

Vol. XXVI, No. 2

26th Year

Published Monthly

Farmers Present Case for Farm Co-operatives to Michigan Members of Congress



Representatives of farm co-operatives throughout Michigan and officials of the Michigan Association of Farm Co-operatives are shown at a dinner meeting with Michigan members of Congress January 19 at Washington. They were presenting the case for farm co-operatives. The attack on farmer-owned business organizations has been before Congress for some time. Only the week before the MAFC group arrived, Michigan members of Congress were visited by business interests of the state who oppose co-operatives. Members of the Michigan delegation in Congress told farmers that Congress is not in sympathy with the attack on farm co-operatives.

EDITORIAL A Little Cloud Out of the Sea

Every farmer should read the article under this heading on page 4. Clinton P. Anderson, Secretary of Agriculture, has given us one of the best expositions of the motives and the purpose of the attack on farm co-operatives. Secretary Anderson does not mention the National Tax Equality Ass'n by name, but the coat fits.

Just lately the National Association of Manufactureres shifted from a position of neutrality to take sides with those elements in business who want to get rid of farm co-operatives as competitors.

Thus it becomes plainer every day that farmers are in a fight to the finish for the business life of their co-operatives. Small and struggling co-operatives have been all right, but when they get big and powerful in the farmers' behalf, we learn that that's bad.

The propaganda campaign against farmer co-ops has been going on for four years. NTEA had to admit to a committee of Congress that it has had from carefully shielded contributors as much as \$400,000 a year to attack farm co-ops through speakers, by radio, and through advertisements and articles in the press. The farmer co-operator-some 3,000,000 of him-has been pictured as a tax dodger, a communist, a foe of private enterprise, and so on.

MAY ENROLL FOR Farmers Tell Co-op **HOSPITAL SERVICE** Facts to Congress IN SPRING ONLY

With the opening of a Michigan Hospital Service Blue Cross re enrollment period for Farm Bureau Discussion Groups, Austin L. Pinc Blue Cross rural enrollment man ager, has announced that this will be the only Farm Bureau re-enroll ment this year.

"Experience has shown", said Mr. Pino, "that most farmers ar too busy in September to think cost of hospitalization or surgical

operations For that reason, it has been de cided to dispense with the Septem limit resolicitation to once a year. Many farm families have becom the last Blue Cross enrollment period. Mr. Pino pointed out. If

sion group

Tell Their Representatives Real Objective of NTEA to Make it Impossible for Co-ops To Pay Savings to Patrons Thirty Michigan farmers and four officials of the ward the goal of 43,680 or more

Michigan Ass'n of Farmer Co-operatives and the Michigan Farm Bureau were in Washington January 19 and membership was turned in at the 20 to present the case of 250 Michigan farm co-operatives ty holds such meetings 3 or 4 days about their future health and the to Michigan members of Congress.

Their action has been recommended to farm co-opera- state total was in the neighborhood tives in all states by national farm leaders as a logical and was \$7,000, April 45,000, May 47,000 ber re-enrollment period and to effective action for preparing Congress for the legislative August 31 it reached the peak of attacks to be made upon farmers' business organizations. new Farm Bureau members since Interests hostile to farm co-operatives have been busy in Congress for some time.

they have been assigned to a Blue The Michigan delegation went to Washington for the volunteer membership workers. Cross enrolled Farm Bureau Discussion Group this may be their purpose of taking the facts regarding farm co-operatives Their experience so far, when comfirst opportunity to become Blue to Michigan members of Congress and for inviting full of other years, indicates that the Cross members. Members now en rolled may, if they wish, change discussion of the subject. The MAFC invited co-opera- membership is going along on the tives in all congressional districts to name a small com- About half of the membership their type of service or add eligibl family members to their contracts mittee to prepare for their Congressman information on comes in after the first report meetings. Forty-eight thousand people at this time. Discussion, group secretaries the number of farm co-ops in the district, their import- have to be called upon. Weather have been requested by the Farm ance to farmers, and the number of farmers interested in ing with campaign schedules in the Bureau to provide Blue Cross dis trict offices with a membership list hem. composed as follows:

COUNTIES START ON LAST HALF **OF MEMBERSHIP**

First reports from 56 County Farm Bureaus in the 1948 member ship campaign are very encourag ing. They have passed the half way mark with 25,361 families to this year

Last year about half of the final first report meetings. Each coun after the membership workers go out. At this time last year th

of 24,000. In March the state tota

All County Farm Bureaus ar continuing with their campaigns. Six counties have made their state goals. Others are close. Some 5,500 members agreed to act as comex in after the first report mee and snow have a way of interfer months of December, January and February. Most counties find that have to reorganize their forces to

Fertilizer Plant About Ready to Go

Will Help This Spring in One of the Worst Fertilizer Supply Situations Michigan Farmers Have Faced

Farm Bureau Services announces that it expects to start manufacturing fertilizer at its new plant at Saginaw around the middle of February. The plant will be brought into full production as rapidly as circumstances will permit.

Fertilizer is hard to get. Conditions that Farm Bureau Services foresaw long before the plant was started are making the fertilizer situation worse than ever. Three

major fertilizer companies located in nearby states have discontinued sales in Michigan this year. They can sell all they make nearer home and make more money that way. A substantial increase in freight rates last fall had considerable to do with their decision. One of them was former supplier to Farm Bureau Services. Farm Bureau Services has been doing its best to beat the clock and supply as much fertilizer as possible to its patrons for spring of 1948. It is building and equipping in 12 months time a mixed fertilizer manufacturing plant of 45,000 tons annual capacity and an acid phosphate manufacturing plant of 30,000 tons annual capacity

The attack has been conducted on a big scale with that amount of money. It has reached Congress where NTEA and co-operatives will fight it out.

NTEA's first objective is to make it impossible for a non-profit co-operative to pay its savings to the patrons. Congress will be asked to oblige by subjecting the co-operative's savings to the federal income tax on profit corporation earnings. If that is successful, NTEA is expected to ask Congress to reverse itself again and cripple or repeal the laws of the past 25 years which guarantee the rights of farmers to do business co-operatively.

The issue is an old one. It is the right of the farmer to co-operate with other farmers to process and market crops, and to purchase or manufacture farm supplies co-operatively in order to increase his income.

There are those who would deny the farmer that right. There are others who feel that farm co-operatives are an invasion of private business preserves. They should be in for a hard time when the anti-co-op legislation appears in Congress.

Cheboygan Pledges

Support to Program

Hillsdale Farmers Day Feb. 27

The Hillsdale County Farm Bur- Plans for forming a soil consereau and the Hillsdale Granges are vation district for Cheboygan planning to sponsor jointly the county has received the unamicounties' first "Farmers' Day" to ous approval and promises for be held at the Hillsdale High supporting it by the Cheboygan

School, February 27, according to County Farm Bureau. Merle White of Pittsford and Otto Under the program a soil con-Gilmore of Hillsdale, co-chairman servation planner would be assign ed to the county as a resident of the event.

The program is expected to be leader by the federal civil service. entirely of an educational nature His salary would be paid from with the forenoon devoted to agri- state and federal appropriations cultural products, and in the afterand at no cost to the farmers. noon to group relationships.

Conditions of county roads and

Bangs disease are the toples on the agenda in the forenoon with repre- 50,437 Subscribers sentatives from labor, industry and . Subscription list for this edition sentatives from fabor, function and prob- of the Michigan Farm News is award in national competition for NTEA charges that farm cooper- for the Michigan Elevator Exlems of their own individual groups, 50,437.

Of presently enrolled Blue Cross The first day in Washington all committees had an they do well on the initial drive and members, of members who do no appointment with their Congressman. Later they conbelong to Blue Cross but who attended one or more discussion erred as a group with Senator Vandenberg and with group meetings in 1947, and of new Senator Ferguson. In the evening Michigan members final standing of County Farm Bur 1948 Farm Bureau members wh have been assigned to the discus of Congress were guests at a dinner at which there was forthright discussion of farm co-operatives and the attack The eligibility of Farm Bureau members for this resolicitation will being waged against them.

be determined from information The morning that the farm group arrived every Michgiven on the above list. The list should be in the Michi gan Hospital Service district of igan member of Congress had a letter from Archie Millard, Grand Rapids insurance agent and president of fice not later than March 20. Th enrollment period will close Apri the Michigan branch of the National Tax Equality Ass n. I, and the effective date for new applicants will be May 1.

Mr. Millard reminded Congressmen that 300 of his group had called upon them a year ago. Mr. Millard said that **CO-OP WOOL ASS'N** the difference between his group and the farm group about to arrive was that his group had paid their taxes before they left. That line of attack was exactly what The Michigan Co-operative Wool the farmers wanted to talk about.

Marketing Ass'n will hold its annual meeting at the Masonic tem-C. L. Brody, executive secretary of the Michigan Farm Bureau, sum- | tax dodgers, they are communistic, ple at 314 MAC avenue, East Lanmed up for co-operatives at the din- and that they are not private entersing, Feb. 17, starting at 10 a. m., according to Paul M. Finnegan, ner by stating that the attack on prise. Upon such untruths NTEA is secretary-manager. All sheep men farm co-operatives by some busi demanding that Congress reverse ness interests is not the tax matter its policy on farm cooperatives and invited to attend. There will be impose federal income tax on a complimentary luncheon at noon. they present as a front. The real objective is legislation designed to farm co-operatives savings before Officers will make their reports prevent farm co-operatives from they are returned to farmers in the and six directors will be elected. making refunds to farmer patrons. form of patronage refunds. NTEA The Ass'n marketed more than knows that by law farm co-opera-1.300,000 lbs. of wool for 3,500 mem-The long range objective is the repeal of the Capper-Volstead Act tives are non-profit in character, bers in 1947. It will be buying for and other federal laws establish. and that the savings returned to the government again in 1948 on a ing the rights of farm co-operatives farmers as patronage refunds are grade basis and at guaranteed ceiland co-operative credit institutions, subject to federal income tax paid ing prices.

Roll Call Ad Wins In Nat'l Contest

MEETS FEB. 17

plies and co-operative marketing strictly the regulations for non-pro-Call Campaign advertisement "It's of farm production. Then, Mr. Bro- fit business organizations laid down Michigan Farm Bureau's Like Part of My Farm" was award- dy said, they'll have the farmer right back where he was when he can of Internal Revenue rulings. ed first place honors in the memhad no voice in these matters and bership promotion category for cowas exploited until he could take operative organizations at the Nait no longer. tional Council of Farmer Co-opera-

The National Tax Equality Ass'n tives annual meeting at Chicago recently, Michigan Farm News, ofis the front for those elements in ficial publication of the Michigan business who would destroy farm Farm Bureau, won a third place cooperatives, Mr. Brody said. The farm organization news papers, atives pay no taxes, that they are

complete it. We present herewith first reports on the 1948 membership and th aus in the 1947 membership can

First Report 1948 Total Membership Aug. 31, 1947 1,534 132 426 $1,009 \\ 143 \\ 198$ $^{1,150}_{915}$ $\begin{array}{r} 640\\ 652\\ 127\\ 406\\ 950\\ 825\\ 507\\ 129\\ 64\\ 850\end{array}$ $299 \\ 2.817 \\ 1.468$ 1,341 888 264 62 1,472 $704 \\ 155$ $1,443 \\ 147$ $\frac{495}{525}$ $1,019 \\ 1,158$ $530 \\ 685 \\ 508 \\ 450 \\ 525 \\ 400$ Illsdale 1,0871,192 $1,052 \\ 1,104 \\ 759$ ngham onia ... sabella ackson 619 *300 600 salamazoo $1,242 \\ 1,087$ 447 550 542 400 * $1,104 \\ 991 \\ 778 \\ 901 \\ 328 \\ 579 \\ 462 \\ 395 \\ 269 \\ 649 \\ 501 \\ 498 \\ 447 \\$ vingstor $301 \\ 357 \\ 300 \\ 111$ itcalm 256 *140 iskegon 281 Waygo W Michigan (Gr. Trav. & Leelanau) 640 355 330 229 53 *165 705 $517 \\ 680 \\ 298 \\ 51 \\ 1.504$ akland by the farmer. NTEA knows that eratives want to eliminate the far. farm cooperatives pay federal in Htawa mer co-operative purchasing of sup- come taxes unless they follow corpue 1ste 172 131 $1,300 \\ 1,000$ $2,031 \\ 1,678$ in the law and Treasury and Bur-1,1601,054945Clair .. Joseph iawassee $\begin{array}{c} 675 \\ 705 \\ 189 \end{array}$ William Hill described the work 1,317 cola. 600 of the Detroit Packing Company an Buren 811 1,502 co-operative. Arthur Ingold spoke $1,265 \\ 254 \\ 197$ Vashternw. $\frac{900}{105}
 70$ for the Michigan Live Stock Exexford change: Carl Buskirk for the Farm *Campaigns just started, or first r Bureau Fruit Products Co. canneries; Roy D. Ward for Farm Bur-

rts not made, or members renewi mail before Roll Call campaign

Plant Farm Bureau Seeds.

eau Services, Inc.,; Waldo Phillips

(Continued on page two)

That is a pretty good record for normal times. In this instance Services was handicapped by government restrictions on steel and other major materials in the early stages. Later it had to wait for deliveries of material, and

to stand losses in labor time. Nevertheless, the plant is being completed about on schedule. Soon it will be demonstrating its worth to patrons of Farm Bureau Servi ices. They own one of the most modern and complete fertilizer manufacturing plants in the nation. It is mechanized to the minute for speed and for low cost for labor.

Favorable factors for 1948. No one can say how much fertilizer the Farm Bureau plant can turn out for spring of 1948. But there are some favorable factors. First, the plant is highly mechanized. Materials and the finished product will move on belts. All processes are to be performed by machinery, and with the aid of mechanical loaders and elevators. Second, the plant is located within reasonable distance for most Farm Bureau Services dealers. That may be a matter of increasing importance as the season advances. Third, the plant has favorable contracts for important raw materials, and they have been moving into the plant for some time.

Distribution of fertilizer from the Farm Bureau Services plant to farmers will be through co-operative associations and other dealers who are the recognized distribution points for Farm Bureau Services supplies. No retail operations can be conducted at the plant, as it is entirely a manufacturing and wholesale distribution job., Farmers must see their FBS dealer, as they do for Farm Bureau seeds, feeds and other supplies.

196 farmers co-operatives and FBS dealers have the first call on Farm Bureau fertilizer for Farm Bureau members and other patrons. When the state-wide survey of FBS dealers was made, the 196 made tonnage guarantees which established the plant size at 40,000 (Continued on page two)







EDITORIAL

farm supplies. The savings of these operations belong to the farmer patrons and are distributed to them as patronage dividends.

Perhaps even more important is the influence that 48,000 families in the Michigan Farm Bureau are able to exercise on public affairs through the discussions and actions taken in Community Farm Bureau, County Farm Bureau and State and American Farm Bureau meetings.

We have too much at stake to think in terms of anything but the strongest and most effective Farm Bureau organization possible.

Community Farm Bureau Activities

By MRS. MARJORIE KARKER In these summary reports of Community Farm Bureau meetings the name of the group, the county, and the number in attendance is given in that order:

Central, Cass-26. Group will treat themselevse to a turkey or ham dinner at the January meeting. Members who have not been too active will be especially invited.

Conway, Livingston-16. In discussing the topic of legislation wanted by farmers, this group decided that they wanted legislation purpose. that would protect the security they now have, such as exemption from

sales tax on commodities used in agricultural production. Irving, Barry-13. The secretary Four ladies attended from this

of this group made a comment group. after writing about the discussion which had taken place on the parity problem. This comment in group to the county fair organiza- Farm Bureau are sponsoring an- best years with \$11,200,000 worth of trigued me and I'm glving it to tion suggesting that eating conces- other "Short Course On Wheels" as seeds, fertilizers, steel and petroyou-"Heaven forbid that we ever sions at the fair be given to local a state-wide project for the coming leum products, machinery, insecti-

good old days'." Dexter Trail, Ingham-29. For for local projects. possible topics to be discussed by Bell, Barry-14. While discuss. Algoe of Genesee county and Har- year.

Gloria Conley, county organization director, met with the group and explained her duties and responsibilities in this newly created of-

fice. Miss Mildred Reed, state secretary of the Michigan Junior Farm Bureau, spoke on Junior Farm Bureau. Old Oak, Macomb. A petition is

find out what was being done with Ottawa Lake-Whiteford, Mon-

Members of the Michigan Junior

HIRAM and MARTHA RSS. CLARK

MICHIGAN FARM NEWS

Christmas Cards

By virtue of her feminine knack my Marthy now and then Comes up with some original scheme brand new to mice and men, And one example of her art comprises a display Of all the fancy greeting cards that chance to come our way. Across the big north window's frame she ties a slender thread And on it hangs each card that comes, as soon as it is read. So there they form a graceful arc for us to note and see Which one looks loveliest to her, and which looks best to me.

Soon, with the Holiday's approach, the arc becomes complete For scores of folks remember us upon our quiet street. Then Marthy puts a second thread about a foot below— Perhaps she even adds a third—sometimes it has been so. And every card on every line she knows the writer of And what they said, if anything, what word of hope or love. We tell them over each by each, seeing each writer's face And when each card is well admired we hang it back in place.

But every good thing has to end and after New Year's Day There comes the time when we must put the greeting cards away. But just before she bundles them for storage in the chest We read them over once again, with pleasure and with zest. Zeb Joneses have a milker now to ease their choretime hours, And Cousin Minnie Craddock's boy is marrying Brenda Blowers. Poor Aunt Grizelda's rheumatiz has got her down in mouth, While Samuelsons have-bought that farm that joins them on the south.

And so it goes. We read them all, with mingled laughs and sighs For this is life transpiring here before our very eyes. These are the folks we know and love—who think it worth their while To stop and write a line to us and mail it with a smile. These are the folks, in all the world, on whom we can depend To think of us whenever there are Christmas Cards to send. So there we spend a quiet hour—fixed between earth and heaven, Then Marthy ties the bundle up—and marks it "47".

R. S. Clark 315 North Grinnell Street Jackson, Michigan

GOV. SIGLER PROCLAIMS **CO-OP MONTH**

PROCLAMATION Co-operative Month STATE OF MICHIGAN

Executive Office-Lansing Farm Cooperatives in Michigan have proved themselves to be of great value to both the rural and rban residents of the state.

Some seventy-five percent of our farm families are members of the 256 farm cooperatives operating in this state. These cooperatives, embracing some 170,000 farm families. did more than \$164,000,000 worth of business last year. The objectives of the Farmer-

managed cooperatives, which now embrace nearly every phase of agricultural life, are to improve the economic and social position of the family-sized farm through efficient production and marketing; they likewise give the consumer the benefit of improved quality and etter business methods, as well as to develop new and more stable outlets for our agriculture. This produces a wholesome effect on the entire economy of our state. Therefore, I, Kim Sigler, Gov-

ernor of Michigan, do hereby proclaim January as "Farm Co-operative Month" in Michigan, in recogfor FBS, say that the organization nition of the importance of the farm cooperative movement in this state.

Given under my hand and the Great Seal of the State of Michigan this twenty-third day of December, in the year of Our Lord One Thousand Nine Hundred Forty-seven and of the Commonwealth the One Hundred Eleventh.

Organic Matter and Our Food Supply

By DR. GEORGE D. SCASETH American Farm Research Ass'n. A few extra hard rains and the resulting floods are front page news of importance. A few weeks without any rain and the headlines cry pressed, but this fact needs to be SUPPLIES. Crop reporters lower of everyone who finds themselves their estimates. Grain speculators take notice and prices soar. The

crops show nitrogen starvation symptoms, and farmers grumble about the shortage of nitrogen fertilizers. Our Nation's President pleads for meatless and eggless days.

This all seems so confusing and a bit terrifying to John Q. Citizen whose food is the center of the issue. Most likely we blame the weather, and more or less dismiss the idea that there might be a basic cause behind this great problem that we can do something about. It gives one a feeling of being presumptuous to venture an analysis of the basic cause of this state of affairs. However, to discover the core of the trouble is to take the first step in correcting the difficulty.

The agronomists and soil scientists know that the basic cause of our food shortage is the low and declining content of organic matter in our soils.

A well fed people eat lots of protein foods-meat, milk, eggs and cheese. A good example are the This is not a new story because mid-west people with their locker keen observers through the years plants and their home deep-freeze units. Protein foods largely disap- have seen it. In about 1750 Jared pear from the diet of poorly fed Eliot, a country minister, doctor and farmer from Killingsworth, people, and they must manage on cereals-largely energy foods that Conn., said in a letter-"I have obcontain chiefly carbon, hydrogen served when I was in y back parts and oxygen and very small quanti- of y Country about 20 years past ties of tissue and bone building sub- when y woods was not pastured & rain that should go into the ground stances. We read how millions of full of high weeds & y ground people are on diets too low in cal- light, then y rain sunk much more organic matter they do not have ories (2,000 calories or less) to into y earth and did not wash & tear up y surface (as now)". supply them with adequate energy for living. Little wonder they are-Since cultivation increases the n't productive workers. The energy rate at which organic matter will foods are only human gasoline and the malnutrition of such people

does not result. Protein foods are nitrogen carrying foods. Every farmer knows that nitrogen and soil organic mat ter are closely related. Every farmer knows that a soil high in organic matter is also a very productive soil. Every farmer also knows that legumes like clover, alfalfa and sweet clover add valuable organic matter to the soil. The farmers also know that the organic matter from these legumes is better than the organic matter from non legumes, because clover makes nitrogen into chemical compounds out of the free nitrogen in the air. Any close observer traveling through the corn belt this last sea-

matter. Just this small difference son observed the paradox frequent- in organic matter content made the organic matter the response of ly where on one side of the road the corn crop was almost a failure soil in the fence row higher than good as when the soils are high in because of early wet weather and that in the field by about 4.5 per- organic matter, because it takes a late summer drouth, while on the cent. If one should convert this good root system to use applied feropposite side of the road there into equal inches of rainfall, it tilizers to best advantage.

might be a corn field that was pro- amounts to about .7 acre inches of

SATURDAY, JANUARY 3, 1948

matter in soils is related to the supply of important plant food nutrients.

"The humus level in mineral soils is very closely associated with the supply of the nutrient elements; such as calcium, phosphores, po

| and potash fame. He pointed out tassium and nitrogen. Since plant this fact to different people making field trips throughout the Middle residues are the source of nearly all the soil humus, the quality of West with him this summer. The plant growth and hence the rate few that saw it were always imof humus formation will depend to DROUTH THREATENS FOOD more deeply imprinted in the minds a large extent upon the supply of available plant food in the soil." Doctor Bear says the same thing in the midst of abundance on one from another angle, "Of particular hand and famine some where else, significance is the discovery that but called upon to have meatless and eggless days.

fertilizers, even though they may contain no organic matter, are one of the most fruitful means of adding organic matter to the soils, by reason of the more abundant resis dues and roots of crops that have been liberally treated with them." Experiments show that it takes

chemical plant foods to make organic matter. Moreover, with lots of humus in the soil the added fertilizers work best. There is lots of data to show that the loss of rain? water by running off the ground is extremely high, and especially on soils that are compacted and defic ient in organic matter. Of course, we all know the value of baying the soil covered with some kind of crop. The spring rains are some times of great intensity for a few minutes, as high as 10 or more inches rate per hour. During this great intensity as much as 80 percent of the water that falls on the ground may run off. Not only is there, therefore, a great loss of water that, the soil would need later in the summer, but the water running off the ground does untold damage in erosion and in carrying away plant

nutrients. We can summarize in a "nut shell" some of the main points in the following manner; When soils are low in organic matter their porosity is poor, and much of the runs away. When soils are low in a large capacity for holding available moisture so that when mild dry spells come, the crops will suf fer for lack of water, whereas burn up in the soil it is interesting there was more organic matter in to know that for every ton of or- the soil the crops could stand much must be terrific even if death ganic matter turned into soil about more drouth. When soils are low one-half of its weight, on a dry in organic matter they are very basis, will rot out in two to three deficient in available nitrogen, and weeks, and three-fourths of it will crops usually starve for this nutri

rot in six weeks during the grow- ent with the consequences that they ing season. Since organic matter will be low in protein content rots out so fast we need to care- When soils are low in organic matfully handle our crop rotations so ter they become hard and compactas to have this rotting occur at sea- ed so that roots have a difficult sons of greatest advantage to a time in growing through the soil to new growing crop, which in itself pick up plant nutrients, besides the air space will be so slight that the roots easily starve for the lack Jersey Station gives data showing of oxygen. When roots starve for that the organic matter content in oxygen they die and the crop is the fence row of a field was 3.45 correspondingly injured. When percent in organic matter, and the soils are low in organic matter the adjacent cultivated field had about crop yields are seriously reduced one-half this quantity of organic and the yields obtained are very in-

efficient. When soils are low in moisture holding capacity of the crops to added fertilizer is not as

New group organized in December. and general manager of the Farm Building by this group. Agriculture."

being circulated in this vicinity asking that an increase in gas tax be made for county road maintenance. A discussion of this matter was held and a motion made to

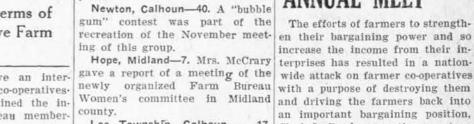
the money already voted for this roe-20. Mrs. Murl Roscoe gave a

report of the Farm Bureau women's convention at East Lansing.

Monroe, Barry-15. It was moved that a letter be sent from this look back and call these times, the organizations who would like to year, according to John Foster, state cides and paints purchased by the use this method of raising money president of the organization. Under the leadership of Leona volume of \$8,250,000 for the previous

Community Farm Bureau groups ing legislation needed by farmers old Doty of Hillsdale county, this

Paw Paw Co-op gave an interesting talk on farmer co-operatives. George Schultz explained the increase in Farm Bureau membership dues. Sheridan, Calhoun - 30. Miss



years.

newly organized Farm Bureau with a purpose of destroying them Women's committee in Midland and driving the farmers back into an important bargaining position. Lee Township, Calhoun - 17. Clark L. Brody, executive secretary

Hobart, Wexford—19. This group feels that oil and mineral rights ATTACK ON CO-OPS

ANNUAL MEET

9 at Lansing.

he ever has been.

The efforts of farmers to strength-

increase the income from their in-

In reaffirming Mr. Brody's warn-

ricultural economy by legislative

attacks against farmer co-operatives,

Roy D. Ward of Dowagiac, presi-

dent of the Services organization,

said that if we allow our farmer's

co-operatives to be knocked out, the

American farmers' cost of produc-

tion will increase, and many of the

unfair practices in marketing, pro-

cessing and distribution will come

to life and would eventually place

them in a position far worse than

ber co-operatives heard Boyd A.

Rainey, manager of distribution

completed one of the biggest and

shareholders compared with a

Fred J. Harger, manager of pro-

Representatives of the 153 mem-

held by the state should be given over to people who have purchased HEADLINES FBS

Four Towns, Wayne-13. \$23.00 Bureau Services, Inc., told near was turned over to the 4-H Club ly 500 shareholders at the organizations annual meeting December

Irving Rainbow, Barry-Mr. Don Stevens, president of the Kent County CIO Council, talked to the ings that a small but powerful busgroup on "Labor's Attitude Toward iness bloc is seeking to hamper ag-

and adding the previous year.

interesting story of this trip.

worked out for next year.

Easton, Ionia-16. Monroe Mc-

Pherson, Jr. a delegate to the 4-H

Club Congress at Chicago gave an

Kawkawlin, Bay-30. Letter sent

by the group to the Beet Growers'

Association protesting the method

of handling the hauling cards and

asking that a better method be

the land after a period of ten

Townline, Livingston-17. December 17th, Townline Discussion group met with Francise and Maurice Lound for a potluck dinner. Thomas Lound led the discusion of several timely topics for 17 members and two guests.



for the next six months, this group this group decided that milk buychose as the first topic, "Is the ers should be bonded to insure group of 30 young people to make ed that in spite of work stoppages rural church serving its purposes?" payment to farmers for dairy an intensive 24-day study of agri- over jurisdictional disputes and the

Bingham, Huron-20. Group dis- products sold. cussed schools at the December meeting of 84 rural teachers in Hur- discussing the expanded Farm Bu- the country in a chartered bus. on emergency certificates.

piece of green or red crepe paper use in spraying barns, and asked to make a hat. Norma Ledebuhr and June Klase won County Agent R. C. Lott met with the East have been made through first prizes for the best hats. the group and showed pictures of the courtesy of Dr. Raymond Mil-

Southland, Lenawee-8. After a different types of farming and ma- ler of the American Institute of Codiscussion on our county health chinery used in Genesee county. operation and the efforts of Junior unit we voted that the county Happy Home, Huron-24. An Farm Bureau. should vote more money toward old-fashioned spell down was the Highlights of the Short Course recreation enjoyed by this group at will be a study of the Indiana Farm the support of the health unit.

South Saline, Washtenaw - 16. a recent meeting. Mrs. Frank Bureau, a study of the Vocationai As part of the recreation for their Gregory and Mrs. Carl Ochmke School at Whiteville, Tennessee, a December meeting this group had were the winners. a pie eating contest which was won Decker, Sanilac-26. This group Shoals, Alabama to the Voice of Agby Herman Mehler.

24. After hearing George Rocke- hospital. W. Hodge and H. Mit- a. m. lein, member of the Kalamazoo tleslatt are the committee to get At Jackson, Mississippi 21/2 days County Farm Bureau board of di- this information. Belle River St. Clair. County sippi State Sponsorship Program of rectors, discuss the subject of the increase in Farm Bureau member- judge of probate, Clair Black, and "Balanced Agriculture with Indusship dues. We felt that the raise Mr. Bert Hyde, probation officer, try." This study includes a schedulwas necessary and voted in favor met with this group and talked to ed dinner with the Governor of Misof hiring a county organization di- them about the problems of the sissippi. From Jackson, Mississipprobate court. rector.

Florence, St. Joseph-28. David Lilly, Wallace Mericle and Byron group organized during December. to study the economics of imports Elev proved themselves as champion "smellers" of liquids com- les Logsdon, chairman of the hosmonly used around the house. This pital drive, met with the group and of Florida and the University of contest was part of the recreation gave a thorough explanation of the Florida to investigate the citrus at the December meeting.

plans for a larger hospital. fruit production. Another high-Thomas, Saginaw. This group light on the tour will be a study of North Constantine, St. Joseph-15. Mrs. Gerber read a clipping held a party on November 8th the Southern States Co-operatives at from paper which stated that the benefits of which went to the Sagi- Richmond, Virginia, Mr. L. E. Rafarmer gets 70 per cent of food naw County Cancer Detection Cen- per will be the host at this point. costs. All farmers and farm or- ter. The amount raised by the On Saturday, February 7, the group ganizations should fight such group was \$418.10. will be in Washington, D. C. and

Maple Grove, Saginaw-19. Reso- will again broadcast an early mornpropaganda. Lockport, St. Joseph-22. Fol- lution passed by this group that ing breakfast to WJR and it is lowing a discussion of the county farm labor should be under social hoped to have some of the Michiwelfare and health departments a security to the same extent as in- gan Congressmen as their guests. motion was passed for the chair- dustrial workers.

Leer, Alpena-19. New group man to appoint a committee to investigate why the county needs to organized during December. pay such enormous prices for care Bear Lake, Emmet-15. Legisand doctoring of county patients. lation needed by farmers, accord-Committee appointed was Charles ing to concensus of opinion of this Holton, Ned Trattles and Mrs. group, is the continuation of the price support of major farm prod-Newton.

Old Trail, Van Buren-40. Two ucts at 90% parity. excellent reports of the State Farm Lawton, Van Buren-37. This Bureau convention were given by group voted to have their own of attaching rails to cross-ties, now Mrs. Lillia Graham, reporting on the printed checks.

women's convention and Mr. J. E. Leighton, Allegan-Group feels crease the life of cross-ties, which Renne reporting on the general that the parity formula should be is now about 25 years, by approxibased on the years 1937-1947 and mately 15 years. convention.

Paw Paw, Van Buren-51. Mrs. should be kept revised each year Goldia Tapper, manager of the by dropping the tenth year away! Plant Farm Bureau Seeds.

educational tour plans call for a duction and manufacturing report culture in the Mississippi valley, multitude of other problems that

direct broadcast from Muscle

are to be spent studying the Missis-

pi, the tour goes to New Orleans as

The next move is to the capitol

The purpose of the short course

Life of Railroad Tie

being studied, railroads hope to in-

Rose Lake No. 1, Osceola. New guests of the Chamber of Commerce

grams.

Aetna, Newaygo-15. Mr. Char- from South America.

Polkton No. 1, Ottawa-20. In the South and the Eastern part of have confronted the completion of the Fertilizer plant at Saginaw, it on county in 1947, 47 were teaching reau program this group suggested The Junior organization of the was hoped that production would that the County Farm Bureau sub- Farm Bureau has requested the get started sometime during the Mussey St. Clair. At the Christ- sidize calf-hood vaccination, or pur- Adult Education Dapartment of first part of 1948. The plant will mas party each adult was given a chase a DDT spray machine for Michigan State College to supervise produce 45,000 tons of mixed ferthe educational work. Most of the tilizers and 30,000 tons of super-North Genesee, Genesee-21. contacts throughout the South and phosphate.

Classified Ads

Classified advertisments are cash with order at the following rates: 5 cents per word for one edition. Ads to appear in two or more editions take the rate of 4 cents per word per edition.

MACHINERY

December meeting this group had
a pie eating contest which was won
by Herman Mehler.were the winners.direct broadcast from Muscle
Shoals, Alabama to the Voice of Ag-
riculture Program at WJR, Detroit,
Saturday, January 24, 1948 at 6:30Stewart Shearing Machines for
sheep. Animal clippers for cows,
horses, mules, dogs. Repair parts,
sharpening service on all types of
a.m.North Kalamazoo, Kalamazoo-
M. After hearing George Rocke-
hospital. W. Hodge and H. Mit-
theorem the committee to grow the committee t (4-tf-34b)

Electric Motors, all Sizes Available. V-Belts and pulleys in stock. Gulf Service Station Lawrence, Mich. (7-12t-15p)

WOOL GROWERS Attention, Wool Growers-send your wool to us and you are guaranteed the ceiling price. We are purchasing wool for the government. Year around wool marketing service and prompt settlement made. Michigan Co-operative Wool Marketing Asso-ciation, 506 N. Mechanic St., Jackson, Michigan. Phone 3-4246 (3-tf-44b)

32-34% P205), Granular Ammonium Phosphate (16-20-0), Prompt deliver-es. Dealers wanted. Fertilizer spread-Schrock Fertilizer Service cerville, Illinois. (1-tf-25b)

LIVE STOCK

For Sale-Purebred Corriedale ewes For Sale—Purebred Corruction of the second s

EGG CARTONS

is to develop the students who par-For Sale-Very fine quality, 3 dozen parcel post egg shipping cartons. Only \$1.25 for a bundle of ten cartons. South Haven Fruit Exchange, South Haven "Mehican" (12,41,27b) ticipate as resource individuals for program material in Junior and Haven, Michigan. (12-4t-27b) Senior County Farm Bureau pro-

BABY CHICKS

Cherrywood Champion Chicks are from larger, heavier laying 275-322 egg sired R. O. P. matings, pullorum tested. White Leghorns, Rhode Island Reds, White Rocks. Send for prices. Cherrywood Farms Hatchery, Box 7N, Holland, Michigan, 12-3t-33p By improving the present method

FARM MACHINERY

For Sale or Trade-WK-40 McCor-mick-Deering Tractor for smaller farm tractor. 8 miles south of Owosso on M47 to Pittsburg, then 4 and one-half miles east on Grand River Road. Clifford Benjamin, Owosso, R-1, Mich-igan. (2:11-340) Trim up your farm. Have your name on the barn. K & E ready cut letters are painted and ready to put up. urther information, write K. & E. Ir R-1, Mich-(12-1t-34p) dustries, P. O. Box 2145, La Michigan. igan.

KIM SIGLER. Governor. By the Governor: F. W. ALGER. Secretary of State.

Livestock fed edequate protein perform much better in many ways. They eat more, make faster gains in weight and make more gain for the feed consumed. They also acquire more finish or fatness and sell higher on the market.

QUICK QUIZ: Do you know how much telephone wire Michigan Bell put up in rural areas last year? Nearly nine thousand miles! It meant new service for thousands and fewer parties on many rural lines. Michigan Bell now serves 122,000 rural area subscribers more than double the number in 1941.



USEFUL . . . AND FUN: A survey shows that more than half the farm families served by Michigan Bell use their telephones for reaching the doctor, dentist and veterinarian, and for ordering parts, repairs, feed and supplies. "Visiting" withfriends and arranging church and social activities are high up on the list too.

BELL TELEPHONE COMPANY MICHIGAN

Our \$13,500,000 postwar rural construction program means more and better rural telephone service.

VETERINARY REMEDIES Prevent severe mastitis infection. Jave on hand for injection in quarter ither Penecillin or Sulfa. \$2.00 aver-ge cost for course of five treatments. ust received, 60 cc. super-quality yringes, complete with needles and ntusion tubes, for \$5.00. Sulfa tablets, 0 grain, \$4.00 per 100. No sales tax. H. F. Link, Pharmacist, 1456 East dichigan, Lansing 12, Michigan. 12-tf155b 12-tf155b Calf Diseases-Pneumonia,use Sulfa.

> STOP THEM WITH THIS ONE: Ask your friends how many telephone companies there are in Michigan in addition to Michigan Bell. It's a treat on you if they guess the right number - one hundred and sixty. All connect with Michigan Bell and Bell System telephones.



Calf Diseases—Pheumonia, use Suifa. Scours controlled by Sulfaguinadine with Niacin (Gov't approved specific), or Sulfacarbolate Tablets., Prevent, and feed heavier by using University of Wisconsin Calf Capsules (Vitamins) for first 21 days. \$5.00 per 100. H. F. Link, Pharmacist, 1456 East Michigan Ave., Lansing 12, Michigan, 12-tf-46b MAPLE SYRUP PRODUCERS For Sale: King Portable Power Tree Tapping Machine now available. Saves valuable time in the woods at tapping time. Pays for itself in extra first run sap. Send for descriptive litera-

ture and prices. Sugar Bush Supplies Company, Box 1107, Lansing 4, Mich. (12-tf-41b)

For Sale: Get your sap buckets for 1948 season now. Orders now being booked for January delivery. Order early and be sure you have your share of this important item. Write for prices on the 12 and 14 quart sizes. Sugar Bush Supplies Company, Box 1107, Lansing 4, Michigan. (12-tf-48b)

Complete Maple Syrup making and

YOUR NAME

ne can install them

(1-3t-36b)

Anvo

ducing abundantly and apparent- water. This is not a minor matter ly not adversely affected by the so- when summer drouths come. called bad season. No one saw this Professors C. E. Millar and L. M. form well next season, advise Michmore accurately than my great Turk of Michigan State College igan State college agricultural enfriend George Hoffer of hybrid corn point out clearly how the organic gineers.

Winter is a good time to check over farm machinery so it will per-



will grow new organic matter.

Doctor Firman Bear of the New

WOOL GROWERS

FERTILIZER

Schrock Natural Hi-Test Phosphate

Complete Maple Syrup making and marketing equipment. Flat copper sheets and flat English Tin sheets available for making of your own flat fancets for your own filtering tank. Sap and syrup hydrometers and ther-mometers, Attractive labels to make your own package attractive and ac-ceptable. Our prices on syrup con-tainers, either metal or glass, will save you money. Use our labels and con-tainers and still be money ahead at the end of the season. We are now known as the most complete equip-ment source in this part of the coun-try. A visit to our shop will prove it. Write for price list and catalogue. Sugar Bush Supples Company, Box 107. Lansing 4. Michigan. Located on M-42 (West Saginaw Road) just west of Waverly golf course, Lansing. (1-tf-130b)

SATURDAY, JANUARY 3, 1948

SPECIAL COURSE IN MUCK FARMING PLANNED BY MSC

Michigan State college will offer a short course in muckland farm- member removes from RFD adburse has been offered, according vise if change makes you a resito Dr. Paul M. Harmer, muck soils dent of second county. Place of resspecialist at the college.

Approximately one acre out of every eight acres of tillable land in Bureau. We do our best to have Michigan is muck soil which requires special care and farming racticies. Practically all of the BUY SHARES IN practicies. Practically all of the in Michigan, as well as a large proportion of carrots, parsnips, cabbage and other vegetables are raised on this type of soil. Methods of FUTURE production on muck land and the marketing of the crops are so diffarent from upland crops that spec-

Farmers, factory workers, laboral training is highly desirable for ers, businessmen and all other Barthe man who is starting this type ry county residents have an opporof farming. tunity to participate in a co-opera-

The short course will open Janu- tive community effort to purchase ary 5 and continue through Janu- a farm that may pay rich dividends. ary 30. Instruction in muck soil The Barry Grassland Farms, Inc. management will include courses recently launched a drive to sell muck soil management and fer- \$25,000 worth of stock of the cormizer needs, effects of minor ele- poration. This non-profit organiments on various crops, and prevention of wind and frost injury to of Barry County leaders from the crops. Other courses will include plant disease control, control of weeds with chemicals, insect control, horticulture, agricultural en-Mneering and farm management.

Details concerning the course is to purchese a farm in Barry can be obtained from the director county that is typical of the rollof short courses, Michigan State ing land in the area and to farm it college, East Lansing, Michigan. without the use of cultivated crops



Notice to Secretaries **RUTH PARSONS** And to Membership **HEADS AFBF** Regarding delivery of Michigan Farm News: We shall appreciate postcard or other notice that any **YOUTH COMMITTEE** member is not receiving his paper. Please report any irregularity in

delivery, such as duplicate copies, wrong RFD, error in name, etc. If the first time since 1940 that this dress in another county, please ad-the tirst time since 1940 that this dress in another county, please ad-the chairmanship of the American Although he had idence determines which County Farm Bureau is your County Farm

zation was incorporated by a group

community Farm Bureaus of the

county, Granges, Soil Conservation

District, and the Hastings Cham-

The purpose of the organization

The farm purchased will be op-

Farmers can't afford to feed

midsummer.

farms.-

1948.

Health.

PLANT *

can Farm Bureau convention.

CONSTANTINE ADDS

Plans are complete for operation

Company new milk processing

MILK PROCESSING

ber of Commerce.

everything right, but we are not Miss Parsons will direct these activities:

MICHIGAN FARM NEWS

Bielinski Becomes Personnel Director

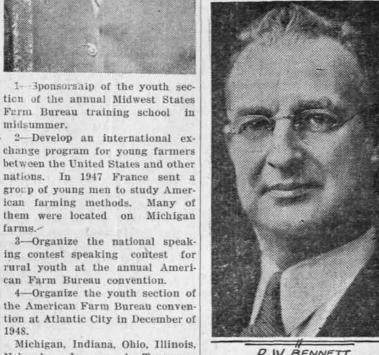
W. Victor Bielinski has resigned Association of Farmer Co-operatives as field representative effective December 31 to accept the new-Miss Ruth Parsons of Fowlerville, ly created position as manager of past president of the Michigan Jun- the personnel division of the Mich-

Although he had been acting in first days of the new year. Farm Bureau rural youth commit- this capacity for some time on a tee at the convention in December. part time basis, he assumes the du- old world with the same leadership The committee is responsible for ties of his new job beginning Janu- and the same problems. It means viously worked for the Lapeer to solve them. County Cooperatives from the time

he graduated from MSC in 1936.

SEED ALFALFA, BUT ORDER NOW **BENNETT SAYS**

This is a year to seed alfalfa. Farmers should get their orders placed at once with their local Farm Bureau or co-operative dealer while it is still possible to get most of what they want, Roy Bennett, seed department advises.



R.IV. BENNETT

Nebraska, Iowa and Tennessee Farm Bureau youth organizations This year the Farm Bureau will are represented on the committee. have available the following vari-American Medical Ass'n annual Grimm, Utah, Nebraska, Canadian meeting early in February on the Grimm, or Variegated, Michigan

topic "Rural Youth Looks at Grimm or Variegated, Certified Michigan Grimm and Certified Michigan Hardigan. These will be

in Farm Bureau brand bags. This is the first year in a long time, Mr. Bennett said, that the seed department has had all of these varieties available and the prices are lower than last year's.

There will not be enough red clover Alsike, and sweet clover to go around this coming year and the prices will be higher. It will be to start Monday, January 5. of the cheaper to seed alfalfa for a green Constantine Co-operative Creamery manure crop. For needed hay and

pasture crops to offset the short

age of feeding grain, farmers

should get alfalfa. Brome grass this

A Good Time to Get W. Victor Bielinski has resigned his affiliations with the Michigan Down to Business

By MRS. EDITH M. WAGAR Briar Hill Farm, Carleton, Michigan

How easy it seems to say Happy New Year to everyone we meet the

All too soon we find it's the same necessities. Another hope I cherish is that

the rural youth work of the Ameri- ary 1. Mr. Bielinski came to the that we ourselves must delve deep- the problem of education until we lows. can Farm Bureau. During 1948, Farm Bureau in 1937 having pre- er into the problems and find a way secure a school system that is ade quate and in keeping with the times.

As I see it, we in America cannot Some 50 years ago Australia sent expect peace in the world until we a delegation to inspect school syscan have peace tems in the States. Michigan folks

and understand- were delighted when they pronounc ng here at home, ed our schools far ahead of all

Oh! How I wish others. ome of our na- We have an old saying, "Resting ional problems on your laurels." We must have might be solved been doing that, for Michigan on their merits schools are now well down the list and on what is for high standards. We are still conbest for the coun- fining our districts to the same size ry rather than be and to almost the same standards used as an advan- laid out by our great grandfathers. ageous talking We just cannot continue as we oint for a poli- are going and maintain our self-

MRS.WAGAR tical party or respect. My hope is that our farm manager of Farm Bureau Services' some candidate. What a price we folks will take the initiative themselves in making a change rather pay for that!

> My hope for this year is that we than have some political or promoto get down to business and have a tional group come along and esbetter understanding with other tablish something out of line with countries and that we find none of good judgement.

> them so much opposed to us as we It's our job to see to it that the have been led to believe. children of our community have I hope that we as farmers can have just as good educational advantages a better understanding between as the children have in other comfarm organizations than we have munities. Let's not be short-sighthad. We should work out our dif- od in our educational thinking for, ferences through conferences so as it is now, we are paying mighty that we speak for agriculture as dear for a system that does not one. The farmer has too much at bring the results our children have stake in this period of readjustment a right to expect.

> to have his future jeopardized. After we have shown our will-I hope that these days of higher ingless to do our part, we can then prices will be no temptation to far- demand better teachers, better curmers to do things in a big way. We riculum, greater attention to ag might far better move along in the riculture, home making and vocaconservation way until the bubble tional training. We can see to it breaks and our farm dollar will that more thought is given to funbuy what we think it should. damentals and less to non-essen-It is a good time to do sensible tials.

planning for the future, Plan on Yes, there's much that can be as much added comfort as you can done in 1948 to improve the everyhave without too much unnecessary day life of all of the peoples of the expense. It's hard to resist a new world if we but will it so. We must car at an inflated price. The farm practice co-operation in its broadsized plane offers speed and thrill. est sense; we must think of all hu-New furniture of questionable mans as creatures of God. Our quality can be a temptation. world is coming together into a If we have to have these things compact unit through marvelous Miss Parsons will speak to the eties of Alfalfa, Idaho, Montana to be real happy, I'd say get them scientific developments,-so rapidly

that we fail to comprehend it until | Fruit Meeting At we are shocked into it. We must adjust ourselves to the progress of the changing world and the tomorrows that will follow. Much as we may want to be left alone as the one country to be enif you can see your way clear to do

so, but I'd want to be certain. I'd vied for our advantages, opportunitake an inventory of my belong- ties, surpluses and freedom, we can ings and compare them with my no longer sit static and watch the longings and decide whether they other peoples of the world dig themselves out of their dilemmas alone. were current whims or longtime We connot take part in a world war without assuming some respon-

average in 1929.

Michigan folks will concentrate on sibilities in the clean-up that fol-Passengers on trains traveled an average of 811/2 miles per trip in

1946, or a little more than twice the





THREE

MSC, Jan. 13-15

A conference to be held at Mich igan State college on January 13, 14, and 15, will be of interest to all Michigan fruit growers, says C. A. Langer, MSC horticulturist, who is in charge of the program. College research men will explain

work being done to aid the Michigan fruit industry and some of the state's leading growers will bring stories about the future in horticul-

ture. Information about the conference can be obtained by writing to the Director of Short Courses, Michigan State college, East Lansing,

Plant Farm Bureau Seeds.

That makes Dairying Profitable for Member Producers of the Mid-West Group

ter Acceptance bear the Valley Lea trade na

Butter * Cheese * Evaporated Milk * Roller or Spray Process Non-Fat Dry Milk Solids * Condensed Dairy Products • But-termilk Powder • Sweet Cream

Market your milk and cream with a Mid-West Member Producer Creamery, where you can earn more . . . where you as a producer become a part and receive the benefit of an organized business working for your best interests.

Mid-West Producers' Creameries sales department specializes in car-lot sales of dairy products shipped from its 24 member cooperative creameries. Product sales in large quantities always are advantageous to both the seller and purchaser... the seller gains by reduced handling and shipping charges while large buyers prefer to obtain their supplies from Mid-West because they always are assured of high quality laboratory controlled dairy products from member-producer owned plants...fine Valley Lea brand dairy products result from Mid-West's progressive operations together with the honest desire of every member-producer to always do his part for the business, of which he is part owner.

lea

Cooperative Marketing Brings ⁵High Dollar ^{\$} Marketing Mid-West Producers' Creameries, Inc. 224 WEST JEFFERSON BOULEVARD . SOUTH BEND 2, INDIANA



plant at Constantine. Work was started in August of 1946 to construct a large addition

shop.

counties.

member-producers.

Plant Farm Bureau Seeds.

future.

coming year is more reasonable in to the plant and installation of price. It makes a good companequipment, at a total cost of over ion to seed with alfalfa. This com-\$250,000. The co-operative purchasbination provides a wonderful sod ed 37 new truck chassis, upon to turn under for corn or potatoes, which were mounted especially deaccording to Mr. Bennett. signed bodies, exterior of which is If a farmer wants a short rotacovered with sheet aluminum.

tion crop, alfalfa will do the trick. These were built in the plant's own Utah, Nebraska and Idaho alfalfa are the varieties to use, he sug-The trucks will pursue 37 differ-

gests, while Montana, Michigan and ent routes totalling more than 1,100 Canadian alfalfas should be sown miles daily in six Michigan and six for long time hay and pasture Indiana counties. In Michigan they stands. will serve member-producers in St.

Sudan Grass make a good pas-Joseph, Branch, Kalamazoo, Calture. Cows prefer sweet Sudan to houn, Cass and VanBuren counties. common Sudan, However, sweet Su-In Indiana, LaGrange, Elkhart, St. dan does not recover as quickly as Joseph, Marshall and Kosciusko common. One half acre of common Sudan Grass ten inches high will Trucks have been picking up keep a cow until the Sudan is kill-

farm-separated cream from each ed by frost. member-producer twice weekly. Af-Seed oats and barley will be in ter January 5th, whole milk will be heavy demand, but prices will be in picked up seven days every week range with other feed grain prices. from each producer and the same Michigan will have enough good trucks will continue to pick up grain seed to take care of the de cream twice weekly from each memmand. ber-producer. The plant will con-

Farmers who think they will tinue making butter as usual, with have more red clover than they will milk processing an added operation. need should take it to their local The plant was opened in 1915 and Farm Bureau dealer and he will rehas been in continuous operation, turn it to Services' seed departmaking butter from farm-separated. ment for redistribution to farmers cream. It now also is equipped to who are not fortunate to have any. handle 200,000 pounds of fluid milk Mr. Bennett points out that the every 24 hours. The co-operative is farmers of Michigan and elsewhere equipped to produce processed have helped with their dollars to sweet cream and any of the various build many plants and factories for condensed or spray dried products. other people. But the only money Constantine Co-operative is one that helps build their own Farm of the largest butter plants in Mich-Bureau plants are the dollars they igan and this year produced over spend for Farm Bureau products. 3,000,000 pounds, obtaining cream The farmer helps himself and his from over 2,000 member-producers. neighbor when he buys Farm Bu-After the milk operation gets into reau brand seed and other quality full swing, the Co-operative is planproducts. Farm Bureau seed has ing to serve approximately 3,000 known origin, adaptability and car-The broad of directors of Conries the Farm Bureau guarantee.

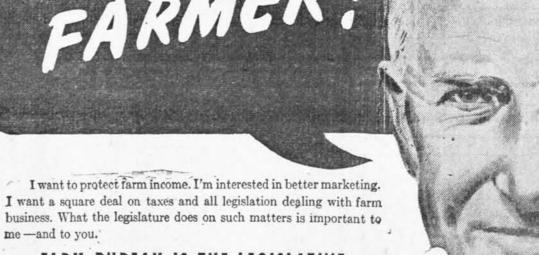
stantine Co-operative Creamery

Company has planned an open Austin Gwinn house for all member-producers,

Austin Gwinn, well known to their families, friends and the genmany Michigan Farm Bureau peceral public, to be held in the near ple as a former employee of the

The remodeling and plant expan. state organization, died at Lapeer sion program was supervised by December 31. Mr. Gwinn had been Paul Oster, secretary-treasurer and a hardware merchant at Lapeer manager. Members of the Co-opera. since leaving the Farm Bureau. E. Lutz, president, White Pigeon, From 1929 to 1939 he worked for tive's board of directors are: Troy the Farm Bureau membership dep't B. J. Richard, vice-president, Ed. and Farm Bureau Services. At one wardsburg; Frank Krull, Three time he worked at the Saginaw Rivers; A. A. Borgert, Burr Oak; store. Mr. Gwinn opened and man-Wilgur Klett and John Mallo, both aged the Farm Bureau branch of Constantine.

established at Lapeer. It is now the Lapeer County Co-operatives, Inc.



FARM BUREAU IS THE LEGISLATIVE **VOICE OF 48,000 MICHIGAN FARMERS**

Here are a few of the bills important to you that the Michigan ; Farm Bureau helped enact in the 1947 legislature:

- Authorization to use unexpended township funds for highway purposes.
- Increase gasoline tax to aid county roads. Vetoed. For us, this remains unfinished business.
- \$151,000 appropriation for horticultural research by Michigan State College
- \$100,000 appropriation for general marketing research by Michigan. State College.
- Resubmit sales tax diversion amendment on the 1948 ballot.

LET'S LOOK AT THE RECORD

Michigan farmers must be organized to deal with problems before the legislature. In the 1947 session the Farm Bureau made this record:

| Bills favored by Farm Bureau | |
|--|---|
| Bills favored by Farm Bureau and passed by legislature25 | |
| Bills opposed by Farm Bureau | į |
| Bills opposed by Farm Bureau and not passed by legislature22 | ļ |

Speak for yourself through your own farm organization . . . the Michigan Farm Bureau. Join the Farm Bureau. Take an active part. Continue your membership. More than 48,000 members in 56 County Farm Bureaus in Michigan. More than 1,000,000 members in 46 states. Family membership is \$10 per year.



Make the Farm Bureau organization and service a part of your farm.

JOIN YOUR COUNTY FARM BUREAU Roll Call for Membership Starts Soon

MICHIGAN FARM NEWS

SATURDAY, FEBRUARY 7. 7848

after the other world war, and

A Little Cloud Out of the Sea, Like a Man's Hand are stronger today than they wer

Michigan Farm Co-operatives' Delegation at Washington

on Farm Co-operatives

By CLINTON P. ANDERSON

Secretary of the U. S. Dep't of Agriculture

IKE Elijah's servant in olden times, I have been thetically scanning the horizon. Like him, I must report that "There ariseth a little cloud out of the sea, like a opening gun has been fired. man's hand."

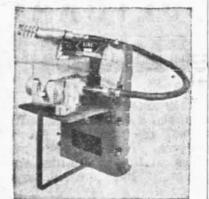
The cloud seen by Elijah's servant was the forerunner names-still have the offensive. of a terrible storm. The cloud I see arising bodes no ed by the smoke of their propagood. It may be the forerunner of an all-out assault upon ganda barrage. But it's comingthe farmer co-operatives of this country.

Winds of Dissension Are Blowing

Already the winds of dissension are blowing. The calm is over. After all these years, in which farmer co- with you. In a show-down, we're operatives have found a firm place in the competitive free enterprise system of this country, suddenly there arise adversaries who would restrict your rights to cooperate in a business way. So far they have not attacked the right of neighbors to share work-to help each other farmer cooperatives. harvest crops or build barns-but they don't want neighborliness carried to extremes. Extremes to them, of course, are transactions that involve money, such as selling farm products or buying farm supplies. You mustn't do anything for yourselves that somebody else wants to do for you-for a price. That seems to be the logical conclusion of the arguments you hear.

Now, it's all right with me-and I know it's all right with you-if some people want to make that kind of an argument. We don't even worry too much if those our faith who oppose co-operatives speak their pieces to vast audiences night after night. We have free speech in this country-freedom to speak which carries along with it a right that is exercised too infrequently-the right to remain silent. Perhaps we who believe in co-operatives use our right to remain silent too much. Perhaps we tions about the future of our cohave been too complacent in our belief that the fight for farmer co-operatives has been won, that they have Enterprise System proved their right to a place in the business community, that they are no longer a public issue.

Have Begun New Assault Yes, evidently we have been too by the sound of their own words whole Nation there are only 10 complacent, for the opponents of and by a well-stocked treasury- million farmer co-operatives-made bold have begun a new assault. now seek political action.



So Begins the Attack In any argument there are alion. That gives you a chance to step in and say, "See, I told you

Thus is born a hot issue. shouldn't say born-manufactured is the word-manufactured syn-

Manufacture Hot Issue

Thus have our farmer cooperatives come' under attack. The The adversaries-many of whom have not seen fit to make public their make no mistake about that.

Do you want to fight it out? Are your cooperatives worth fighting for If your answer is "Yes," I'm

either for a thing or we're against I want to say again in plain language that I am for farmer cooperatives

I want to say just as plainly that re Truman administration is for

I say that with the specific authority of the President himself. President Truman, knows what it is to make a living on the farm. le knows how cooperatives have helped farmers to make a decent living and to preserve their ecoomic independence. He asked me to tell you to stay right in there and pitch for the cooperat-

ive principles you believe in. As I said in the beginnnig, it is ime for all of us who believe in farmer cooperatives to reaffirm

Vague generalities will not do. herefore, in the remainder of my time. I want to do two specific First, I want to tell you he reasons I believe in farmer cooperatives as a part of the American way of life; and second. want to give you a few observaoperative enterprises.

Farmers Backbone of Free

The first reason for my belief in farmer cooperatives is that I am deeply devoted to the American system of free enterprise. In this individual enterprisers They apart from corporations, and more

than half of those individual en-Theirs, of course, is an old terprisers are farmers. So it is technique. It works like this: that the farmers are the very You don't come right out and say backbone of our individual free totalitarian schemes. you're against whatever it is you're enterprise system. That's the way against-farmer co-operatives, for we want it. That is America. example. You pick out some particular thing about it that is not that when farmers join together eratives is closely related to my widely understood and has some in a cooperative enterprise they devotion to individual free enterdramatic appeal. You harp on the are no longer engaging in individ- prise. It is my belief in the famone thing you've picked out. Just ual business. "Collective" is the ily farm. We are now, and for for example, you might say that word sometimes used to make the some time we have been, confarmer co-operatives under certain conditions are exempt from Fed-that a farmer carrying on part of and bigger farms. I regard this do so. eral income tax and you don't this business through a cooperat- as inevitable to a certain extent. think they should be. You harp ive is any less an individual enter- We are becoming more efficient.



This photograph was taken January 19, at Washington as farmer committees from Michigan Congressional districts set forth to visit their Congressmen in the interest of farmer co-operatives. Representing the Michigan Ass'n of Farmer Co-operatives, they spoke for 250 local co-operatives and their state-wide marketing and purchasing organizations. They gave full information concerning farm co-operatives and their importance to farmers. They were advised that Congress will not encourage legislation unfriendly to farm co-operatives. Names of the men in this picture appear in article on page 1, Farmers Tell Co-op Facts to Congress.

other parts of Europe. I recall them the David treatment. Many for loans to them. In 1933 the plies at reasonable cost and in with a great deal of pleasure a of the giants are useful contribu- Farm Credit Act provided for 13 visit to the beautiful Dalecarlia tors to what we call the American banks to make loans to farmers' area of Sweden which was my standard of living. What I do co-operatives and also provided for Provide Price and father's home before he came to suggest is, that the little fellow the co-operative production credit America. I visited some of my must have the means to equal or system. Since 1935 farmers have people there. And I had a chance surpass the performance of the to learn a little bit about the co- giant.

operatives which they have used so extensively for so long. I can than force. In this country we have some say, as probably many of you can

say because of your experience traditions and public policies embodied in law which encourage ment. and Scandinavian family ties, that individual enterprises and liberty family-type farming. I suppose flourish strongly with the help of that to some extent these are expressions of sentiment. But to a co-operatives. greater extent they express a fund-

In our own country, the farm coops attract a great many progressive people; and some of the most conservative people I know are co-ops. Of all the nonsense writ. freeholders are good plantheds for Co-ops Began Early in America ten and spoken about co-operatives, the charge of left-wing tenddemocracy. encies is by all odds the silliest.

At the same time, let us recognize that co-operatives do not lend keep the rules of the game fair legislation and that the co-operathemselves to the other political to the family farm. And important tive movement in this country beextreme, fascism. It would be well to remember that Hitler killed the co-operatives in Germany because they did not fit into his co-operatively and which give generation before the American

eratives. Belief in Family Farm Strong Do we want to change all this? My second reason for being a Some would have you believe strong believer in farmer coopany law at any time they choose. at any time. Some misguided or cooperative seem odious. I deny fronted with a trend toward fewer

of the sea, like a man's hand."

which to develop than in many with economic giants is to give tural Marketing Act provided funds helping farmers get good farm sur helping to improve the quality fertilizer and seeds Quality Yardsticks They have earned the reputation of providing price and quality been able to use the co-operative vardsticks by which all people car method to bring electricity to their judge the merchandise in the mar Law and ingenuity are better farms whether the giant utility ket place. They reduce or hold companies were ready or notdown handling charges on products and REA today is one of the most

useful agencies in the Govern-They provide a forum for full and free discussion of economic That in brief is the history of problems. In co-op meetings many Federal legislation on farmer cofarmers have their best opportunoperatives. ity for free discussion of public

hought and sold.

Farm co-operatives provide an

essential mechanism for the opera-

It is spread out in full view on policies amental concept of the democratic the statute books, and it developed way of life. We dislike the idea during a good many different poliof a landed class or of corporate tical administrations in response among the strongest boosters for soil. We think families of small to widely varying farm problems. tion of various Federal marketing agreements that have proved bene ficial to both producers and conthe propagation of freedom and Let me point out also that : sumers giants employing the tillers of the number of State statutes providing

Co-op Credit Also Under Attack for the incorporation of co-opera They have been pace setters So, as national policy, we try to tives antedate the first Federal the farm mortgage field and have pioneered with the budget loa for production purposes. among the laws for that purpose gan long, long before. The first In passing, let me remind yo are those which guarantee the organized co-operative in this coun that your co-operative credit facil rights of farmers to do business try began operations in 1752-a full ities are frequently attacked. S far there has been little beating positive encouragement to co-op- Revolution. It was a mutual inof the propaganda drums on this surance association called "The matters the drums have been r Philadelphia Contribution for the served for the tax issue. But Have our ideas about democracy insurance of Houses and Loss by few master minds in the bankin Benjamin Franklin and and the family farm been chang- Fire." business have, in staid, conserva ing? I don't think so. The people other future signers of the Declative, professional utterances, been of this country can change or kill ration of Independence were of the opinion that the sound, so among its founders. The associvent private banking institutions They can kill farmer co-operatives ation is still doing business. Early farm co-operatives included a livestock shipping group in Ohio in 1820, a cheese factory in "There ariseth a little cloud out New York in 1851, and a creamery now therefore might it not be con in the same State in 1856, mutual

Co-operatives have enabled pro-

ducers to build a closer link with

consumers by pioneering in im-

price structure in farm commod-

that part of their increased strength is due to our co-operative credit system. After the other war, coun try banks held most of the farm ers' paper, and when depression started they had to prese for liquidation. Today the country banks have the heavy end of their assets in Government securities, and our rural credit structure is strong. Nevertheless., co-operative farm

credit has come under attachand you will probably hear more habout it before you hear less.

Those of us who are for the farmer co-operatives had better be prepared

This brings me to my observa tions about the future of our co operative enterprises.

The cloud I see on the horizon is still no bigger than a man's hand.

We are not beaten. We have scarcely begun to fight.

Present Attacks Offer Challenge Let us look on the attacka as a challenge and an opportunity Every farm co-op in this country owes its existence to problems which had farmers sufficiently worried to take up group action. I have tried to tell you today

(Continued on page six)

Cleaner Cows Less Labor with CONCRETE PAVED BARNYARD

A concrete-paved barnyard is a big aid to dairymen producing high quality milk. Fall, winter, spring and summer it helps keep cows out of mud, dust, filth-cuts down wark

of cleaning cows before milking When cows wade through mud they waste energy needed for prolucing milk. Owners say a paved nyard soon pays for itself by

helping produce more and better quality milk. Paste coupon on penny postalacd mail today for free instructionst .r paving your barnyard or building other durable, thrifty, sanitary

structures with concrete could very well handle all of the sound farm mortgage credit that If you need help, see your conour sound, solvent farmers might crete contractor, ready-mixed concrete producer or material dealer. require. The aforesaid being true

Portable, Power Tree **Tapping Machine For** Maple Syrup Makers

Use this King Power Tapper to save time and hard work when tap ping. Producers report 200 to 250 tap holes per hour. Saves much labor, speeds operation. Users say it's worth all it costs and more. We have one on display for your inspection. Write for catalog. Priced for quick delivery at \$131.59 delivered.

Description: Weight 17 lbs. Power Description: Weight 17 hbs. Power: 1 HP, single cyl. 2 cycle, air cooled all-aluminum motor. Set at 3300 RPM for sugar maple tree tapping. Heavy duty 4 foot flexible shaft with engine shutoff on shaft. Guards: cast alum-inum with bleycle type grip for ad-justing depth of tap. Safety guard. Chuck: 14," to 15," capacity. Tapping bit: 7/16" furnished. Also available 3," and 12,". All designed for tree tap-ping. Insures uniform tapping. Pack-board: US Army style with regula-tion shoulder straps and boards. Ac-cessories: Include all-purpose wrench. cessories: Include all-purpose wrench, half round file for sharpening bits, adapter for holding grinding, pollsh-ing, buffing and sanding tools.

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on that one thing, but of course priser than his neighbor who does Three people can now produce you can't take time to spell it out not belong to the cooperative. all the time, so you just talk about Co-operative Simply a Tool "tax-free co-operatives." You buy I assert that cooperation is the most of our new machines and

and in printed literature.

noise as you can, and you say, problem is credit, you may join a Economic Giants

more than four could produce just before the war. If we are to make

newspaper advertising. You talk simply a tool that farmers use to methods, we have to have more it on the radio-either in time you maintain their individual way of land and higher investment per Encourages Co-ops buy or in time you can get for life, a means of applying modern worker. Otherwise, more and free. You "sell" it to friendly com- business methods to farming. I more farm people will become un- have people think there is some- organized support, and later farm mentators and editors and others assert that the farmer who be- der-employed. But the trend to- thing new and secret about the organizations have followed suit. who might influence public opinion. longs to a cooperative is just as ward fewer and bigger farms is Federal Government's encourage. So much for history. I simply You "sell" your argument by mail, much an individual free enter- not necessarily a trend away from ment of farmer co-operatives. Let's want to observe from this that at meetings and cocktail parties, priser as any single merchant or the family-type farm. It is one see what the real situation is. In those who attack farmers' co-oppartnership of merchants in town, thing to have family farms grow- 1898 a Federal corporate tax law eratives are attacking something Oh yes, I almost forgot. You and he's certainly as much of an ing larger and continuing to com- was enacted that stated the tax which is fundamentally American set up an organization with an individual enterpriser as the usual pete. It would be quite another did not apply to agricultural or- -as American as the Declaration important-sounding name so that impersonal corporation. When thing if the family farm could no ganizations operated for the of Independence and as democratic

your literature and all your do- you form or join a cooperative; you longer compete but had to give mutual benefit of its members. In as the temporary co-operatives ings will sound like the voice of do so for one reason - group way to gigantic factory-type units. 1916 the income tax law also called husking bees and barn raisthe people. You make as much service, not group profit. If your Family Farms Compete with

"Look, here's a matter you ought farm loan association. If you are I have pointed out before and I continued and spelled out. Present to look into. Where there's dissatisfied with the price you say again-because I believe this revenue laws provide exemptions operatives because they serve the smoke there's fire." Even those have to pay for marketing services, is an extremely important fact- from corporation income taxes, cause of individual free enterprise who know the facts can't refuse you may organize or join a mar- that our family farms are compet. and stamp tax on capital stock or and protect the family farm. to hear the facts except in rare keting association that enables ing in a world of economic giants. bonds or any such certificates of I am also for them because of circumstances. And so there is an you to perform the marketing Think of the biggest family farm investigation, and the people who service instead of paying others to in your neighborhood. How does have been making all the noise do it. If you think you can save it compare with the company that have their arguments all ready. money or get better merchandise manufactures the machinery used in the Federal Farm Loan Act. They're really on the offensive by purchasing your farm supplies on the farm, with the company now, and they've got their oppon- directly as a group, you can take that makes the trucks, with the ents on the defensive-exactly as part in a purchasing association. companies that make the house-Perhaps you want one organization hold goods such as soap and light dends, and this right was protect. They have set higher standards to perform several services. And bulbs, and the shoes and overalla? ed later in the Robinson-Patman and promoted better methods of Mat's all right. The point is that How does it compare with the Act dealing with price discrimina- marketing. They have helped and your co-operative is a non-profit company that processes the wheat, organization. It's your service the meat, or the fruit and vege- Act. agency that helps you carry on tables? We do have many small your individual free enterprise for businesses comparable in size to freed farmer co-operatives of fear of product can be reflected in reyour own individual profit. So I the farm. But in large measure of involvement in anti-trust laws turns to producers. say that the co-operative is an aid our economic power is concentrat- provided they meet certain reto individual free enterprise and ed. In 1946 the 200 largest manu- quirements. just as American as the family facturing corporations controlled

> farm it helps to preserve. How it is that anybody ever all the manufacturing corporations Agriculture service to farmers' co- local market. pays, any attention to the wild in the country. Economic giants operatives. In 1929 the Agricul- Co-operatives have pioneered in charges made against farmers' co have an advantage in mass prooperatives I don't know. You hear duction and mass sales methods; it said or implied that there's they rule vast domains of natural

something "left wing" about co- resources; they have power. operatives. I get a laugh just try- Now, the farmer is essentially ing to imagine Republican Senator a manufacturer; he is a producer Capper as a left-winger, and as of goods. But he does not have you know the Capper-Volstead Act the advantages of a big organizawhich Senator Capper steered tion. He buys from powerful through the Congress is often call- giants. He sells to giants. How ed the Magna Charta of the farm does he compete?

co-operatives-the farm co-op bill A young fellow named David once contested a giant named of rights.

You hear it said that there's Goliath-with rather notable sucsomething communistic about co- cess.) But it should be noted the operatives. And in answer to that David's feat was not accomplished I might point to Sweden "the mid- with bare hands. He had a slingdle way," or to other Scandinavian shot or something of the sort and countries where co-operatives have a very considerable skill in using flourished and where communism it. I do not for one moment sughas found less fertile ground in gest that the way to get along

We who believe in farmer co- irrigation associations in Utah and operatives must give the people California in 1860, and a grain the facts.

Federal Government

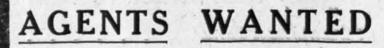
Some of our adversaries would Alliance gave farm co-operation exempted farmer co-operatives. ings.

These exemptions have since been Serve and Protect Family Farms I have said I am for farmer comany definite contributions they

indebtedness. In 1916, also, the co-operative make to the general community. land bank system was established - In 1921 the Packers and Stockyards Act assured co-operatives provement of the quality of farm the right to pay patronage divi- products offered to the public. tion and in the Bituminous Coal are helping to change the old rigid

In 1922 the Capper-Volstead Act ity markets so that true qualtiy They enable the producer to

maintain some control over the In 1926 the Co-operative Market- sale of his product instead of havnearly half of the total assets of ing Act authorized Department of ing to take the first offer of the



The Insurance Department of the Michigan State Farm Bureau has many openings for agents to represent the State Farm Insurance Companies in Michigan. We would appreciate hearing from any of our Michigan Farm News readers if they are interested in talking the proposition over with one of our managers. It would be very helpful to us if any of our readers would suggest the names of likely agent prospects in their nearby cities and towns. The remuneration is good. This is a particularly good time to start. Address your inquiry to

INSURANCE DEP'T . MICHIGAN STATE FARM BUREAU 221 North Cedar St. P. O. Box 960 Lansing, Michigan

marketing association in Wisconsin in 1875. In the seventies and eighties the Grangers and Farmers' fore times get bad again."

sidered possible that co-operativ PORTLAND CEMENT ASSOCIATION farm mortgage credit is at this Dept. W2-4, Olds Tower, Lansing time unnecessary. All of which is Send instructions for paving dairy barnthe "sound" way of saying, "Come yard with concrete. on, boys, let's cut the throat of Also "how to build" booklets on imthis co-operative credit thing be provements checked: Milk house
Dairy barn floor
Nanure pit
Poultry house floor Fortunately, most bankers have Water tanks, troughs Granary more sense than that. Most of them remember how the co-opera Name ----tive credit system bailed out their boat when they were about sunk Street or R. R. No. with farm mortgage paper. Mos City-----State .--of them know that country banks



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SATURDAY, FEBRUARY 7, 1948

33 JUNIORS ON EDUCATIONAL TRIP INTO SOUTHEAST

Thirty-three young Michigan farners, representing 3,000 members of the Michigan Junior Farm Burau, are taking a 4,000 mile bus the farm organizations of those rip through 15 states of the southast to learn more about the agriculure and farmers co-operatives of hosts for a one day study of one hat area. They left Lansing Jan. 11 and expect to be home again 7eb. 15

The Junior Farm Bureau expects ach of the students to gather coniderable program material that vill appeal to farm and city audences. In December, of 1946 a visit with the American Farm Burunior group made a similar trip eau Federation officials. At Pittso California to the AFBF convenburgh they are to visit with execuion.

tives of a company that manufac-The 1948 "Short Course on tures fence and steel roofing for Wheels" will visit the states of Inthe Farm Bureau. The last stop liana, Tennessee, Alabama, Missis the Ohio Farm Bureau Federssippi, Louisiana, Florida, Georgia, ation headquarters at Columbus. south and North Carolina, Vir-Juniors in the "Short Course on inia, Pennsylvania and Ohio, and Wheels" tour: Vashington, D. C.

Leona Algoe, Davison; Dorothy State Farm Bureaus, schools arm co-operatives, and officials in overnment have invited the Michgan Juniors to visit them. In dabama they visited the Tennesee Valley Authority power and fer-Kenneth Baur, Fairgrove, il zer manufacturing development t Muscle Shoals. They spent two nd a half days in Mississippi to ecome acquainted with the state's orogram for balancing agriculture

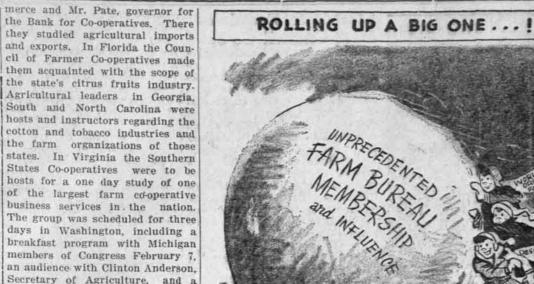
nd industry. They were guests at dinner given by Governor Wright nd Dr. Raymond Miller, president stead, Saginaw. of the American Institute of Co-opration. At New Orleans they were uests of the Chamber of Com-



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tor Mgr., or write NIDWEST BARLEY IMPROVEMENT ASSOCIATION \$28 Horth Broadway, Milwaukee 2, Wisconsin





200

Junior Caravan Gets Brinkman, Caro; Barbara Colister, Perry; Lila McLachlan, Evart; Connie Dury, Reading; Carol Smith, Attention in South Osseo; Virginia Bernstein, Jonesville; Charles Abrams, Decatur;

outstanding observation. At every stop in the southern | An Robert Brown, Kalamazoo; Earl states the Michigan Junior Farm said Miss Lila McLachlan of billions of dollars. Dickerson, Fowlerville; Fred Dore, Bureau educational tour by bus Evart, is that the south is on the Kawkawlin; Ray Eisele, Fowler- attracts attention. It is something march. Agriculture and indus- think of life insurance as someville; Dale Foster, Niles; Robert new to have 33 traveling students try are teaming up in a program thing that has to do with death. It Drury, Durand; Duane Gettel, Bay in town or on one's place for a of development. Port; Sam Conkey, Caseville; Ver- few hours for give and take of in- Earl Dickerson of Fowlerville

land McLeod, Lyons; John Olm- formation. was impressed with the energy The young people look around with which the south is mechan-

Richard Paull, Hawks; Blaine and they ask a lot of questions. izing its agriculture. Pingston, Swartz Creek; Rellis At Jackson, Mississippi state of-Joe Pajot of Dowagiac said the Pleiness, Scottville; Joe Pajot, ficials, farm and industrial lead- relationship between industry and Charles Sprague, Dale Swisher, all ers attended the dinner at which agriculture in the south is someof Dowagiac; Myron Bishop, Battle the Mississippi agricultural-indus- thing to look at. In Michigan we trial program for development have 100 to 200 acre farms and William Nyblade, Casnovia; Leon was discussed. After the question it's a full time job. In many of Green, Sebewaing; James Williams, period one of the Mississippians the southern areas visited, the was heard to remark, "I feel like farms are small and the land is Mr. and Mrs. Paul Garbo, Middle- I had been dealing with a buzz poor. Industry is offering the ville, and Mr. and Mrs. Ben Hen- saw. Those young people know farmer employment in town and what they are after." at the same time is encouraging

At that session, the southerns him to live on the farm and build turned the tables and began ask- a farming operation.

ing about Michigan farm opera-Duane Gettel of Bay Port said tions. The Juniors went around that when he got to New Orleans the table and stated briefly their and saw the flow of trade through farm operations at home. Mr. the nation's second largest sealy purchased 44 oil wells and leases Cooper, secretary of the Mississip- port, the discussion of the imporpi Farm Bureau, asked "How tance of world trade took on proximately one million dollars. much labor do you have in order new meaning for him.

The purchase brings the Indiana to carry farm operations of that Everywhere in the south farco-operative's oil production up to size? Or, how many of you folks mers, business men, and indus 1,100 barrels daily. The co-op had come from a family unit size farm trialists are working for a diversirecently sold oil properties in south- and carry on farm operations fied agriculture, and striving to ern Indiana for two million dol- with only occasional outside get away from dependence upon lars, retaining the right to buy their help?" Thirty of the 33 Juniors cotton. Even the filling station raised a hand. The southerners attendants can give a talk on the

could hardy believe it. subject.

Phillips Urges Urban | Constantine Creamery Education on Co-ops Annual Feb. 11

The education of the urban popu-Election of two directors, a "breakfast club" broadcast type of lation to the interdependence of farmers co-operatives and the city program and entertainers will dweller was urged by Waldo Phil- feature the 33rd annual meeting lips of Decatur, chairman of the on February 11 of Constantine Co-Michigan Association of Farmer operative Creamery Co. The meeting will be held in the Co-operatives, recently in addressing members of the St. Joseph Constantine high school auditor-County Co-op Council and weekly ium following cafeteria-style lunch daily editors of the county.papers. in the Grange hall.

Mr. Phillips said that co-opera- Reports on, 1947 business and tives enable the farmer to make comments on future prospects will

his farm more productive. They be made by Paul Oster, secretaryput the farmer in a business cate- manager and Troy Lutz, president.

gory. Such developments benefit The firm produced over 2,760,000 the ultimate consumer in the urban pounds of butter during 1947.

He said that January had been duct his "breakfast club" program proclaimed "Co-op Month" by with presents for the ladies inter-

Governor Sigler, and that co-opera- viewed. Speakers will: include Dr.

tives were to promoting a better Clifford Hardin, Michigan State

understanding of their organiza- College, and F. M. Skiver, chief-of

tion through advertisements in bureau of dairying of the Michi-

daily and weekly newspapers, ra- gan Department of Agriculture.

Len Colby, Kalamazoo, will con-

MICHIGAN FARM NEWS

LIFE INSURANCE CAN BE YOUR **BEST FRIEND** By ALFRED BENTALL

Director Insurance Department Life insurance is one of the country's biggest businesses. We have in force somewhat over 180 billions of life insurance on the lives of over 73 million people in this country. These figures are so large that they are almost beyond our comprehension, but it does mean that for more than half of our population. the protection is afforded to the family by life inurance. While life insurance is such a

large and far reaching institution, it is very poorly understood even by many people who are using this protection. It is certainly even more misunderstood by those who have not yet availed themselves of the benefits coming from the owning of life insurance. There have been various life or-

ganizations, in existance for hundreds of years but not in the form with which we are familiar. Their existance and value in this country dates back about one hundred years. Since then from those small beginnings, we have come to the tremendous amount in force of 180

Unfortunately, many people is true that some life insurance payments are made after death to those in whose favor the life insurance was carried. But the part played by life insurance in the payment of death benefits is a minor rather than a major part of the

whole business

Certainly, the man would not

ALFRED BENTALL

Year by year the life insurance want that home for himself, that companies of this country pay out is, if he had to be alone. He does in round figures about three bil- not expect to be alone. He now has lions of dollars. Generally almost a partner in life. Pretty soon there two-thirds of this is not paid on will be other partners in their lives death claims but in various beneand they must have a home. So fits to those still living, such as, full of loving ambition for the futendowments, cash loans, and cash ure of the family, this young surrender values. A great many couple buy a home.

people need to revise their think-Perhaps they are able to pay ing as to the value and ultimate enough down so that a regular disposal of life insurance funds, mortgage may be put into use. In As a noted speaker on life insur- many thousands of cases, the home ance recently said, life insurance must be bought on a contract means a home for mothers and which may run a number of years children-it means the time and with monthly payments. Under loving energy of the mother pre- such plans, all goes well so long as served for the care of the children the wage earner or business man of -it means a home over their heads the family lives and continues to when the bread winner is taken earn. Every time a payment is away-means food, clothing and made on the home, that much more education for those who are left be- of a family estate has been put into hind. True, it also means that existance. But if the unexpected when the time of bereavement come along, if death takes the head

ily in getting itself readjusted.

lustrations of the tremendous plishment." value and security that can be had through a life insurance program picture. Among the best friends They can be arranged not only to ity of a home for the women and that faithful man or woman that or husband is taken away, but also exist in its application to the securchildren left behind when death we call "the insurance agent," He takes the husband and father. This comes to folks with a message is the day of home building on a about how they can make the fu- to know how easily life insurance tremendous scale, the like of which ture secure for themselves and we have never seen before, and their families, and how that home still we cannot catch up with the may be released from indeptedness demand. Every one of these new in case of the death of the husband. homes you see going up all over This is done by relatively small the country means that some fam- payments for a life insurance polily wants a place in which they can icy contract. The proceeds of that carry out the program of love and policy may be applied to paying off affection which started when some the home contract, or mortgage, as young man and some young woman the case may be. said the marriage vows.

comes by the passing of the wage | of the family, then what? Unless | earner, there will be money for the there have been some financial pro- can be made to do almost anything last expenses and help for the fam- visions made, those promises so you wish done. There are a number Perhaps, one of the greatest II. at the wedding must fail of accom- tracts, or as many people call them,

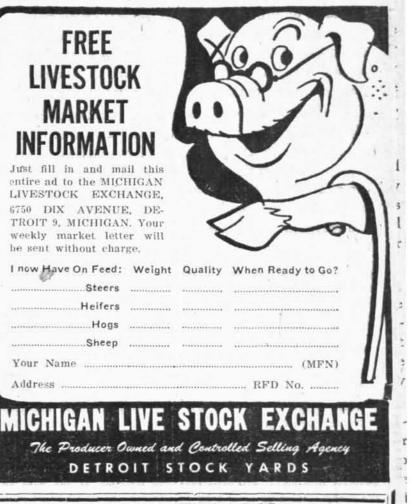
If the home is secure, there are many things a woman can do, but if she has no home, no shelter for herself and children, then the outlook is dismal, indeed. These same folks would not think of buying home without fire insurance and, indeed, those who lend money to build homes would not enter into the arrangement with them unless the fire insurance protection was certain.

Life insurance policy contracts sincerely and lovingly entered into of different kinds of these conpolicies. There are too many to Life inurance now steps into the enumerate in this short article, any married couple can have is take care of last expenses if father

leave some money to get started in life again. It is of special interest can be arranged so that if something happens, a home may be pneserved fully paid to the widow and children.

The State Farm Life Insurance Company for which, as you probably know, the Michigan Farm Bureau is the state agent, will be very glad through one of its Michigan agents to give you any information you desire. There is no obligation on the part of those desiring

such information. Just drop a card to the Insurance Department, Michigan Farm Bureau, Box 960, Lansing, Michigan, saying that you wish to know how to arrange a life insurance program so as to make sure of the future of your home for your family. We will be glad to see that a qualified representative contacts | VOII.







Those Hindu genii were spectacular fellows with their magic rope and floafing carpet tricks, but they never were in the business of marketing dairy products... it takes lots more than a magic rope or a floating carpet trick to profitably guide sales of dairy products and to be on the alert for new and greater sales opportunities... these enormous advantages of a sales organization which really sells, for the highest price, are a part of Mid-West Producers' Creameries, Inc....

Mid-West also has the advantage of selling dairy products that are better. . . better because they come from dairies which belong to the men who own the herds... they know that only from milk of high quality, scientifically processed under laboratory control, is it possible to produce fine quality Valley Lea brand of dairy products which command the - highest

market prices.

00000001 These Dairy Products of proved Consumer Acceptance bear the Valley Lea trade name area

Butter + Cheese + Evaporated Milk Roller or Spray Process Non-Fat Dry Milk Solids • Condensed Dairy Products Buttermilk Powder . Sweet Cream



Market your milk and cream with a Mid-West Member Producer Creamery, where you can earn more . . . where you as a producer become a part and receive the benefit of an organized business working for your best interests.



Cooperative Marketing Brings ^{\$} High Dollar ^{\$} Marketing Mid-West Producers' Creameries, Inc. 224 WEST JEFFERSON BOULEVARD . SOUTH BEND 2, INDIANA

A group of 24 producer-owned cooperative dairy plants extending from the expansive meadows of Michigan to the lush valleys of Tennessee and all the way in between.

MICHIGAN ICHIGAN Caldwater—Coldwater Dairy Company Constantine—Constantine Coop. Creamery Co. Carson City—Dairyland Coop. Creamery Co. Elsie—Elsie Cooperative Creamery Co. East Jordan—Jordan Valley Coop. Creamery Co. Fremont—Fremont Geoperative Creamery Co. Nashville—Farmers Cooperative Creamery Assn. When — Producer's Cooperative Creamery Assn. Niles—Producer's Cooperative Dairy St. Louis—St. Louis Cooperative Creamery Co.

INDIANA

Calumbus—Farmers Marketing Association Crawfordsville—Farmers' Coop. Cry., Inc. Middlebury—Middlebury Coop. Creamery Co. Marion—Producers Creamery Orleans—Producers Dairy Marketing Assn., Inc. Portland—Producers Creamery

TENNESSEE

Gallatin—Sumner County Coop. Creamery Assn. Murfreesboro—Rutherford Co. Coop. Cr., Inc. Nolensville—Nolensville Coop. Cr. Assn, Inc.

OHIO

Dayton—Miami Valley Coop. Milk. Pr. Assn., Inc Greenville—Farmers Cooperative Dairy

ILLINO15

Pana—Equity-Union Creamery & Produce Co. Paris—Equity-Union Creamery & Produce Co. Atwood-Atwood Cooperative Creamery, Inc.





BUREAU WINTER OIL SALE! SAVE TO 10% OR BETTER



IT'S HERE! The annual Farm Bureau Winter Oil Sale! And this year it offers you the biggest savings yet-up to 10% or better discount on all purchases of Farm Bureau Premium motor oils, during the sale. Plan to order a full year's supply of top quality Unico motor oil now, from your local Farm Bureau Petroleum dealer.

Here's Why The Sale Is Possible

Your Farm Bureau Services started this annual sale several years ago to spread the job of distributing Farm Bureau Unico petroleum products evenly throughout the year, thus insuring you better service. By purchasing your year's supply of oils and greases now, you will enable your dealer to spend most of his time supplying you with motor fuels, parts and accessories and other products when you need quick service.

Don't Miss These Big Savings-Stock Up Today at Your

Farm Bureau Petroleum Dealer

FARM BUREAU SERVICES, INC. 221 N. Cedar Street **Petroleum Department** Lansing, Michigan When You Buy From the Farm Bureau - You Buy From YOURSELF!

What Can We Do to A Little Cloud Out of the Sea Improve Marketing

Background Material for Discussion this Month by Our Community Farm Bureau Discussion Groups

By Norman K. Waggoner, Research and Education

It costs about as much to process and distribute agricultural products as it does to produce them. For some products this cost runs considerably higher.

What can farmers do to capture a larger portion of the food dollar? For many years farmers have been concerned about reducing production costs.

What can be done to reduce our marketing and distributing costs? At present we have a large domestic demand. The per capita consumption of most foods is considerably greater than it has been for several years. is the second largest payer of -all that was not in vain. But retired from the board after many Meat might be cited as an example.' Last year the American people consumed 156 pounds of meat per person which was a higher per capita consumption than any time during the last 39 years. What can be done to shouldn't Be Self Righteous maintain this high level of domestic demand?

We have increased our output of some agricultural products as much as 40% in the last seven years. Will marketing keep pace with advances in production? Even during the past year when we had a high level of consumer demand for food, we still had thousands of ill-fed sponsibilities. The co-op is not duction costs and lower commodity people. They represent a substantial market.

Producers of fresh fruit and vegetables recognize the significance of air transportation. Can this be a factor in bringing in fresh fruits and vegetables from other areas in competition with Michigan markets? The growers of fresh fruits and vegetables recognize too that their product is a seasonal one. What can be done to spread the marketing of these products over a longer period of time?

The marketing bill for distribut-ing foods to the housewife in 1946 ture. During the past few years of was 20% greater than the 1935- prosperity we have developed a the legal right to co-operate. In 1939 average cost. The following consumer demand for dairy productable taken from the Marketing tion. Perhaps it is a challenge to Transportation Situation shows dairy men to maintain quality and what the cost of distributing var- demand for their products. Livestock: Livestock producers items of food in 1946

Billion

3.7

2.5

2.3

2.2

1.0

everywhere are very much aware

of the high cost of feed and labor

in producing livestock. It appears

to be poor economy to put such high

cost feed into the production of

livestock and then market it rather

| ous ner | 115 01 | | | |
|---------|--------|--------|------|--|
| Fruit | and | Vegeta | bles | |
| Meat | | | | |
| Dairy | | | | |
| Baked | Good | | | |
| Poultr | y and | I Eggs | | |

It has been calculated that the carelessly. It has been reported costs of bringing the food from the that there are 56 livestock auctions producer to the average family in in Michigan plus 20 concentration 1946 ranged between \$184 to \$255. yards. Frequently a buyer could Farmers everywhere recognize that buy livestock at one yard and in the many marketing costs such as another day or so resell it at anfreight, storage, labor, handling other yard at a substantial profit. and packaging are quite stable It appears that the farmers are costs and do not change rapidly. frequently rather careless in mar- conservation. The committee also In fact the following table shows keting their livestock in not sellthat very forcefully:

| | | FULL CALLS CONTRACTOR | | | |
|-----|------|-----------------------|----------------|---------------|--|
| - | WHAT | BECOMES OF | THE CONSUMER'S | DOLLARS SPENT | |
| | | | FOR FOOD? . | Marketing | |
| | Year | Spent by | Received by | Charges | |
| 1.0 | | Consumer | Farmers | \$323 | |
| 1 | 1920 | \$568 | \$245 | 192 | |
| | 1932 | 284 | 92 | 194 | |
| | 1939 | 316 | 122 | | |
| | | E 26 | 282 | 255 | |

(Continued from page 4.)

why I believe in farmer co-opera tives. It has been a good exercise

to you.

there

member that.

pays seven other taxes, too.

begin telling your story.

That's all to the good. But you

I also recommend continuous

erate for this, the greatest of all for my own thinking, and I heart our objectives, as you are in the ily recommend the same exercise habit of co-operating for your per Think what it is that you sonal goals. Let the Nation see value in co-operation, and tell once more the truth in the old others. Co-op members have been proverb that "three helping one lax in this. In a co-op, you can't another will do as much as six "let George do it." In a co-op men singly." Let the Nation see isn't any "they"-there's through the example of the farm only a "we." You may have a ers, that this is true in great af manager, and he may have a staff. fairs as well as small. but they're not the co-op. The

Those who know from experi members are the co-op. Let's re ence what co-operation means have something major to contribute to When the tax issue came up, the a sick and disordered world Hood County, Oreg., took pains to whose dire need is for co-opera-Apple Growers Association over in tion. point out that it is not tax-free.

The planting, the work, and the as the propaganda experts would have the people believe. On the fighting that gave us victory and property taxes in the county, and neither has our effort been fully compensated

Only when we have secured the don't-have to wait for a crisis to freedom and order and peace for 1932 through 1938. which we fought will we have been paid in full for the pain, the sweat the long labors of our people-only

self-appraisal and criticism with- then will our task be done. in every co-operative. Let us not

complacently assume that we are Squeeze Is On completely righteous because we're a farmers' co-op. A co-op justifies Fruit Grower

its special place in our society The fruit farmer is finding himonly if it fully lives up to its reself squeezed between rising projust another business. If it be- prices according to Dr. H. B. Tukey, comes that, it is not a true co-op. Michigan State College Chief of The whole history and legal status Horticulture.

of the farmer co-operatives in this problems require "Marketing country are bound up with the more attention than they are refight against monoply, the battle ceiving," he said. "There is a need against problems which farmers as for more study of utilization, proindividuals cannot meet, the drive cessing, and new outlets for hortifor progressive business methods, cultural crops."

There is also a need for general the struggle to maintain freedom recognition that many marketing for the little guy. Justify your existence through service. Keep problems originate in the field. The pioneering. If farm co-ops had big question in 1948 for the fruit grower will be how to keep pronot pioneered in the past, we duction costs down.

wouldn't have them today, and we probably wouldn't even have my opinion, if co-ops don't continue to pioneer, they will die.

In recent testimony before congressional committees on long range agricultural policy, Depart ment of Agriculture represent ctives expressed the belief that cooperatives should have an important place in the agriculture of the future. They urged certain extensions of the farm co-operative The Department committee field. which studied this matter recom mended that Congress grant legis lative authority to broaden the basis of credit for forestry co-operatives and to encourage use of the co-operative pattern in forest suggested that the Department be ing it directly to the terminal mar- given an opportunity to do a better job in research, service, and edu-

cation in the field of agricultural co-operation. The committee fur ther suggested continued vigilance against legislation which would interfere with farmers' rights to cooperate, or would handicap co-operative activities, or would cripple orative credit system

be accepted I have no way of

knowing. It depends to a large

Co-operatives on their own initi-

should be done carefully, with re-

portion of their lending funds from

I recommend this to your con-

sideration as a forward-looking

course of action. The Farm Credit

Administration believes this action

should follow a carefully developed

procedure, and I hope you will

My final observation concerns the responsibility of the American

So far there is no peace settle-

American food fought for free-

dom through the long years of

Like Atlas carrying the world

upon his back, the American farm-

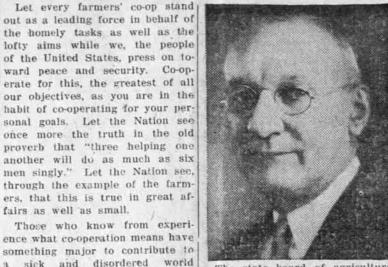
er carries on his shoulders tremend-

ous responsibility for the future of

all mankind. The hungry and

the investing public.

Credit people.



governing body of Michigan State

LAKE POINT BANK PAY TO America's Farmers & Ranchers \$ 1.782.472.718.00

BILLION, SEVEN HUNDRED EIGHTY TWO MILLION, FOUR HUNDRED SEVENTY THE







get your spray materials. Delay in the spraying of fruit trees can prove costly.

To be sure that you do not get caught short of supplies when spraying season arrives, we suggest that you have your requirements on hand by ordering today and you'll be sure to have them when they are needed.

Get on the right road to more profits -follow the Farm Bureau 1948 spray and dust program. Book your requirements with your Farm Bureau or local co-operative dealer today.



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



ter and paid its member-producers the Michigan Association of Farmer Co-operatives and Michigan Farm Bureau, were elected from Michigan to the National Council of Farmer Co-operatives offices at the organizations 19th annual meeting held in Chicago, January

Mr. Brody was re-elected as a member of the National Agricultural Co-operative Transportation Committee. Mr. Yaeger was chosen for the State Co-operative Council Division, a unit of the NCFC board of directors.

Dairyland Creamery's

Another year of successful open

22nd Annual Meeting

ation of Dairyland Co-operative

This year's meeting was held in been a member of the board since covered garage building, adjacent to its plant.

Fred Walker, secretary-manager



reported that for the business year received by the co-operative was

ending Oct. 31, 1947, the firm had 80.29 cents per pound.

produced 1,830,000 pounds of but-





Your share, \$1,782,472,718

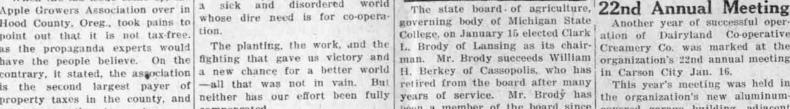
For your livestock and your dairy and poultry feed millions of families in America and in many thirty billion dollars, a new high.

products, soybeans, cottonseed, etc. ... you ranch- foreign lands. Neither of us can do that job withers and farmers of America received in 1947 almost out the other. Since we are in this together and In addition to providing a market for livestock and dependent upon each other, we feel that you have many other agricultural products, Swift performs an interest in knowing how we have handled our end of this "joint operation." This page is our way of telling you. It shows you how we handled, in 1947, our business of processing and marketing. It shows how much money we took in, where it went to, and what services we performed to earn

How We EARN Our Profit

Two directors were re-elected.

They were W. G. Troub and Paul



College, on January 15 elected Clark

1921, and served as chairman from

1946This table shows that in 1946 the farmer received about 50% of the consumer's dollar. In 1932 when farm prices were lowest he received only about a third.

Frequently it has been said that ket. Some have felt that they didn't extent on your interest and your distribution costs are excessive. If have enough livestock to warrant activity. we look back about 75 years we the trip to the packing plant. Far- Co-ops Can Own Their would find that distribution costs mers in some parts of the state Credit System amounted to about 25% of the re- have organized cooperative trucktail price while production costs ing associations so they can direct ative can do one thing to strengthrepresented about 75%. It is fur- the final marketing of their liveen their credit system. It is time, I think, for you to acquire more of ther recognized that at this date stock.

Fruits and Vegetables are high the stock of the banks for co-opabout 60% of the people were engaged in agricultural production value products; and which requires eratives, either through purchase and food products were not shipped the greatest efficiency both in pro- of capital with cash or by leaving far from any point of production. duction and in marketing. There the savings accruing to you to be People produced a larger portion of is still considerable opportunity to used for capital purposes. This expand the market. their own needs.

Now, with mass production, it For example, there have been gard for the stability of the banks. some retailers who have felt that The objective should be to retire becomes necessary that our marketing areas be enlarged. For exam- more apples would be consumed if the Government capital in the ple, what would the price of beans they were sold in quantities of a banks completely and to provide be if all the beans had to be con- few pounds at the same price per a sound, permanent and flexible sumed within a 50 mile radius of pound as they would be sold at the credit base so that the banks for where they were grown? The same bushel rate. Thus the housewife co-operatives can obtain a large may be said for fruit or other pro- would use the apples before they ducts. It becomes clear that with lost their flavor and quality. The mass production methods we lower same might be said for potatoes. In a recent survey conducted by quart, but we must spend more to Michigan State College, it was disour production costs per bushel or covered that 81% of the housewives market it. indicated a preference for the fif-

middle man takes an unfair share teen pound pack of potatoes. This, of retail price. This may or may of course, represents an additional procedure, and I hope you will discuss the matter with the Farm delivered milk which usually pas-ress through one middle man yields ses through one middle man yields tailers are not equipped to handle farm co-operative in meeting the the farmer 35 to 40% of the confruits and yegetables attractively. present perils to world peace. sumer price, but butter which normally passes through three middle It has been learned that 75% of men yields the farmer 75 to 80% it has been learned that 75% of So far there is no peace settle-of what the consumer pays for the ner cent of the retailers which dustry of wartorn areas for still per cent of the retailers which dustry' of wartorn areas are still

means that a large part of the re- bleeding, unable to build the firm butter. Dairy: Milk represents 15% of tailers are doing a business along economic base on which the strucall cash farm income, 21/2 times this line on a scale too small to ture of lasting peace can be built. that of wheat, 11/2 times that of but- warrant much investment in merter and eggs combined. Dairy prochandising equipment. ducts represent 25% of all the food Railroads collect more revenue war. American food still fights

consumed. Also when we consider per ton for fruits and vegetables for freedom. In time of war, food that Michigan has increased its than an any other freight handled. was one of many weapons. In the dairy output 28% in the last ten Heat and refrigeration charges are building of peace, it is the primary years, it begins to appear that every in addition, which are among tool.

effort need to be made to improve the largest items in the cost of disour marketing facilities of dairy tribution. Fruit and vegetable farproducts. mers are concerned with maintain-

We cite the example of 500 ship- ing the present high level of depers within a thirty mile radius of mand.

Allentown, Pennsylvania who thir- What can be done about grading oppressed across the oceans and teen years ago organized the Leigh and packaging? What can be done the anxious people of our own Valley Co-operative to market their about making merchandise more land, turn their eyes to the Ameriproducts co-operatively. During the attractive to the consumer? If we past thirteen years they have re grade our products, what will we can farmer. How much grain can ceived on an average 68 cents of do with the low quality product? he conserve? How much can he each dollar received by the co-op- What can be done through co-op- produce?

erative. The shippers feel that they erative effort to improve market. Now is the Time have received approximately \$1.259-, ing of fruits and vegetables? These Now, if ever, is the time to 000 more for their milk than they are all issues of great concern to prove again the value of agriculwould have received had they not the fruit and vegetable farmer. tural co-operation.

It has been found that many re-

Whether these suggestions will

Out of that amount, \$1,782,472,718 came to you from Swift & Company in payment for the products you sold to us. Of every dollar that we took in from the sale of our products, we paid to you an average of 79.3¢ for your products.

Together we are doing a big, vital job of helping our 1¢ profit per dollar of sales.

many essential services for producers and consumers. Most people can't go to farms to buy their meatneither can retail dealers. Swift brings the meat to them. We have been doing this big, necessary job for 62 years, efficiently and economically.

Here are the services Swift & Company performs

to earn its small profit: 1) We buy livestock and many other products that farmers and ranchers raise; then process and distribute them.

2) We process, brand, and perform all the many necessary operations to prepare our products for market and consumption.

3) We utilize all by-products. Every part that can be used is processed and sold in various forms. The income from this source increases the price of livestock to producers, decreases the cost of meat to consumers.

4) Our research finds new uses and new markets for farmers' and ranchers' products.

5) Our Martha Logan experimental kitchens test foods under home conditions, so that Swift products may give consumers the greatest possible satisfaction and value per dollar.

6) We pay transportation charges on our finished products, delivering them to dealers in all parts of the United States. This makes a broad, nationwide market instead of a limited local market for the products of livestock producers.

7) We provide employment and a livelihood-good wages, good working conditions and security-for 73,000 people who work for Swift & Company.

Our earnings for all this were one cent on each dollar of sales.

Conservation of Our Land Resources



by H. H. Kildee, Dean of Agriculture Iowa State College

During recent years we have become increasingly conscious of the importance of conserving our land resources. Accordingly, we have initiated conservation programs and practices which are sound and logical. Such action was and is urgently needed, not alone for the current generation, but as an obligation to generations yet unborn. As one result of the programs adopted, much land (which because of its character and slope was being destroyed by erosion) has been turned back to grass. Thus, expanding livestock production has become an increasingly important part of the program of conserving our natural resources.

Continual sale of crops off a farm or ranch results in serious loss of plant food. But the maintenance of plant food elements in the soil is urgently needed if our crop land is to continue to provide adequate quantities of human food. Livestock farming is helping accomplish this. For when land is used for grazing, rather than for crops, soil erosion ceases and the unnecessary loss of plant foods is checked.

Swift & Company UNION STOCK YARDS, CHICAGO 9, ILLINOIS Nutrition is our business—and yours

79.3 Cents to Producers - Swift & Company, during 1947, returned to millions of producers of agricultural products an average of 79.3 cents out of each dollar received from sales. We provide a daily cash market for your livestock, dairy, poultry and other products.



1.8 Cents of Transportation-Swift's transportation bill was \$41,053,244 in 1947, or an average of 1.8 cents of each sales dollar. Approximately 3% of the livestock is produced west of the Mississippi River, 3% of the meat is eaten east of it. Swift service bridges this average 1,000-mile gap between America's producers and consumers.



Cent as Earnings-The Company's 1947 net earnings were \$22,334,977, after provision of \$12,000,000 for high cost additions to fixed assets. This represents an average of only 1 cent of each sales dollar. Swift & Company is owned by 64,000 stockholders, whose savings provide the money for capital, plants, equipment, tools and raw materials. Of the net earnings, the stock-holders received \$12,436,612 in dividends. The balance has been kept in the company as a reserve for fortu needs of the business.



HOW SWIFT'S DOLLAR WAS DIVIDED

9.7 Cents to Employes-In 1947, Swift's 3.8 Cents for Supplies-73,000 employes earned \$217,072,169 in wages and salaries, or an average of of each dollar of sales, Swift spent an average of 3.8 cents, or a total of 9.7 cents out of each dollar of Swift \$86,005,885, on supplies of all kindsmountains of salt and sugar; trainloads sales. It takes many skilled people to of boxes, barrels, other containers; process livestock and other raw agricultural products into Swift's quality miles of twine, tons of paper; fuel, electrods

Where the Dollar Went-

SUPPLIES 3.8¢

EMPLOYES 9.74

REMAINING AS EARNINGS 1

TAXES 1.3¢

OTHER EXPENSES 3.14

TRANSPORTATION 1.84

tricity, etc.

C

handled.

1.3 Cents for Toxes-Our total tax bill in 1947 was \$25,915,888. This aver-aged 1.3 cents out of each dollar Swift received for the products it sold. In addition to federal taxes, Swift & Company paid taxes during 1947 in each of the 48 states, and in hundreds of municipalities where the company owns plants or other property."

other necessary business costs are de preciation, interest, employe benefits sales promotion, rent, research, insurance, development of new products, advertising, stationery, postage, tele phone, telegraph, passenger travel, etc. These necessary expenses took an aver-

age of 3.1 cents of each sales dollar.

3.1 Cents for Other Expenses - Among

Metircaynor

Vice-President and Treasure

vear, out

etc.) 79.3¢

Here is a quick "picture" of how Swift's average sales dollar was divided in 1947. Smallest slice is Swift & Company's net

earnings for many essential services in the processing and marketing of the agricultural products you produce. It aver-

aged a fraction of a cent a pound on the millions of pounds