress has been made in developing contacts and bargaining power in relation to the large combinations of capital in our country.

Entrenched influence and power held by the large corporations though is still throttling our progress. The big part of the job is yet to be done. Too much of the general business structure of our country still rests on the exploitation of the man on the

land. He must get much better and more effectively organized through co-operatives to increase farm prices and increase farm purchasing power, which is much safer for all business.

We have only made a start in making the influence and power of the farmer effective, because of the difficulties encountered in handling the member relations within our co-operatives. An unlimited opportunity lies here for some of our young people having the unusual qualifications required.

Why They Succeed

Most of the people in the high positions today started at the foot of the ladder. They have succeeded because they have an inherent adaptability and a sincere desire to serve their fellow men. They have succeeded because they have continually done many things that the ordinary routine of their job did not require them to do. They had the initiative to see without being told what needed to be done. They were faithful to the farmer, his organization and themselves.

You are going into the future face foremost, while those of us on life's pathway ahead of you are too apt, as Mr. Kettering said the other night, to be backing into it with our eyes on the past. The frontiers of progress have by no means all been conquered. They no longer lie in the western prairies or the forest or with new continents to be explored and conquered. They are in the more in-

There's Satisfaction in Doing Your Part

Self-centered Folks Miss a Great Deal in This Life

By MRS. EDITH M. WAGAR

Look in any direction these days and one can see optimistic farmers moving teams and tractors back and forth over the fields, just as farmers have done every spring for generations.

Truly the old adage "A good farmer places faith in God" is especially applicable this spring, for as you meet them you will find each one adorned with a smile that leaves no doubt about its sincerity.

It's been a fine spring for farm work, and it's remarkable how much one man can accomplish when he is blessed with good weather and has access to the necessary modern farm machinery. He pushes his work rather than let it push him, and he has time for the many odd jobs always to be found on an up-to-date farm.

Two Types of Farming
During a recent drive through the country, one could pick out the full time farmer against the fast increasing part time farmers, the man who tries to hold down a factory job the required hours each week and then after hours and on Sundays attempts to operate a farm.

There's no doubt about the welcome the added money receives, but the farm often shows neglect and a haphazard system of care. One cannot help but wonder just how much the factory job is slighted too. Pride in one's work is a big item in measuring contentment and peace of mind.

We Have Come Far
We cannot say farming is the same old story year in and year out, for looking back over the span of one generation we can see that we have come a long way from the old walking plow and A-drag, and from the stumps and the bogs.

Yet that farmer had the same optimistic smile during the seed time of a normal spring. It's his love for the soil and his hope for a liberal harvest that has kept him a farmer for a lifetime.

Boom Times and Today
I heard a man say the other day that the world is becoming sour. That everybody feels that he is being discriminated against; that the other fellow is being favored at his expense. I began to analyze the situation regarding that viewpoint. I found that people who have money to lend are disgruntled by the interest rates of the farm credit administration. Those who have deposits in banks are disgusted with 2% interest. We find labor organizations pitted against each other, and industrial corporations declaring they are being thwarted in their development. The farmer believes that he is the underdog in the picture of world affairs.

What has brought about this condition? Is it the reaction from that period of flush times when everybody thought that he was entitled to a taste of everything that this world produced, that there just wasn't anything that was beyond our reach?

The rich doubled their money overnight; labor could demand most any price it wanted, and there was a place for everybody to fill. Farm values went to the sky. We felt we

were to enter the millionaire class at the next corner. In fact our thinking and our planning got way out of focus. When the slump came, as slumps always do come when the world is abnormal, we just couldn't take it. I sometimes think too flush times are really more dangerous than a Depression.

More From Our Neighbor
Now, our neighbor whom I mentioned in last month's paper, isn't satisfied with any farm organization. They're not doing enough for him to want to stay a member, yet when we pin him right down to facts, he admits he's getting more out of them than he's helped to get. And we can make him admit that it was the powerful influence of a large membership in the Farm Bureau that brought about justice in the matter of exempting from the sales tax farm supplies used in producing farm commodities for sale. He will concede that Farm Bureau membership was the foundation for organized effort that brought about relief in road taxes and school taxes and helped make the soil conservation program possible. He will agree that Farm Bureau competition cleaned out bad practices in the fertilizer trade and in the seed and feed trades.

We Can't All Sit Around
Some folks had to belong to the organization in order that that organization might do anything—no matter how it was needed or was justified. We told him it was the members who had carried the load who had a right to find fault and to rebel and if there were things yet undone it was principally because there were not enough folks who were sharing the load.

Not only do the members pay their dues but they spend time and money keeping up local groups and helping with membership getting and holding. We asked him what he would expect to happen if the Farm Bureau were to disappear? We asked him if he wanted to return to old fertilizer practices and prices or to old time farm seeds and dairy feeds?

If We're 100% Self-Centered
The one thought he expressed over and over was that when he belonged to an organization he wanted all of the benefits from it to be confined to those who were members paying dues and not something brought to everyone.

We tried to show him where he was lame in his thinking. We support a church not for just what it means to us individually but for what it can do for the community; we support schools not for just our own children but for those in our community.

It's Better to Work Together
Oh! I know how discouraging it is at times and how one feels like junking the whole thing and going self-centered and wait until each and every farmer comes to the realization that he must not expect benefits unless he does his part. But what a selfish old world we would make of it, if all thought of no one but himself! We'd kill progress and gain nothing.

It's out of the question; we must carry on. We must convince the other fellow that he should be with us and not a drag on us.

And when the skies look black and we feel we are growing sour, let's take a look around us and see if we can not decide that America stands out beyond all other nations in advantages and comforts and contentment for her people. It's the selfishness of her people that is the cause of our shortcomings. Individually, it's ourselves and not the other fellow. After we set our own house in order, it's time enough to punish the rest but not before.

tangible realms of science and the human spirit. New ways of utilizing the material resources all about us and learning better to live and work together confront us with frontiers whose horizons are limitless and whose accomplishments mean the eternal unfolding of human life and its possibilities.

Farm Bureau Battles in Congress

(Continued from page 1.)

even if they did get together and develop a better correlation of orderly marketing, the chances are it would collapse, as former programs have done, because of the lack of authority to see to it that the small minority, who never will agree, goes along. If the amendment is included in the Act, the authority is there for a majority of the growers and processors to petition the Secretary of Agriculture to develop the Marketing Agreement. If the processors refuse to so petition, then if two-thirds of the growers petition, the Secretary could still act. If the petition were granted, a series of hearings would be held as to what should be included in the agreement. Testimony would be taken and a survey of the difficulties made. An agreement would then be developed and an administrator with authority named, and the program would become effective.

Just what would be included in the agreement would depend upon the analysis based on the testimony in the hearings. It may be that there would be years in which the cherry marketing conditions would be perfectly satisfactory to growers and processors alike. In this case, agreements could be abandoned and the normal course of procedure for marketing cherries be effective. On the other hand, it might be desired that an orderly marketing program be effective at all times. This, of course, would all depend upon the petition-

Sugar Beets Need Borax

Research has proved the "disease" known as heart rot in growing sugar beets is not a disease at all but is proof of a soil condition known as boron deficiency. So recommendations are being assembled by tests of soils department specialists at Michigan State College.

Farmers contemplating borax applications, says R. L. Cook of the college staff, will be safe if they do not apply more than 7 or 8 pounds to an acre when the borax is being applied directly with the seed. In broadcast applications before seeding, 20 pounds an acre may be necessary to supply the necessary available boron.

Well drained soils are more likely to need boron and to show results from borax application than poorly drained soils. Farmers who have not noticed any likely boron starvation in their beet fields should watch for the symptoms, suggests Cook.

ing attitude of the growers and processors.

The cherry growers and Farm Bureau groups in Northwestern Michigan are very anxious to have this legislation enacted.

Truth-in-Fabrics Bill
Twenty-five years of effort for federal truth-in-fabrics legislation may be rewarded at this session of Congress. Schwartz Bill S-162 has been approved by the Senate. The companion measure, Martin HR-944 has been reported to the House. During April the Michigan Farm Bureau joined with the AFBF in urging Michigan Congressmen and those from other states to support the bill.

Under the proposed Schwartz-Martin truth-in-fabrics bill manufacturers of woven goods may use any materials they choose, but they must inform consumers truthfully as to what they are buying. The bill has been endorsed by farm organizations, labor groups, consumer groups and by many manufacturers.

SIX POINT EGG PROGRAM HELPS RETURNS

Moore Says There's Extra Returns in Proper Methods

Poultrymen numbering 147,000 in Michigan are neglecting a little matter of \$3,600,000 annually as extra profit possible by making their flocks produce better quality eggs.

On that premise, J. M. Moore, specialist in the poultry department at Michigan State College, is conducting a six-point quality improvement program to help boost the state's egg income above the present federal-state crop reporting estimate of \$26,000,000 a year.

Meetings throughout the state are convincing commercial and sideline farmer poultrymen of the ease and the extra returns in correct methods.

Here are the six pointers:

- 1. Produce only clean eggs by sufficient nests, confinement in rainy weather and placing nests in dark.
2. Gather eggs often, at least three times daily.
3. Hold in cool, moist, well ventilated room.
4. Market eggs often, twice a week if possible.
5. Sell on grade only. Although grading does not improve the quality it helps the price and also keeps consumers demanding more.
6. Feed for quality eggs. This means feeds of proper quality and kind as well as clean fresh water.
Thus Michigan is making a bid for a greater share of the quality egg market, Moore claims, a project that can affect the output of the state's 13 million laying hens producing about 120 million dozen eggs annually.

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You know how important it is during harvest to use a twine you can depend on—twine that is uniform in strength and weight all through the ball, from the first foot to the last.

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FARM BUREAU SERVICES, INC. LANSING, MICHIGAN

POTASH-STARVED ALFALFA RUNS OUT!

TOP-DRESS TO KEEP YOUR STAND

Many an investment in getting a good stand of alfalfa fails to "pay out" because the plants cannot get enough minerals to keep going year after year. Especially is this true when the soil and fertilizer applied do not provide enough potash, since alfalfa is a heavy feeder on this plant food.

Alfalfa and clover will show lack of potash by typical potash-starvation symptoms. White spots appear at first around the edges of the leaves and then over the entire surface. Later the leaves turn yellow and die. Don't wait for these symptoms to appear because long before they show up, your stand will be weakened and your yields decreased.

To get a good hay crop year after year and still maintain the fertility of the soil, plan now to top-dress the field after the first cutting of hay. Apply 200-300 lbs. of 0-12-12 or 0-20-20 per acre on silt loam soils, and a similar amount of 0-8-24 or 0-10-20 on sandy soils.

Consult your county agent or experiment station regarding having your soils tested. See your fertilizer dealer or manufacturer about how little extra it costs to fertilize with enough potash for the crop yields and quality which you plan.

If we can be of any help to you, please write us for information and free literature.



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IF YOUR CAR IS DAMAGED
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Have you ever thought, "I have been driving for years and never have had a serious accident?" This type of thinking has lulled many safe and sane drivers into bankruptcy. The most careful driver can become involved in a lawsuit that will wipe out his lifetime savings in a twinkling of an eye unless he has GOOD INSURANCE PROTECTION.

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# Employment in Co-operative Agriculture as a Future for Young Men and Women

## Requirements for Success and the Opportunities for Service Are Presented at Michigan State College Vocations Conference

By C. L. BRODY, EXECUTIVE SECRETARY OF THE MICHIGAN STATE FARM BUREAU, APRIL 10, 1940

THIS subject might be treated from a broad standpoint embracing practically the whole field of agriculture, including both the productive processes of farming and the organizations engaged in marketing the products grown and supplies purchased. I note, however, you desire the treatment of the subject to be mainly along the line of the opportunities for service and a livelihood in farmers co-operative business organizations. In plain words, I take it you want me to talk about the opportunities for college people for jobs in farmers co-operative organizations.

What I shall say will come out of 36 years of co-operative agricultural experiences rather than from extensive reading and investigation of the work of others. As I compare some of the views I held on graduation day in 1904 with the state of my thinking today it is evident that I must use care that my own disillusionments or disappointments of the years do not cause me to throw a wet blanket on your aims and ambitions. Rather, I hope that my remarks in some small measure may encourage you and serve to guide you in getting a start after graduation.

I believe, too, that my contact with you will serve to temper any reactionary conservatism into which I may have unconsciously drifted as a result of the wear and tear of experience. In short I regard our meeting a mutual affair. I shall try to help you and I know you are going to be of help to me.

### The Personal Qualities

I have in the main endeavored to follow the outline furnished me by your committee. The first item has to do with personality. The fundamental requirements of co-operative agriculture, such as honesty, courage, judgment, initiative, vision, etc., are the same as are essential to equivalent responsibilities in other vocations in general.

However, the possession of these qualities, important as they are, does not insure success in co-operative agricultural work. A high degree of diplomacy and adaptability is essential, for a co-operative organization career is primarily an adventure in the field of human relationships. Along with this a sympathetic understanding of the farmer's viewpoint and the everyday problems of the farm is indispensable. To hold his loyalty and support the farmer must know that you are sincerely trying to help him and you must be his genuine friend and associate. A high-hat attitude is bad in any occupation but it is fatal in all co-operative organization work. Of course, managerial ability and good business judgment are important requirements as in all other occupations but these will largely come to naught if the co-operative worker himself is arrogant, unapproachable and unsympathetic.

Moreover, these qualities of diplomacy, sincerity and adaptability must be possessed by an employee to secure the help and information he needs to be constantly getting from the farmer himself in order to succeed with his job.

A humble attitude and a realization that the farmer's ideas straight from the grass roots are many times superior to or more practical than your own should characterize the state of mind of the co-operative worker. Some of the most capable people in the practical operation of the farms of our state and country. The co-operative worker must recognize this fact and keep himself in an attitude to receive suggestions as well as to make them.

In the case of advice many times in co-operative work it is more blessed to receive than to give. It is true, however, that the co-operative leader has at times to combat misunderstanding as in all other walks of life. A high degree of patience and tolerance for the other fellow's viewpoint are always necessary possessions. The co-operative employee sometimes has to endure the most severe and even unjustified criticism.

In some instances destructive criticism and attacks are made upon the personnel of the co-operative by those who wish to exploit either the influence or financial resources of the organization. Whatever the source or cause the co-operative worker must meet adverse activities and criticism in a calm and philosophic manner without loss of temper or harboring bitterness. As I review my own experience the truth impels me to recognize that my critics have rendered me fully as much service as my most friendly associates. Also it is true that one's most severe critics often become his best friends after the storm is over. The heat of conflict often fuses our differences into the most enduring and helpful associations. Courage and at times firmness is often necessary. But this should always be tempered with patience, generosity, compassion, tolerance and forgiveness.

The greatest assistance in meeting trials and tribulations will come from the support and interest of the board of directors or other interested leaders among the members who are employing you if you have kept them informed and sincerely tried to serve them.

An ingrained, heartfelt sympathy for the farmer in his struggle for economic equality and better farming conditions is of first importance. This qualification is necessary if one is to endure the difficulties, disappointments and self-denial necessary to success. A character bordering on the idealistic and balanced with sound judgment is really essential to rendering satisfactory and enduring service in co-operative agriculture.

**Private Enterprise and Co-ops**  
The person who takes this up as his vocation should recognize at the beginning that he is giving his life for an enterprise to serve others with no opportunity to ever become the owner or part owner of the business. In private enterprise business history is full of experiences in which many of our business leaders today started as office boys and have become partners in or owners of the business, accumulating large personal fortunes in some cases. No such material remuneration is possible in co-operative employment. There are, however, great rewards in co-operative agricultural work in the way of personal development and satisfaction for the person temperamentally adapted to the work. There is also the opportunity for reasonable financial remuneration for the successful person, but he must recognize the fact that he will always be working on a salary and cannot hope to personally own the business or become wealthy financially.

**Health Requirement**  
Health requirements for co-operative agricultural work do not differ from those of other occupations. Good health anywhere is one of our greatest assets. If I were to attempt any advice in this regard I would suggest that you keep your work and recreation in proper balance. The hard and faithful work required of the co-operative employee to be most productive must be tempered with at least moderate amounts of recreation, physical exercise where needed, and wholesome diversions that rest and replenish the person carrying the responsibility.

Our value to our work is determined fully as much by how we conduct ourselves during leisure time as by what we do while on duty, so preserving the proper balance between recreation and diversion on the one hand and application and industry with our work on the other is of first importance.

**Studies That Help Most**  
The particular course selected is not of the importance that it seems to be to college students. Many of us have found that the general cultural subjects were of great practical value. The subjects and courses having most to do with building the right type of human being are in the long run

the most useful. However, some of the special phases of agricultural education do often serve to assist the graduate to secure a foothold, although many college graduates find themselves twenty years later following a line of work which they never anticipated and for which they did not especially prepare, that I feel too much stress should not be laid upon whether a student majors in agricultural economics, general agriculture or what not. If I were to name additional subjects, I would suggest that greater emphasis be laid upon character building and general cultural subjects. I would avoid narrow specialization. This type of training can be obtained rather readily after graduation if found necessary. I have found the most practical subject pursued in college to be plain, good old-fashioned English.

The ability to write or dictate a good letter, free from grammatical errors and ambiguous and awkward statements, is one of the best foundations for co-operative work. The bedrock fundamental of co-operative work being human relations, the study of psychology should prove to be one of the most practical lines of training.

Training in public speaking is also one of the most practical subjects preparatory to co-operative service. Being able to express yourself clearly and effectively both orally and in writing inspires confidence and respect for you personally and for your organization. The ability to address both small and large meetings is an extremely practical qualification.

Physical limitations and time do not permit talking with hundreds or thousands of people individually. Besides, the atmosphere of a group as contrasted to that of the individual, is often much more conducive to results. Training in radio speaking will in my judgment be one of the most practical possessions for the co-operative worker in the most distant future.

**Farm Experience**  
As for other experience aside from school as suggested in your outline, actual farm experience itself cannot be excelled. The co-operative worker who has actually experienced the farmer's problems such as being under a crushing load of debt, disappointment when the hired man quits in a busy time, the ruination of a whole season's work by bad weather, the death of valuable animals, low prices, etc., enables the co-operative worker to appreciate the viewpoint of the farmer, which materially affects his relationship to and his expectations of his co-operative organization. In addition to farming, experience in Smith-Hughes teaching, county agent and extension work generally rank with the best preparatory foundations for co-operative organization work and management.

**How To Get Started**  
The problem of getting into the field is one of the greatest hurdles the young person desiring to engage in co-operative endeavor has to surmount. One's personal attitude toward the question is one of the important determining factors.

I would suggest first of all that we approach the matter with the right appraisal of the place of college training as a preparation for this service. It may be difficult at the outset to realize that a college education is no through ticket to success. It is not a consummation of one's career. It is but the beginning.

I would suggest as a means of making contact in the field it should be of first importance that the college graduate be willing to start in just as



CLARK L. BRODY

lowly a job as though he had no college education. In applying for a job I would offer to do anything there was to do, be it digging ditches, sweeping floors, or washing windows. Getting the connection with the firm or type of organization for which you wish to work is the important thing.

I am prompted to make these statements in the light of our own experience in the Farm Bureau organization over the past nineteen years. Today in the Farm Bureau no man is at the head of a department who has not had years of experience in our organization or, in the case of one or two exceptions, with other companies.

### Our Department Heads

B. A. Rainey, asst. mgr. of Farm Bureau Services, an M. S. C. graduate, started eighteen years ago at common labor in the warehouse. Roy W. Bennett, manager of the Seed Department, not a college graduate, was at that time wheeling sacks, loading cars, etc. Fred Harger, present supervisor of our twenty-four retail branches, not a college graduate, has come up from the farm through the management of a local co-operative, the management of one of our own branches, to the supervision of all of our branch operations. He has been in the employment of the Farm Bureau for about ten years.

G. F. Griswold, assistant treasurer and manager of our Credit and Collection department, is not a college graduate, has worked up from a routine clerical job.

C. N. Hinman, manager of the Farm Bureau Fruit Products Company, a graduate of Harvard in 1926, came to us in 1936 after a decade of experience in teaching finance and accounting and as a certified public accountant.

L. S. Monroe, the man upon whom we depend for taxation, accounting and co-operative technique is not a college man. He came to us four years ago after several years of work as certified public accountant.

E. E. Ungren, editor of the Michigan Farm News and manager of our Printing and Mailing department, an M. S. C. graduate, started with us nineteen years ago at routine news and office work. He had previously spent a year or two with one of the city papers of the state.

S. M. Powell, head of our Legislative department, a graduate of Michigan State twenty years ago, has operated a large farm during that period, served a term in the Legislature, written extensively for farm papers, and been in the Farm Bureau employ for the past five years. He also served a previous period as assistant secretary of the Michigan

State Farm Bureau. Alfred Bentall, head of our Insurance department, a college man, was formerly a rural minister and county agricultural agent, and has been with us the past eighteen years. J. F. Yeager, manager of the Farm Bureau Membership Relations department, an M. S. C. graduate, spent several years in Smith-Hughes teaching, followed by six years in editorial and news work on a rural-urban paper in one of the county seat cities of the State. B. F. Hennink, head of our Junior Farm Bureau work, an M. S. C. graduate, had seven years of Smith-Hughes teaching before he joined our staff.

Robert Addy, manager of our Machinery department, not a college graduate, started as a cow tester, later worked at extension work in dairying for the Michigan State College, coming to the Farm Bureau fifteen years ago. He has had many years experience in sales work with practically all of the major commodities handled by the Farm Bureau Services. Wayne Mills, sales manager for Farm Bureau Services, not a college graduate, started as a stenographer in our Traffic department fifteen years ago.

### Start From the Bottom

All of this indicates that both college and non-college people have worked up to the higher positions, and that the college graduates in the list have had a dozen or more years experience since leaving college, and all of them started practically at the bottom the same as did the non-college people. The same is true with important positions in all of these departments. They are occupied by college and non-college people.

One of the more recent graduates who finished college two years ago partially paid his way through college by working in the Farm Bureau garage. Following graduation he became a salesman for our paint department. His pre-graduate work served as a means of contact to secure his job after graduation. He also worked during vacations in the co-operative managed by his father. Also I think of another notable instance where a young man who is a graduate of one of our normal schools left his teaching job and worked for three years at common labor in one of our elevators. Today he is managing one of the large fruit packing locals of the State. He took the new position because of our close relationship with the co-operative in question.

Two women graduates of the business administration course in 1933 and 1937 are serving at secretarial and office work. The three women in the Farm Bureau organization occupying the highest positions have been with the organization since the beginning and are not college graduates. Michigan State College graduates who have advanced in the Farm Bureau include Mrs. Carol Bielinski and Miss Mary Ballard, business administration graduates. They are doing secretarial work. David Cotter is in charge of state-wide business in co-operatively manufactured house, barn and roof paints. Victor Bielinski has important responsibilities in our Farm Bureau seed service. B. D. Bennett, another business administration graduate, is a key man in the Farm Bureau Services wholesale orders and routing division.

From the foregoing it appears evident that in the case of the college graduates probably none of these people would now be occupying the important places in our organization if they had not practically forgotten that they were college graduates and been willing to start on the same level at

which the non-college persons began. A college education is not a guarantee that the graduate is a better person to be employed than the non-college graduate as there is more than one way to secure an education. However, I am strong for college education and believe that if properly evaluated by the person himself it cannot help but make him a more desirable employee than he otherwise would have been, but not necessarily a better employee than some person who is not a college graduate proves to be.

### It's Not Where You Start

In short, I would consider the better way to make the starting contact is to show a willingness to do anything there is to do. Make yourself useful to the organization to which you are applying, regardless of whether it is in line with the special training you have had or not.

It is not where you start but where you are ten, fifteen or twenty years later that really counts. It is quite possible that there are some people in inferior clerical or white collar jobs today who if they had started via the overall route doing common labor would be in high executive positions today.

If you are going to supervise the efforts of others you must be able to appreciate the viewpoint of the human beings under your management. There is nothing like having actually lived the life yourself as a training for the higher positions in co-operative work. Besides it is important that you get through the period of meager remuneration in your younger days before the heavier responsibilities and expenses of family life are resting on your shoulders.

If at all practicable I would advise the under-graduate to begin to build his contacts in every way possible throughout his college course. Research or thesis work relating to the practical affairs of co-operatives might serve to get you acquainted with your future employer. Work during vacation periods or during the college year as a means of support might serve to break the ice and help you get into the field after graduation.

The manner in which one man made his contact with the Farm Bureau organization is interesting in this connection. The first time I recall meeting him was when he called at the office and requested assistance with a young people's program in connection with his Smith-Hughes teaching. He followed this up the next year with a discussion of the plan for a Junior Farm Bureau. This later led to his employment on a meager salary with a commission on Farm Bureau members written. Writing members was not what he was looking for but it was an opportunity to get started. He was so constituted that the tougher the prospect the better he liked the work. The experience not only afforded him a start but has stood him in good stead in the Junior Farm Bureau work which he has established.

### Juniors Enter Our Work

Also seventeen young men of twenty-five to thirty years of age who have just passed through their Junior Farm Bureau experience, several of whom are college graduates, are building a splendid foundation for a future remunerative business by writing co-operative insurance at the regular agents' commissions. Not only is this a splendid type of experience whatever your occupation in later years, but in our insurance work itself lies some of the best and most permanent opportunities for young men today. The field of insurance is continually unfolding. While we have 375 local agents in Michigan, I do not remember a time in the last fourteen years that we did not have good territory available for the enterprising young man or woman.

Getting a start requires all the initiative and originality the young person can master. Even working for nothing or for your expenses in order to learn the business or get a start, may prove a more profitable way to be spending your time than walking the streets looking for work at good wages. This method may help you avoid the stereotyped practice of asking for a job and having your application placed on file. Utilize every opportunity to contact those in charge of the work in which you wish to engage. Try to think of experiences that may result in such contacts.

### Starting From the Farm

If you return to the farm, become active in the local farm organizations. Call on the personnel of the state and regional co-operative for assistance with your programs. Sometimes making a request or demand for assistance of the organization for which you wish to work proves more effective than direct application for a job. Engaging in cow testing, inspection work for the State Department of Agriculture, Smith-Hughes teaching, County Agent work are all excellent ways to get experience and make contacts in the co-operative agricultural field. If none of these are available do anything that may be at hand even though it may be entirely outside the co-operative agricultural field. It may lead you to opportunities about which you have never dreamed. Keep

busy at something. Do not hibernate.

### Co-operatives and Wages

Regarding salaries—you will find the co-operatives paying men and women salaries that are comparable with those paid by progressive employers elsewhere for the same ability in employees. Reasonable starting wages are paid. These take into consideration the size of the community in which the co-operative is located and the cost of living. Farmers co-operatives throughout the country are looking for men and women who can build business, and build the co-operative membership, and develop the co-operative idea. They are willing to pay for that ability. Managers of local co-operatives in Michigan are paid from \$1,500 to \$4,000 or more per year, according to their responsibilities. Heads of departments for state and regional or national co-operatives may draw from \$2,500 to \$6,000 or \$8,000 per year. General management salaries for large regional co-operatives are from \$6,000 upward. The highest executive salaries paid in national co-operative marketing organizations dealing with as much as 75,000 car loads of business annually may reach \$35,000 or more per year. Some of the highest salaries in the co-operative field are paid by eastern farmers' supply organizations. These range from \$8,000 and \$9,000 per year for department heads up to \$25,000 per year for general management. Responsible assistants to these executives are paid accordingly. Some of these incumbents are graduates of Michigan State College.

### National Co-op Executives

The men who have made a success of what might be termed the co-operative profession include such personalities as Mr. Armstrong, manager of the California Fruit Growers Exchange, an M. S. C. graduate, Senator N. C. Williamson, manager of the American Cotton Growers Association, Carlisle Thorp, manager of the California Walnut Growers Association, Earl W. Benjamin, manager of the New York office of the Pacific Egg Producers Co-operative, C. W. Holman, secretary-manager of the National Milk Producers Association, R. A. Ward of the Pacific Wool Growers, Quentin Reynolds, manager of the Eastern States Farmers Exchange, H. E. Babcock, James McConnell and A. L. Bibbins of the Grange League Federation, W. G. Wysor of the Southern States Co-operative of Richmond, Va., M. G. Mann of the Farmers Co-operative Exchange of Raleigh, N. C., Murray D. Lincoln, executive secretary of the Ohio Farm Bureau and president of the Farm Bureau Insurance Companies of Ohio, Harvey Hull, manager of the Indiana Farm Bureau Co-operative association and Herbert M. Smoots, manager of the United Co-operatives, Inc.

Others whose industry and vision for the co-operative movement have lifted them from humble beginnings to national leadership include: Edward O'Neal of Alabama, now president of the American Farm Bureau Federation; R. W. Blackburn of California, secretary of the American Farm Bureau; L. J. Tabor of Ohio, master of the National Grange; Frank White, president of the Minnesota Farm Bureau and secretary of the great co-operative Land O' Lakes Creameries; John P. Brandt, general manager for Land O' Lakes; J. S. Jones, secretary of the Minnesota Farm Bureau; Earl Smith, president of the Illinois Agr'l Ass'n and its co-operative business enterprises, and vice president of the American Farm Bureau; Hassel Schenk, president of the Indiana Farm Bureau, and Perry Green, president of the Ohio Farm Bureau. Another is Emil Syftestad, general manager of the Farmers Union Central Exchange at St. Paul, Minn.

### Michigan Co-op Leaders

Coming to our own State, I would name B. F. Beach, secretary-manager of the Michigan Milk Producers Association, L. E. Osmer and Neil Bass of the Michigan Elevator Exchange, F. P. Hibst, manager of the Michigan Potato Growers Exchange, Elmer A. Beamer, former president of the Michigan Livestock Exchange and National Livestock Marketing Association and now State Commissioner of Agriculture George Boutell, manager of the Michigan Livestock Exchange, E. J. Ryger, manager of the Mid-West Producers Creameries, Inc., and several department heads of the Michigan State Farm Bureau. Another Michigan leader is Nathan P. Hull of Lansing, for many years president of the Michigan Milk Producers Ass'n, and now president of the National Milk Producers Ass'n.

The list would not be complete without mentioning the many competent managers of local co-operatives in our state and nation. The managers of our co-operatives at more than two hundred points in Michigan constitute a group of the highest class of co-operative business men in the country. The future will undoubtedly see some of them in prominent positions in the larger regional co-operatives.

### Desire for Progress

When we observe the roster of co-operative workers we find no par-

## "THE VOICE OF EXPERIENCE"

What is the future for a young man or woman in co-operative agriculture, farm management, farm engineering and rural electrification, law, education, insurance, accounting and in many other fields? . . . Michigan State College students want to know. So for the past four years they have had a two day vocational conference. Leaders from agriculture, industry, business in general and the professions have accepted invitations to discuss their work and the opportunities in their fields. We present the subjects for discussion April 10-11, 1940, and the men and women who advised with students concerning their future work.

- "Cooperative Agriculture".....C. L. Brody  
Executive Secretary, Michigan State Farm Bureau, Lansing
- "Diplomatic Service".....Marshall M. Vance  
American Consul, U. S. Foreign Service, Windsor, Ontario
- "Retailing and Department Store Buying".....L. B. Sappington  
Assistant General Merchandise Manager, Hudson's, Detroit
- "Bacteriology".....Dr. J. A. Kapper  
Department of Health, Detroit
- "Education".....John A. Emens  
Associate Professor, Secondary Education, Wayne University, Detroit
- "Chemistry and Chemical Engineering".....Dr. P. W. Soderberg  
Technical Service Department, J. B. Ford Sales Co., Wyandotte
- "Journalism".....S. L. A. Marshall  
Editorial Writer, Detroit News, Detroit
- "Medicine and Dentistry".....R. B. Allen  
Executive Dean, Chicago Colleges, University of Illinois, Chicago
- "Interior Decorating".....Mrs. Belva Sanford  
J. L. Hudson's, Detroit
- "Farm Management".....Geo. M. Newlin  
Clear Farms, Farmington
- "Wild-Life".....H. D. Ruhl  
Chief Game Division, Lansing
- "Traffic Management".....Leonard Simms  
Western Traffic Manager, General Foods Corp., Battle Creek
- "Self Placement Techniques—College Placement Bureau Viewpoints".....Dr. T. Luther Purdom  
Director, University Bureau of Appointments, Ann Arbor
- "Hospital Dietetics".....Mable MacLachlan  
University of Michigan Hospital, Ann Arbor
- "Commercial Art".....Harry Deady  
Deady Studios, Lansing
- "Psychiatry and Psychology".....Carl W. Bradford  
Lansing
- "Insurance".....W. O. Hildebrand  
Secretary of Michigan Ass'n of Insurance Agents, Lansing
- "Commercial Aviation and Air Hostess".....Victor Vernon  
Personnel Director, American Airlines, New York City
- "Law".....Leland S. Bisbee  
Jackson
- "Photography".....James Carr  
Linn Camera Shop, East Lansing
- "Forestry".....W. I. White  
Forest Supervisor, U. S. Forest Service, Muskegon
- "Dramatics".....Dr. W. F. Thompson  
Lansing and Don Buell  
M. S. C., East Lansing
- "Statistics".....Harry A. Snow  
Controller, Detroit Edison Co., Detroit
- "Institution Administration".....Miss Helen C. Bradford  
Herpolsheimer's Tea Room, Grand Rapids
- "Physical Education".....E. D. Mitchell  
Department of Physical Education, University of Michigan, Ann Arbor
- "Personnel".....Charles Winegar  
Personnel Director, Chrysler Corp., Detroit
- "Radio Broadcasting".....Duncan Moore  
Station WJR, Detroit
- "Accounting".....L. D. Cruso  
Comptroller, Fisher Body Corp., Detroit
- "Flying Cadet Training Corp".....Lieut. Thomas B. Summers  
Saltridge Field
- "Advertising".....Gordon C. Eldridge  
D. P. Brother & Co., Detroit
- "Social Service".....Joseph Gibbon  
Secretary, Community Fund, Lansing
- "Farm Engineering and Rural Electrification".....H. J. Gallagher  
Consumers Power Co., Lansing
- "Music".....Wm. W. Norton  
Flint Public Schools, Flint
- "Sales".....Forrest A. Akers  
Chrysler Corp., Detroit
- "Mechanical and Civil Engineering".....J. H. Hamilton  
Gulf Refining Co., Toledo
- "Soils".....Gus A. Thorpe  
Area Conservationist, Soil Conservation Service, Grand Rapids
- "Self-Placement Techniques—Industrial Viewpoints".....W. T. Kirk  
Michigan Bell Telephone Co., Grand Rapids

(Continued on page 3.)



APPLE BILL says:

"When 'Astringent' Hits 'Em ... it's curtains"



NEW COVERING ABILITY INCREASES VALUE

Orchard Brand "Astringent" Arsenate of Lead, due to its rapid toxic action has, during past years, built up a widespread preference among successful fruit growers.

The high efficiency of "Astringent" now lies not only in the quick-killing effect of the Arsenate of Lead, but also in "Astringent's" unique physical properties.

The Michigan Co-operative Wool Marketing Association recently published an interesting leaflet which explains fully its methods of handling consignments and serving wool growers.

When consignments arrive at the Lansing warehouse at 728 East Shawwassee St., a substantial advance is made to the grower.

Further advances are made after grading, and when the wool is sold the grower receives the balance of the net proceeds.

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WOOL POOL AHEAD OF OTHER YEARS

World Conditions Bound to Influence Our Supply And Prices

Despite the backward season both the number of consignors and the pounds of wool already Michigan Co-operative Wool Marketing Association Pool at Lansing exceeds figures for all but one of the past five years.

Wool prices in this country are profoundly affected by world-wide conditions because U. S. wool growers produce only three-fifths as much wool as this nation normally consumes, and it is necessary to import the other two-fifths in the average year.

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Western Allegan Community Farm Bureau

Western Allegan Community Farm Bureau is in favor of a federal marketing agreement for fruits and vegetables under the AAA. It would like to see Congress enact truth-in-fabrics legislation. It believes that Michigan would do well to divorce party politics as much as possible in the selection of a State Commissioner of Agriculture and staff and place the department more on the basis of the Conservation Department.

Western Allegan Community Farm Bureau is interested in the Michigan Milk Marketing Act and what it might mean to that community. The State Farm Bureau was asked for further information.

It was an interesting meeting with plenty of discussion. Mrs. Harry Cogdal directed the recreation period. Twenty-two attended the meeting. President Don Barden presided.

ALFALFA RESPONDS TO FERTILIZER

Doesn't Take Many of the Extra Pounds of Hay to Pay Off

Alfalfa or clover has to "eat at second table" so to speak, and take what may be left following the grain harvest.

If a soil has been sufficiently limed, the seed inoculated, and still the yields are low, the trouble undoubtedly is mineral deficiencies—lack of available potash or phosphates.

When seeding alfalfa on a silt loam soil found to be low in both phosphate and potash, an application of 200-400 pounds of 0-12-12 or 0-20-20 per acre is recommended.

For instance, an increase of only a half-ton of \$10-per-ton alfalfa will usually pay for a 2-ton limestone application. An extra 100 pounds of 0-12-12 fertilizer from the Farm Bureau, costing about \$1.20, would be paid for less than 300 pounds of \$10 alfalfa hay.

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MAY CHICKS HAVE SOME ADVANTAGES

They Should Grow Rapidly And Mature Early Enough

Michigan poultrymen can't agree. Although thousands of them have changed their poultry management practices in order to hatch or purchase baby chicks in February or March, the most popular month still is April and many are started in May.

So Roy Conolly as field manager of the Michigan State Poultry Improvement association, with headquarters at Michigan State College, sums up what different treatments are required by the later chicks.

February and March chicks can be brooded under more even temperatures, disease is less prevalent and pullets start laying when eggs are highest in price, broilers go to market when prices are best and the early brooding is at a time when a farmer has free time.

Methods for May Chicks Here are a few of the advantages of the later hatching. The chicks grow rapidly after April or May hatching. Insects are plentiful, sunshine is easier to get, chicks are usually lower in price, less heat is required for brooding.

But good poultry practices are necessary for these later chicks, Conolly points out. Brooder house temperatures should be the same as for earlier chicks. Feeding practices should be similar except the mash consumption should be encouraged rather than heavy grain feeding.

Most important is sanitation to curb disease. Clean ground is necessary. Houses should be cleaned frequently and kept on clean ground. Feed hoppers, and water dishes must be removed and cleaned often. Chicks should be kept away from old stock.

Thus, says Conolly, there may be

When you're in town this Saturday, drop in and see your bethanized fence dealer. He has something special to show you—a 4-value rust-fighting fence with everything it takes to be an outstanding fence buy.

Here's the story: Bethanized fence isn't just hot-dipped. It's bethanized. That means that the protective zinc coating is locked in place by a powerful even-flowing electric current.

What a big difference that makes! The bethanized zinc coating is tighter, more uniformly applied, purer, than any

other fence coating that money can buy. When you back up this improved rust-protection by heavy, full-gauge copper-bearing wire, strong flexible hinge-joint construction, and generous tension curves you've got a long-lasting combination that can't be beat for love or money.

Don't pass up a chance to see bethanized fence this coming Saturday. Check our statements yourself. The bethanized fence dealer will be glad to tell you more about bethanized fence, explain why this electrically-coated farm fence is an investment that's good for many years to come. Bethanized fence costs no more.

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work involved, but these April or May chicks may still mature in time for profitable fall laying.

5 BUSHELS PAY FOR FERTILIZER

State College Reports on Fertilizer Applications For Oats

What does it take to make a fertilizer application pay, even on a crop such as oats which normally are priced lower than other grains?

One answer to this question comes from R. L. Cook, soils specialist at Michigan State College. A five bushel an acre increase pays 200 pounds of 0-20-0 when oats are selling for 40 to 45 cents a bushel.

Tests on the John M. Reagh farm in Tuscola county were run for five years. Legumes and livestock manure were plentiful, so 20 per cent superphosphate was used. An application of 200 pounds an acre gave a return of \$1.79 for each dollar invested in fertilizer.

On low producing sandy loams where legumes have not been grown recently, an application of 150 to 250 pounds of 4-16-8 is the best recommendation. Where more organic matter is indicated and where barnyard manure and legumes have been applied in management programs, 150 to 250 pounds of 2-12-6 does a better job. Oats or barley seeded with clover or alfalfa on the better sandy soils will do well on 250 to 350 pounds of 0-12-12, as the legumes do not need the nitrogen but will need more potash.

On Southern Michigan farms is a normal animal population of approximately 736,000 cattle, 258,000 hogs, 755,000 sheep and lambs, and 448,000 cows and heifers, two years old or over (veal source). From these farms and herds flow a steady stream of livestock for slaughter.

KILL RATS WITHOUT POISON



K-R-O KILLS RATS ONLY

Only Cyclone

GIVES YOU ALL OF THESE



Expansion wings - perfected heating bar - draftless ventilation - full edge heating - Celotex insulated Amco Metal construction - full automatic controls. Order Now While Prices Are Low.

The CYCLONE MFG. CO., URBANA, IND.

HOW TO BUILD IT



FREE booklet that tells how to make and use fire-safe, long-lasting CONCRETE for a

- Dairy Barn, Milk House, Pottery Shop, Hog House, Sepsis Tank, Storage Collar, Corn Crib, Feeding Floor, Ice House, Smoke House, Machine Shed, Water Trough, Cooling Tank, Farm Homestead

Write for your copy. (Use penny postcard on this coupon)

Portland Cement Association, Dept. W-5-4 Olds Tower Bldg., Lansing, Michigan

Please send me "Plans for Concrete Farm Buildings".

Name \_\_\_\_\_

St. or R.R. No. \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Cheese Industry Grows in Michigan

Michigan is becoming a more important cheese producing state as compared with several years ago, declares J. M. Jensen, dairy specialist at Michigan State College.

Reasons: more cows, greater national and Michigan cheese consumption increasing from 3 to 5 pounds annually per person is nearly 13 million pounds a

year, some brick and munster and some limburger and a large quantity of Italian cheese. There also are huge amounts of cottage cheese made in Michigan. Factories number 51 with 24 in the lower peninsula and 27 in the upper peninsula.

Fatalities resulting from accidents at highway-railroad grade crossings in 1939 were less than in any year since 1915.

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'Mealey, Secretary & Treasurer; George J. Boutell, Manager

SHIP YOUR STOCK TO US AT

Michigan Livestock Exch. Producers Co-op Ass'n Detroit Stockyards East Buffalo, N. Y.

WAR DECLARED ON FLIES

CO-OP FLY SPRAY LEADS THE PARADE



We believe it is the best and most economical fly spray made. Lay in a stock now.

AT YOUR LOCAL COOPERATIVE

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 a rate of 3 cents per word per edition.

BABY CHICKS

BIG HUSKY CHICKS—MICHIGAN—U. S. Approved, White Leghorn Chicks, 100% blood tested for Pullorum disease. Large type stock for largest profits. R. O. P. males. Barred and White Rocks and R. I. Reds. Pullets and sexed chicks if desired. Send for descriptive price list. Winstrom Hatchery, Zeeland, Mich. (3-4-47b)

CHICKS! CHICKS! READY NOW. Barred Rocks for broilers and layers. Certified Leghorns. Sexed cockers and pullets, both breeds. R. O. P. breeder. Write or visit LOWDEN FARMS, P. O. Rives Junction, Michigan Location, Henrietta. (Farm Bureau member). (3-1f-36b)

BEEKEEPER'S SUPPLIES

BEE HIVES, SECTIONS, COMB FOUNDATIONS, etc. Outlets for beginners. Send for catalog. GRAFTING WAX for orchardists. Both hand and brush wax. BERRY BASKETS AND CRAYERS. Send for prices. M. H. HUNT & SON, 511 N. Cedar St., Lansing, Michigan. (4-2f-39b)

FOR SALE—MISCELLANEOUS

MICHIGAN SEPTIC TANK SIPHON and bell as recommended by State College Agr'l Engineering Dept. Build your own septic tank and sewage system. Install when tank is built. Installation and operation simple. Discharges automatically. Have been sold 16 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, 728 E. Shawwassee St., Lansing. (3-4-f-40b)

WATER SOFTENER

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, objectionable taste, odor and color now present in water. Saves its cost in one year. Semi-automatic. Requires only three minutes attention to regenerate. Priced from \$90 to \$150. See your Farm Bureau dealer or write Farm Bureau Services, Electrical Dept., 728 E. Shawwassee St., Lansing, Mich. (9-2-85b)

PLANTS

CERTIFIED, FROST-PROOF CABBAGE and onion plants. Cabbage, all varieties. Parcel prepaid, 200, 65 cents; 500, \$1.00; 1,000, \$1.75. Express collect, 2,500, \$2.00. Onion, all varieties, parcel post prepaid, 500, 50 cents; 1,000, \$1.00. Express collect, \$2.00, \$2.40. Prompt shipment, safe arrival, satisfaction guaranteed. Catalog free. Union Plant Company, Texarkana, Arkansas. (2-4f-50-ba)

SEEDS

SPECIAL MUCK LAND SEEDS. Raised and used by us. Yellow Dent Corn, Mucksoy Beans, Muckland Barley. A. M. Todd Co., Menthla, Mich. (4-2f-22b)

POULTRY SUPPLIES

POULTRY LITTER—SERVALL—(made from sugar cane)—A dustless, odorless, absorbent, sterilized litter. Will keep poultry house and brooder sanitary. The light color brightens the quarters—keeps floors dry. 100-pound bales. An American farm product. Use American litter. Most dealers now have it. Ask for descriptive booklet, giving dealer's name. Harry Gates Company, Hudson, Michigan distributor. (2-4f-57p)

LIVE STOCK

REGISTERED HEREFORD, BULLS and heifers. We have a nice selection. Sensible prices. A. M. Todd Co., Menthla. (4 miles northwest of Kalamazoo). (7-3-f-22b)

REG. QUERNSHIRE BULL CALVES UP to one year old. Write for pictures and records. Hooks Acres, Brighton, Mich. (5-2f-18-p)

REGISTERED HAMPSHIRE SPRING gilts. One bred gilt. One choice 10 months boar. Hooks Acres, Brighton, Mich. (5-2f-18-p)

PHOTO FINISHING

AT LAST! ALL YOUR SNAPSHOTS natural colors! Roll developed, 3 natural color prints, only 25 cents. Reprints 3 cents. Amazingly beautiful Natural Color Photo, Janesville, Wisconsin. (3-1f-25b)

FARM HELP

MIDDLE AGED SINGLE MAN WANTS farm work. Joe Burnum, 407 Griffith street, Lansing, Michigan. (5-1)

Now! AN ELECTRIC REFRIGERATOR Especially Designed for FARM USE! See the BIG NEW 1940 Electric Farm Refrigerators. Their special interior design makes them ideal for farm needs. They will bring new convenience and help increase farm income. Select one of these new refrigerators now and enjoy it when hot weather comes. LOW DOWN PAYMENTS—E. Z. TERMS SEE YOUR ELECTRIC DEALER



# Place and Program of Junior Farm Bureau

STATE FARM BUREAU PRESENTS BACKGROUND MATERIAL FOR COMMUNITY GROUP DISCUSSIONS DURING MAY

By KEITH A. TANNER  
Membership Relations and Education

**FOREWORD:** The delegates from the Community Farm Bureau groups, in their meeting last summer decided upon the year's theme, "How to Get Better Prices for Farm Products." They divided the discussion into the following monthly topics: "What's Wrong With Agriculture?", "The Co-operative Way", "Agricultural Adjustment", "The Farm Bureau and Its Set-up", "How the Farm Bureau Program Has Benefited Me", "Planning the Campaign", and "The Work of the Farm Bureau".

All of these discussions center around adult problems and programs; so the delegates felt it well to devote the month of May to a discussion of the "Junior Farm Bureau", so as to become better acquainted with our young folks, their problems and the junior organization.

**RURAL YOUTH MOVEMENT**  
Rural young people are very fortunate in being able to have an organized program from the time they are twelve years of age until they are ready to assume the responsibilities of an adult organization. At the age of twelve a farm boy and girl has the privilege of becoming a 4-H club member, and has the choice of several projects, which are under the supervision of an adult group leader. All of this is made possible through the Smith-Lever Law.

When a rural boy or girl enters high school, it is possible for them to continue their project work under the direction of a Smith-Hughes teacher. This law provides teachers in both home economics and vocational agriculture.

Even though agriculture is considered the most important occupation in the country and has been called the backbone of the nation, it was one of the last courses to find its way into the high school curriculum. It was not until 1925 that the Future Farmers of America organization was formulated, with its slogan, "Earning While Learning".

We now find our rural young folks graduating from high school with an excellent training in project method and procedure as well as training in conducting a business meeting of their own organization, which has been under the direction of some of our ablest rural leaders. These students have been a part of an organized program which has trained and guided them through adolescence. Now, what happens to their training after they have reached the out-of-school age?

The Junior Farm Bureau  
This is the point where the Junior Farm Bureau enters the picture—to bridge the gap from boy and girl activities to adult activities; to allow youth to have transitory experiences of their own.

The report of the American Youth Commission, "Rural Youth in Farm Organization", gives the following comment on the Michigan Junior Farm Bureau:

"As an outgrowth of a desire to train young farmers for future aggressive relationship, the Michigan Junior Farm Bureau was organized in the spring of 1934. Membership is confined to those eighteen to twenty-eight years of age, and is comprised mostly of high school graduates, many of whom took vocational agriculture and remain on the farm after graduation. At the present time there are over 2,000 young people in this state set-up, with 42 counties having local groups. Chief aims of the program are to:

1. Bridge the gap between youth and adult activities;
2. Provide a program for continuing education among rural young people;
3. Furnish training and ground work for rural leadership;
4. Provide challenging vocational placement of worthy leaders in the agricultural field, and
5. Correlate and consolidate the strength of progressive young people for the largest good to rural Michigan."

During a recent talk with the state director of the Junior Farm Bureau, Mr. Benjamin Hennink, the following material was discussed:



**FARM BUREAU PORK MAKER**  
OPEN FORMULA

HAS WHAT IT TAKES TO MAKE BIGGER HOGS IN SHORTER TIME

ASK YOUR NEIGHBOR — HE USES PORK MAKER

SEE YOUR LOCAL FARM-BUREAU CO-OPERATIVE STORE

1. What is the Junior Farm Bureau?  
"The Junior Farm Bureau is a leadership training institution or organization, sponsored by the Michigan State Farm Bureau, for the rural young people in the state, who are beyond high school age.

"The objectives of the Junior Farm Bureau are to provide training and practice ground for the rural young people to acquire skills of leadership so that agriculture of the future may have skilled leaders, and be able to acquire information and knowledge on their own initiative, as will help them have a more secure future."

2. What is the size of the Junior Farm Bureau?

"There are 42 Junior Farm Bureaus located in 39 counties. The membership in each Junior group runs, on the average, from eight to twelve members to a total of 150 members, as is the case in the Branch County group."

3. How is the Junior Farm Bureau Organized?

"The officers of these Junior Farm Bureaus are officially elected in July and take up their duties in October. The purpose of this is to allow new officers to have plenty of time to prepare and educate themselves to their new job. Each county has one or two meetings in August, when the year's program is planned. The majority of these organizations have a meeting every two weeks, and once each month during the summer months."

A. The State Council.

"The governing body of the Junior Farm Bureau is called the state council. It meets once each three months and is composed of all the presidents of the Junior Farm Bureaus. The state council decides all business as it concerns the Junior Farm Bureau, lays plans, and builds policies towards the effective working of the organization. By this set-up, all the Junior Farm Bureaus are constantly in contact with other Junior Farm Bureaus, and the policies rest directly in the hands of the leaders of each Junior Farm Bureau."

B. Regional Directors.

"In order to effectively keep the Junior Farm Bureaus in working relationship, the state is divided into twelve regions, with approximately four counties to each region. The young people name a representative of their membership within the region, as their member to the state board of directors. This regional director is directly responsible for the conduction of regional meetings and in assisting in local programs. Once each year, usually the first week in November, the entire membership of the Junior Farm Bureau gathers at the state convention. It is in the convention that the policies are adopted for the new year, officers are elected, and other business of statewide nature is transacted."

C. County Delegates.

"Each county is allowed two voting delegates, and the business of the convention must be placed in the hands of the local Junior Farm Bureaus at least a month previous to the convention. This enables the local Junior Farm Bureau to make its decisions and instruct its delegates on the business that is to be conducted at the convention."

4. What is the membership policy of the Junior Farm Bureau?

"Membership to Junior Farm Bureaus is usually one dollar per year, of which fifty cents goes into the treasury of the State Junior Farm Bureau. This fund is entirely under the control and direction of the state officers and the state board of directors. It is used for the conduction of the radio program, the state convention, expenses of regional directors and state officers. Each Junior Farm group has a membership in the senior Farm Bureau."

"The state director of the Junior Farm Bureau and the state office is supported by the Michigan State Farm Bureau."

5. What are the problems of the Junior Farm Bureau?

A. Developing confidence within the young people.

"First, the development of poise and confidence in the young people in an attempt to solve this problem, young people find that they have little if any skill or resource by way of training in the matters of parliamentary procedure, public speaking, conducting an active program, and public relations. In the course of developing these skills they make a great many mistakes, and the hard work that it takes usually appeals to only a comparatively few. The original group starting a Junior Farm Bureau changes considerably as to personnel in the first difficult months. Those who have the courage, however, to stick it out, eventually become those who find their way into responsible position in the farm program."

B. Creating a vision of agriculture.

"The first problem is one of creating a vision within the leaders as to the part they are to play in formulating a better situation in agriculture. We attempt to solve this problem in two ways. First, by the camping program; as it brings important people to meet with the young people. Secondly, we attempt to have the young people actively express their viewpoint, first to their own meetings, then in joint meetings with other Junior Farm Bureaus, and finally within the senior groups. They thereby build up an ability to express their viewpoint. If it is not based on sound facts and study, they alone are to blame."

C. Keeping a Balanced Organization.

"The third problem of the Junior Farm Bureau has to do with the matter of feeding in new young people at the bottom and to encourage the older young people of the organization to aggressively participate in moulding a county Farm Bureau program and take adult responsibilities."

D. Public Relations.

"The final problem, which will always be present, is in the field of public relations. Quite often the method of handling the new Junior Farm Bureaus, and for that matter, all of them, is criticised; because it is claimed that not enough control and guidance on leadership is exercised over the groups. The policy has been, and will be, that the young people must sweat out their experiences and do the job of training their leadership themselves. All the help, counsel and advice that they feel is necessary to call upon to assist them, is available; but they must learn by themselves of the resources they can employ to assist them in doing a good job. We find so often the lack of appreciation and acknowledgement of the fact, that the young people on the land are the ones who have the inherent right to manage, control, and direct those policies which affect their business. The Junior Farm Bureau is attempting to develop in those young people those skills and attitudes which will enable them to plan and direct those forces and factors which operate for or against their well-being."

The above material gives a mental picture of the Junior Farm Bureau set-up and the work they are striving to accomplish. It seems that the Community groups should be able to work with the Junior Farm Bureau in bringing about a more constructive program and a better informed membership in both the groups. The Junior Farm Bureau is doing a splendid job in helping our young people during this transitional period in their lives. It is helping these rural youth to discover tools which they can use to help bring about a solution to their adult problems. The Junior Farm Bureau is not an end in itself, but a means to an end.

THE YOUTH PROBLEM IN GENERAL

There are about twenty-one million Americans between the ages of sixteen and twenty-four. Fifty per cent of this number live on farms or in towns of less than twenty-five hundred population.

RURAL YOUTH

We do not hear a great deal about the ten million farm boys and girls because most of them are living at home. It may be of interest to analyze these farm youths still further and to learn how they are living.

About one-half of the rural boys are in school; one-sixth of the boys are classified as unpaid family workers; one-fifth are unemployed; and about seven per cent of the boys receive a share of the profits or receive produce in lieu of cash. Seventy-five per cent of the girls have no jobs.

RURAL OPPORTUNITIES DIMINISHING

In that pamphlet "Rural Youth", the National Youth Administration presents material explaining why rural opportunities are diminishing.

"Older city people who come from the country thirty or forty years ago and who remember farm life as it was then, are sometimes unable to realize how different farm conditions are now.

"There are still a good many prosperous farms, and the young people who inherit them will have the advantages of modern methods with which to carry on farm work. But landless country boys can no longer go out to a free frontier and start new farms of their own. Youth's present opportunity for farm occupancy can be measured by comparing the number of farms with the number of boys who might want to occupy them.

There are census figures that show how many in farm families die or become too old to work, and how many farm boys are growing up to take their places. In 1920, for example, 160,000 farmers died or reached the age of 65; and that same year 337,000 farm boys reached the age of eighteen. Thus, there are more than twice as many boys coming along as there are farms for them to inherit, or take over, the boys surplus was 177,000. And in 1930 the situation was worse. The surplus of boys with no prospects of farm occupancy was 201,000.

"How long will this go on? Vital statistics show that the number of births in this country was on the increase up to the early 1920's, and the annual increase in boys reaching eighteen can therefore be expected to continue until the early 1940's. The birth rate is now falling in most rural areas as well as in the city. But with the improvement of health service fewer children die in infancy. The proportion of surplus youth to available farms will continue to be large for many years."

SEEKING WORK IN OWN DISTRICT

We also find that the American Youth Commission states that during the early 1920's there were several million rural youth who left their homes to seek work in cities. But this total has changed considerably in the last few years. We now find the rural youth seeking and making jobs within their own districts, as well as going into farming for themselves. They are going into mercantile enterprises in the smaller towns, rural-co-operative buying and selling establishments, working in filling stations, driv-

(Continued on page 2.)

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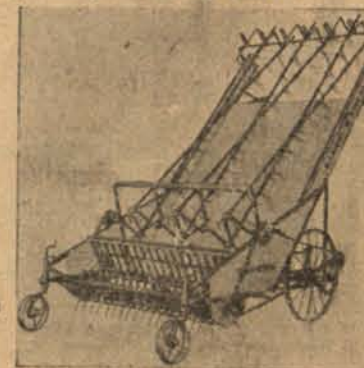
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