

# FARM MICHIGAN NEWS

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## EDITORIAL The Potash Strike is Over

Now that the 3-months-old potash strike is over, we add up the score and find that everybody loses. It resulted in a tremendous loss to everyone concerned.

Farmers will be short of fertilizer. They will lose in agricultural production. The consumer may feel the sting, too. Particularly, if food becomes less plentiful and the cost of living is forced up.

But the biggest losers of all are the strikers themselves. They gained nothing from the strike. They lost three months wages. Some lost their jobs and may never get them back. The potash industry hired new workers and it intends to keep many of them. Their union has all but disintegrated.

The strike started in November and cut off most of America's potash production. It was timed to force a crisis in food production for a quick victory. Representatives of the striking union made extensive inquiries at the U.S. Dep't of Agriculture about the sources of fertilizer and peak demand periods. This was done long before the strike was called.

They found out that three-fifths of American crops now depend upon commercial fertilizers. That seventy per cent of the demand for fertilizer occurs during the first four months of the year. They knew that potash was an important ingredient of nearly all analyses of fertilizers. They also knew that it takes six weeks to dig potash, process it and ship the refined product to fertilizer manufacturers.

The strike puts to an acid test this labor group's sincerity in professing friendship for farmers. The claim that there is a community of interest between labor and farmers isn't helped by a strike that will reduce crop yields.

The long strike changed the picture of a plentiful supply last fall to one of shortages now. The termination of the strike comes too late to do much good this season. Farm Bureau members can be thankful that they saw fit to build their own manufacturing plant for fertilizer. Our plant probably has been in a better position as far as potash supplies are concerned than any other manufacturer in the country.

Our farmer patrons could be in a better position had they heeded the warnings of Farm Bureau Services and taken early delivery when stocks were plentiful. When fertilizer was scarce in the past, farmers took delivery when it was available. This year they decided to wait until they were ready to use it. Because of that choice many will be without potash fertilizers this spring.

## Men's Clothing

The sales and bargains in men's clothing were good while they lasted. But they tell us that clothing costs are likely to go up again.

Partly because of supply and demand for wool, and mostly because of the cost of manufacturing and distribution of clothing.

World demand for wool is greater than ever before, and the supply is lower. In the United States we are consuming a third more wool than before the war, and we are producing only about half as much as we did then.

Australia is the world's largest producer of wool, and particularly of fine wools fancied by the clothing industry. The wool industry in Australia is booming. Demand has driven prices up to record levels.

As the price of wool rises, so do the costs of manufacturing cloth and tailoring. In Boston they say that today it costs three times more to manufacture cloth than it did before the war. Tailoring costs are up two and a half times.

As with food, most of the retail cost of a suit comes into being after the wool leaves the farm. The clothing industry makes this estimate for a \$50 suit: raw wool \$5.45, making the cloth \$8.45, tailoring \$16.10, distribution and retailing \$20.

## We Can Win the Next Fight

Dairy farmers have lost the oleo battle in Congress. After July 1, 1950 manufacturers of oleomargarine may color it to resemble butter, and may sell it in that form without penalty.

In the battle before Congress dairy farmers and dairy manufacturers fought hard and with skill. Their purpose was to save the color of butter for butter only. But the oleo people won the right to

(Continued on page two)

## Directors Visit Out-State Factories of Farm Bureau



Farm Bureau's co-operative manufacturing plants are most efficient if kept in operation at near capacity operation throughout the year. This is what the managers of six co-operative manufacturing plants told directors and employees of the Michigan Farm Bureau and Farm Bureau Services who visited them the week of January 16.

## 3,195 Members In Month Raises Total to 35,173

Membership of the Michigan Farm Bureau for 1950 rose to 35,173 at the end of January. Sixty County Farm Bureaus reported 3,195 more members during the month.

Another substantial increase is expected at the close of February as membership committees and workers finish their work. At present the total membership is well ahead of what it was last year at this time. The counties average 80% of their goals for 1950.

County Farm Bureaus that have reached their goal for 1950 are, in this order: Alpena, Clifton Jacobs, Alpena roll call manager; Montmorency, Fred Snow, Hillman; Ogemaw, Earl Tucker, Rose City; Branch, Dean Pridgeon, Montmorency.

Following are county and state totals to Feb. 1:

County	Goal	Jan 31	Total
Alcona	151	138	
Allegan	1,857	1,400	
Alpena	391	402	
Antrim	315	270	
Barry	895	765	
Bay	1,205	897	
Benzie	173	93	
Berrien	1,708	1,576	
Branch	5,228	5,332	
Cass	720	525	
Calhoun	1,195	980	
Charlevoix	247	154	
Cheboygan	176	122	
Clinton	1,235	1,062	
Easton	1,096	792	
Emmet	211	167	
Genesee	905	787	
Grand	984	877	
Hillsdale	1,013	830	
Huron	1,295	1,118	
Ingham	804	699	
Ionia	908	700	
Isabella	888	642	
Iscus	109	97	
Jackson	689	540	
Kalamazoo	949	820	
Leape	965	290	
Leelanau	1,088	956	
Lenawee	1,077	680	
Livingson	425	385	
Macomb	857	448	
Manistee	171	78	
Mason	462	325	
Merced	522	455	
Midland	454	326	
Missaukee	288	220	
Montmorency	507	109	
Montcalm	201	491	
Monroe	777	486	
Muskegon	528	392	
North	1,453	1,049	
Oshtemo	726	460	
Ogemaw	569	455	
Ontonagon	382	290	
Oscoda	411	365	
Otsego	94	59	
Ottawa	1,067	829	
Presque Isle	217	270	
Saginaw	1,729	1,359	
Sanilac	1,453	1,049	
St. Clair	908	618	
St. Joseph	846	725	
Shiawassee	675	571	
Tuscola	1,067	954	
Van Buren	1,450	1,315	
Washtenaw	1,773	1,096	
Wayne	245	140	
Westford	178	100	
Total	44,158	35,173	

## AUCTION DOING BIG BUSINESS

The Wednesday afternoon live stock auction sales at Battle Creek are increasingly popular. Volume Feb. 1 was over \$80,000. The auction started Nov. 23 with a volume of \$50,000, which has been climbing steadily. The auction is operated by the Southwest Michigan Livestock Co-operative, Inc., and the Michigan Live Stock Exchange Co-operative, Inc.

This program was developed with the aid of the Commodity Relations dept of the Michigan Farm Bureau. A similar program is being developed for central Michigan by live stock farmers, the Live Stock Exchange and the Farm Bureau.

## Not Getting News?

If you know of members failing to receive their Michigan Farm News, please send us a postcard giving name, postoffice and RFD number together with name of County Farm Bureau. Thank you, Michigan Farm News, P. O. Box 960, Lansing, Mich.

Factories visited were those of the National Farm Machinery Co-operative at Bellevue, Ohio and Shelbyville, Ind.; paint and barn equipment factories of United Co-operatives at Alliance and Ravenna, Ohio; motor oil blending plant of United Co-operatives at Indianapolis; feed mixing mill of Farm Bureau Milling Company at Hammond, Ind. Directors were impressed with the modern labor saving equipment and methods in all plants for production high quality goods.

In the picture, left to right are: Sidney Hodgson, Maynard Brownlee, Marten Garn, Mrs. Marjorie Karker, Mrs. Harry Whittaker, Harold Frahm, Jesse Treiber, Walter Wightman, Alfred Roberts, Ward Hodge, Oscar Anderson, Keith Tanner, Albert Shellenbarger, Arthur Behning, Verland McLeod, Carl Buskirk, Boyd Rainey, Clyde Breining, Tom Berghouse, Harry Norris, Russell Hazel, Paul Kaechele, Greyhound bus driver, J. F. Yaeger.

Directors have quite a story to tell Farm Bureau groups about the co-operative manufacturing plants of which Farm Bureau Services is part owner.

## Kline Tells Where Political Crusade Leads

Complete control of production and distribution of farm commodities by government has been Britain's experience with a program like the Brannan plan.

This statement was made to Washington newspapermen and radio commentators by President Allan Kline of the American Farm Bureau last month when he answered questions about the AFBF program in the 81st Congress. Regarding the AFBF stand on the Brannan plan, Mr. Kline said:

"The Brannan plan crusade was started in Iowa a long time ago for campaign purposes. I have very great confidence in farmers' opinion regarding it. 'The AFBF isn't going to get into this on a political basis. We will support programs on the basis of what's good for agriculture. 'The Brannan plan proposes a floor of \$19 for hogs. The average price on hogs in Chicago is \$15.50. The consumer would have to pay the difference plus the cost of administration. 'If under the Brannan plan, you get a decrease in the price at market, the farmer's entire income is tied up in appropriations from Congress. Congress won't continue to appropriate the kind of money it would take to enable farmers to get a high income. 'There is an experience in Britain on the Brannan plan. The government of Britain has complete control of production and distribution. If you promise cheap food and don't get it, then you extend controls on to transportation and distribution. The Brannan proposals start out with 10 products but says that many more should be added. 'Controls stagnate progress, perpetuate poverty, and one control tends to beget another.'"

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## Illinois to Sell Unico Tire Line

The Illinois Farm Supply Company recently announced that it soon will be merchandising Unico tires in place of its own Blue Seal tire line. This brings the total to 10 regional co-operative organizations now selling the United Co-operative tire line. Michigan has been handling them for several years. The manufacturer of the Unico tires is one of the oldest and most reliable companies in the country.

## COUNTY LEADERS ON MEMBERSHIP MEET IN FEB.

County Farm Bureau presidents, Roll Call managers and the chairman of the membership committees are urged to attend district meetings in February. The 1950 membership campaign will be considered, together with the situation as it is now. Dates and location for meetings:

- 6—District 1, 12:30 noon, Wigwam cafe, Dowagiac.
- 6—Dist. 2, 8:00 p. m., Hillsdale high school.
- 7—Dist. 4, 8:00 p. m., YMCA, Grand Rapids.
- 8—Dist. 7, 1:30 afternoon, Fremont Community Bldg.
- 8—Dist. 9, 8:00 p. m., Farm Bureau store, Traverse City.
- 10—District, 8, 1:30 afternoon, Hemlock hotel, Hemlock.
- 10—Dist. 6, 8:00 p. m., plans to be announced.
- 14—Dist. 2, 8:00 p. m., high school at Plymouth.
- 16—Dist. 5, 1:30 afternoon, Milton Larsen home, 169 Kedzie St., off East Grand River Ave., East Lansing.
- 28—Dist. 10, Plans to be made.

## WOULD INSURE FARM LIABILITY

Nile Vermillion, manager of the Farm Bureau Mutual Insurance Company of Michigan, says that the Company hopes to offer general farm liability insurance soon. The Company is in the process of getting authority to write farm liability insurance, limited to members of the Farm Bureau.

Farm liability insurance covers the farmer's liability to the public in farm operations on or off the farm, liability to employees of the farm, and all types of public liability except for an automobile or truck on the public highways.

## Gladwin 61st Co. Farm Bur.

Gladwin County Farm Bureau has been organized with 53 members. Directors are: Arthur Whisler, Beaverton, president; Charles H. Ferrell, Gladwin E-3, vice president; Wayne S. Nash, Beaverton R-2, sec'y-treas.; Frank Harvath and Earl J. Nash, Beaverton; Gordon Willford and Samuel Nash, Gladwin.

Buy Farm Bureau Feeds.

## Asks Law to Stop Gouging Car Buyers

Senator Harry Hittle of East Lansing has asked Gov. Williams to allow the special session of the legislature in March to consider excessive interest and other charges collected from the public in the purchase of automobiles.

Senator Hittle said that the Senate committee investigating auto financing has determined that in 28.48% of cases noted where the car was financed, the charges exceeded 25% per year. In 14.7% of the deals the finance charges exceeded 50% per year for interest, services and other charges; 7.6% per cent exceeded 75%, and 5% of the deals finance charges were at the rate of 100% per cent. In some cases the committee found that when contracts were paid up ahead of time, the interest rate exceeded 1,000 per cent. These charges are not illegal in the way they are applied.

A bill offered by Senator Hittle last session would have limited the amount of interest that could be charged on cars up to six months old to 6 per cent. The bill was approved by the Senate but lost in the House.

## VAN BUREN CO. HEARS BRAKE

"We all want economy in the other fellow's field," State Treasurer D. Hale Brake, told more than 400 members of the Van Buren County Farm Bureau at their annual meeting in January.

Michigan is spending more than its income, Mr. Brake said. The only way to wipe out the deficit is to stop demanding so much from the government.

Max Hood of Paw Paw was elected to a second term as president. Robert Crandall, Columbia, was elected vice-president. Howard Andrews, Bloomingdale; Clyde Smith, South Haven; Harold Sill, Lawrence Township; and Lawrence Spencer, Decatur, were each elected to the board of directors for one-year terms.

## Rouget President of Lenawee Farm Bureau

More than 200 persons attended the annual meeting of the Lenawee County Farm Bureau at Adrian. William L. Rouget of Elmira was elected president and Theroi Britton, Adrian, vice-president. Fred King was elected to the board. Harold Mapes remained on the board, but retired as president after serving two years. He was presented with a floor lamp by the group. Lewis Ruesink remains on the board to complete his term. Dinner was served by Women of the Farm Bureau.

## Artificial Breeders Secure New Sires

Some outstanding proved sires have been secured in January to take their place along with 75 others which are stationed at the Michigan Artificial Breeders Co-operative, Inc., bull barns at East Lansing. It is the purpose of the Co-op to assist the 22,000 members living in 66 Michigan counties. The services are provided through 144 affiliated local artificial breeding associations to all sections of Michigan.

Tell your neighbors about your Farm Bureau organization and program.

## Farm Bur. Institute at Lansing, Feb. 23-25

Allan Kline, Roger Fleming and T. C. Peterson of AFBF to Take Part in Three Day Study of Farm Bureau

The Michigan Farm Bureau is to hold its first Institute February 23-24-25 at the Reo Clubhouse at 1330 South Washington Ave., Lansing.

The three-day session is designed to assist county officers and key committee chairmen to know their Farm Bureau better. They will exchange ideas in workshop sessions to help build for better committee work.

Those invited to attend the Institute are the County Farm Bureau presidents and secretaries, and the chairmen of the following county committees: Membership, Women of Farm Bureau, Junior Farm Bureau, Community Farm Bureau, Blue Cross, Farm Supply, and Resolutions.

Allan Kline, president of the American Farm Bureau Federation, has been invited to speak to the Institute group at their closing session Saturday afternoon, February 25. Roger Fleming, AFBF secretary and the director of the Washington Office, has been invited to speak on the Friday evening program. T. C. Peterson, director of the midwest region of the American Farm Bureau Federation, will speak Friday. He will assist the Institute group throughout the session.

J. F. Yaeger, assistant executive secretary of the Michigan Farm Bureau, will open the Friday morning session with a review of the structure of the Michigan Farm Bureau.

About one-half of the Institute time will be devoted to individual committee workshops. These sessions will be headed by the following members of the state staff: Stanley Powell, Fred Reimer, Marjorie Karker, B. J. Henning, Wesley Hawley, Donald Kinsey, Keith Tanner, and a member of the Blue Cross staff.

Registration for the Institute will be held between 10:00 and 12:45 Thursday, February 23. There will be an evening session both on the 23rd and 24th. Hotel reservations are to be cleared through the County Farm Bureau secretaries. They have cards to be filled out for Lansing hotels, which set aside a block of rooms for the Farm Bureau Institute. Reservations should be cleared through the County Farm Bureau secretary not later than February 13. Meals will be served at the Reo clubhouse cafeteria.

For details on the Institute, contact your County Farm Bureau Secretary, County Organization Director, District Membership Representative, or write to Keith Tanner of the Field Service Division, Michigan Farm Bureau, P. O. Box 960, Lansing.

## Farm Bureau For Adding to Medical Schools

The Michigan Farm Bureau is much interested in Governor Williams' proposal to ask the special session of the legislature in March to grant Wayne University and the University of Michigan funds to increase their output of doctors.

A third proposed grant would be to the Michigan State College to expand the veterinary school building and instruction program as a livestock and public health measure.

The Farm Bureau is interested in the medical school program to the extent that it will contribute more doctors for rural areas.

Last month more than 50 communities beseeched the medical schools and the state medical society for doctors. They said no resident medical service is available in their areas.

Wayne University is asking for \$3,000,000 for a new medical science building. This would enable her to increase medical school enrollment from 254 to 354 students. All Wayne medical undergraduates are from Michigan.

The University of Michigan asks \$2,800,000 for a new out-patient clinic at University hospital. The legislature has voted \$100,000 for preliminary work on this addition. University of Michigan hopes to accept 50 more medical students next fall. That would raise the entering medical class to 200 students. Michigan now has 496 students preparing to be doctors of medicine.

Michigan State College requests \$2,265,000 for a new veterinary science building. The legislature granted \$90,600 last spring for preparatory work. The building would improve facilities for training more

veterinarians, and would provide State College accommodations for training more bacteriologists, physiologists, and medical technologists.

Wayne University and the U. of M. have said they stand ready to increase their production of doctors if the necessary funds are available. Michigan State, likewise, can increase her output of persons whose work is important to agriculture and the public health.

## SOUTH JACKSON ON FARM PRICES

South Jackson Community Farm Bureau group says that the question of who sets farm prices is so complex that it doubts if the problem will ever be solved.

At the January meeting at the Harold Dancer home, groups attacking the question summarized in part this way: "Prices are determined by supply of a commodity and its usefulness. Many elements influence the picture—government spending, controls by government, tariffs, the stock market and exchanges, levels of employment and wages, overproduction and inefficient management."

It was observed that the cost of production can be determined on any farm, but it varies so with farms that it would be difficult to set prices in that way.

South Jackson is interested in a proposed 4-H club building for Jackson county fair grounds, in a county health program, and in the soil testing program promoted by the County Farm Bureau in cooperation with the county agr'l agents office.

## Rust

Rust is a thief that has stolen many pieces of farm machinery before they have served their useful life. The use of approved rust preventatives during the winter will help to preserve metal parts and bolts where adjustments are made.

MICHIGAN FARM NEWS

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Michigan Farm Bureau

OFFICERS
President: C. E. Buskirk, Paw Paw
Vice-Pres.: J. E. Treiber, Unionville
Exec. Sec.: C. L. Brody, Lansing

EDITORIAL

use any color, and had all federal taxes on oleo repealed.
There is no denying that the oleo industry has won a smashing victory in a fight that has been going on for more than 50 years.

However, the victory puts them in a position where they can get in wrong with their customers. It depends upon what they do.
Evidently Congress was convinced that if people want oleo, they want it colored when it is manufactured.

New Members for NTEA
E. B. Morley of Morley Bros. of Saginaw, a leading wholesale hardware firm, is listed this month by National Tax Equality Ass'n as a contributor of \$500 or more to its program.

As a lobbyist at Washington, NTEA has to report quarterly to the House of Congress where its larger contributions come from,—from \$500 or more per year. NTEA raises several hundred thousand dollars annually from small businesses, ranging from Standard Oil Company of Indiana, and giant power companies down to small town proprietors.

Absent from NTEA's last quarterly report on big contributors is any mention of power companies. They went in because they thought that would be a good way to get at farmers rural electric co-operatives, and particularly the REA.

A member of the Farm Bureau in Michigan wrote her power company that since its contribution must also be an endorsement of the "Co-op Tax Free Bucks" put out by NTEA, no doubt the company would be pleased to accept the bucks attached in payment for the monthly statement.

NTEA wants Congress to apply the corporation tax to farm co-operatives' savings in order to prevent their payment to farmers as patronage dividends, and to stop farm co-ops. Farmers must report the patronage dividends on their personal income tax return, according to the law covering the situation.

Community Farm Bureau For January

By MRS. MARJORIE GARDNER
STAR AWARDS
Gold Star—Bolton Community Farm Bureau, Alpena county. Mrs. Roland Ohlrich, sec'y.

Members:
The majority of Community Farm Bureau groups held Christmas parties in conjunction with their December meeting. This influenced the discussion program. In some cases business was put aside for the evening.

DISTRICT 1 — Berrien—Benton Center, Berrien Center.
DISTRICT 2 — Calhoun, South Watertown; Jackson—Columbia; Lenawee—Wellsville.

DISTRICT 3 — Mason—Central; Newaygo—Emsley Center; Oceana—Crystal, Otto-Wear.
DISTRICT 4 — Allegan—Overisel, Mrs. Geo. Lampson; Ionia—Kune, John Reinhardt.

DISTRICT 5 — Clinton—Ovid Duplain, Mrs. Park Watson; Genesee—Fenton, Mrs. Floyd Stehle; Mason, Mrs. J. Fred Ham.
DISTRICT 6 — Huron — Blue Water, East Redman, Hilltop, New River; Lapeer—S. E. Imlay; Sanilac—Carsonville, Sanilac; Tuscola—Dayton.

Community Group Projects—An analysis of the November discussion shows that community group projects are of many different types. A good portion of them center on improving the health program in their county by working on cancer drives, donating funds to the Sister Kenney Foundation and local hospitals, and supporting blood banks.



Hiram and Martha Apples
This time of year, when nights are cold and blizzards on the prowl I like to sit beside the stove and let Boreas howl.

Now apples, here in Michigan, as you are quite aware Have taken such a beating that there is no profit there. In spite of planned economies, in spite of brainy schemes It costs more than an apple's price to get one picked, it seems.

So here I sit this stormy night and let what will betide. My harassed soul finds comfort. It is warm and safe inside. I take an apple in my hand and pass my Marthy one And with our trusty paring knives, as we have often done, We quarter them, we core and pare, we eat in comfort true.

Branch—Coldwater. Mrs. Ella Dickey, secretary, reports that a suggestion was made by the group to pay for extra subscriptions to the FARM NEWS to send them to some of the non-member farmers in their township so as to inform them on the Farm Bureau program and arouse their interest in joining the organization.

Sanilac—Ball. Welcomed 16 new members into their Community Farm Bureau in December. Old memberships renewed 100%.
Gratiot—North Star. Held a Silver Star party.

Classified Ads

FARM MACHINERY
STEWART Shearing Machines for Sheep. Animal clippers for cows, horses, mules, dogs. Repair parts, sharpening service on all types of cutters and combs. Michigan Co-op Wool Marketing Ass'n, 506 North Mechanic Street, Jackson, Michigan. (4-11-34b)

Frozen Apple Juice New in Michigan



Governor G. Mennen Williams is shown a can of the first frozen concentrated apple juice produced in Michigan. Presentation was made by Mr. A. J. Rogers, manager of the co-operative Cherry Growers, Inc., at Traverse City. He is president of the National Association of Frozen Fruit Packers.

ter Kenney benefit party. Mrs. Betty Stahl, secretary, reports attendance of 125 and the total proceeds from the activity were \$180 which was donated to the Sister Kenney Foundation to buy equipment.

Nothing To Dewey Story
A Washington newspaperman asked President Allan Kline of the AFBF this question at a conference for newspapermen and radio commentators last month:

There isn't anything personal between me and Mr. Brannan so far as I'm concerned. I have never answered this Dewey thing because I assumed that the truth would come out eventually.
I was with Mr. Dewey once. At that time we discussed Farm Bureau policy on flexible price sup-

ports. You will notice that we did pretty well at the Democrat national convention, too, because the 1948 Democratic platform likewise endorses flexible price supports.
While I was with Mr. Dewey, and at no time before or after that occasion, did he suggest the possibility of my being Secretary. During the campaign, I did not make a speech. I didn't write a letter. I did absolutely nothing political. This thing is a complete falsehood made out of whole cloth.



REPAIR FARM BUILDINGS for greater production

How to do it with CONCRETE and save time and labor
To increase farm productivity it is essential that buildings used to house livestock and store crops be in good repair.
Concrete foundations under barns, hog houses or poultry houses will restore these buildings to usefulness and provide protection against rot, termites and waste and damage caused by rats.

Farm Bureau Members... YOU can get BLUE CROSS Health-Care Protection NOW Enrollment closes MARCH 20th



THROUGH the cooperation of the Michigan Farm Bureau, all the benefits of the Michigan BLUE CROSS Hospital, Surgical and Medical Surgical Plans are available to you and yours NOW.
These BLUE CROSS plans are the same as enjoyed by employees of over 7,000 Michigan firms.

Form for Blue Cross enrollment: THIS CARD MUST BE SHOWN TO YOUR HOSPITAL ON ADMISSION. Includes fields for name, address, and phone number.

In the Michigan Farm Bureau, over 50,000 family members belong to BLUE CROSS!
You can join now, until March 20th. Contact your Discussion Group BLUE CROSS Secretary for full details... or see your County Farm Bureau BLUE CROSS representative.



# Let's Talk Turkey

## About This Threat To Your Welfare

Some time ago the anti-trust lawyers from Washington brought suit to put A&P out of business.

They asked the court to order us to break up our stores into seven groups and sell each group to new owners; to sell our factories to still other new owners; to disband the Atlantic Commission Company; and to close all our central buying offices, including the National Meat Department, the National Dairy Department and the National Egg and Poultry Department.

Since that time, hundreds of thousands of farmers, as individuals and through their organizations, have been adopting resolutions, writing letters and running ads expressing their opposition to this suit.

The Farm Bureau Federation, at its recent annual convention in Chicago, adopted a resolution that did not specifically refer to the A&P suit, but condemned current interpretations of the anti-trust laws. The resolution said in part:

"Regulations should not be used to eliminate the possibility of integrated systems that are efficient and competitive. Such systems have the possibility of bringing about a badly-needed reduction in the margins that now exist between the producers and consumers of many items."

The reason farmers are taking a stand against this suit is because they recognize that it is a threat to their welfare; a threat to all agriculture; and a threat to our national economy.

Have you figured out how much this suit could hurt you?

### A Threat To Better Distribution of Your Products

A&P is the largest and most efficient distributor of farm products.

Obviously, this attack is a threat to the welfare of all the farmers who sell to A&P, for they will have to seek new outlets for their products.

That will mean greater sales effort and higher sales costs for them.

But it will also have an adverse effect on millions of farm families who don't sell to us at all.

For the great amounts of food we move into consumption, the great merchandising effort we put behind food sales, tend to strengthen farm markets and boost the income of all farm families.

Everyone wants the farmer to get good prices for his products. After all, we can't have a prosperous country unless we have a prosperous agriculture.

The price you receive for your product is the retail price, less the cost of distribution. To maintain good prices to farmers, therefore, we must eliminate unnecessary in-between handling costs and operations.

A&P was founded and has operated for 90 years on the theory that the best way to attract and hold customers and build bigger markets for farm products is to give the public more good food for its money.

In order to do that, and at the same time do a good job for agriculture, we have had to work constantly to find better and less expensive methods of distributing food.

As a result, we have narrowed the spread between farm and retail prices.

The methods we pioneered have been adopted by other food distributors.

All agriculture has profited from them.

Today farmers get a larger share of the consumer's dollar. Their sales are higher. Their income is greater.

This suit threatens to wipe out many of these gains.

Don't you think agriculture will be hurt by this attack on its most efficient marketing outlet?

### A Threat To Your Living Standards

The farmer is a consumer as well as a producer.

His "real" income is determined by how much he has to pay for all the things he buys.

This applies to food, as well as clothing and other necessities. For today, with the development of cash crop farming, practically no farm family produces all the food it needs.

A&P was the first of the nation's chain stores. Together with the other chains and mail order houses, it has worked to keep living costs down and living standards up.

The public has shown that they like our method of distribution by giving us and other efficient distributors their patronage. We are big because the public made us big.

If the anti-trust lawyers win this suit, a legal precedent will be established that can be used to attack anybody who tries to do a better job, give his customers a better deal, and grows big in the process.

Don't you think your living costs will go up if the company that has done most to keep them down is destroyed?

### A Threat To Our National Economy

That is why we say that the big issue here is not whether A&P engaged in some practices that allegedly violated the anti-trust laws. We know we didn't. We know that we have always tried to run a good, clean business. Even if there were something wrong with our methods of operation, it wouldn't be necessary to burn down the barn to get rid of the mouse.

The real question here is whether the anti-trust laws, which were designed to preserve competition, can be turned around to reduce competition.

The real question is whether we are going to continue to encourage people to do a better and more efficient job; or whether we are going to let the lawyers in Washington blow the whistle on anybody who gets a little bigger than his competitor.

Frankly, we admit that nobody need worry about the owners of A&P. They could make a great deal of money by breaking up this company and selling off the parts as the anti-trust lawyers wish.

But we think you and every other American should worry about the kind of economic policy the anti-trust lawyers are trying to impose on this country — not by way of Congress, as it should be, but by way of court decrees.

You may not sell to A&P or buy from A&P.

But this is your problem, too.

You don't have to believe us.

Think it over and talk it over with your friends and neighbors.

Decide for yourself.



Atlantic Commission Company  
and  
THE GREAT ATLANTIC & PACIFIC TEA COMPANY

# Some Dislike Law Protecting Feed Buyers

By ROBERT H. ADDY  
Farm Bureau Services Feed Dept.

The men who mix the right kind and the right quantity of concentrated feeds with the farmer's own grain do a vital service to livestock farmers.

These men as a group are honest, conscientious individuals who have the interest of farmer customers at heart. Among so many a few have only their own interests in mind. Any smart feeder should soon spot those individuals and not deal with them.

Sometimes out-of-state interests attempt to stampede Michigan feed dealers into action that will help the outstates but not the feeders. Such a condition is threatened right now. If you buy formula feeds read on to know what is going on in Michigan. Here it is:

A number of years ago some feed manufacturers began to abuse the state feed law that allowed the listing of any ingredient used regardless of the amount used. These men would list the names of many valuable ingredients although only a very small quantity (not enough to do any particular good) might actually be added to the ration.

The state chemist objected to that practice because it led feeders to buy feeds, carrying certain vital ingredients, expecting to derive benefits from such ingredients whereas in fact the quantities often were too small to benefit the livestock. It was decided that the way to handle the situation in the feed buyers' interest was to change the law so that when less than 100 lbs. of an ingredient were used the exact amount must be stated. We liked that because it made at least a section of the competitive feeds you bought open formula, wherein you knew what you got for your money.

We have heard no reputable feed manufacturer in the state object to the law. We know, as you do, that an open formula feed is only as honest as the people that make it. All people are not honest, but that is no reason to repeal the law against stealing.

It is claimed, with some truth, that it can't be determined if a certain feed carries a specific amount of any particular ingredient. Honest feed mixers certainly should not resent telling customers how many pounds of any ingredient are used, when only small quantities are mixed into a ton of the ration.

Out-state interests are urging our feed men to have the legislature repeal this law because Michigan is one of the few states with so progressive a law in force to protect the feed buyer. Their claims are it would make for uniformity. That is for sure. By the same reasoning should we, in the United States, adopt Russian methods and tactics in the interest of uniformity?

We believe from talking with many feeders that they want to know as much as possible about the quantity of each ingredient used in rations they buy, especially the high priced, potent materials that are used in small amounts. We also know that most good dealers do not favor repeal of this law. We believe that those supporting the repeal have been maneuvered into that position.

You can encourage your feed dealer to fight this thing if you will let him know that you believe in being given all the information about the feeds you buy. That you resent any one acting as if you shouldn't be given vital information about feeds you buy.

A word to your state senator and representative will help keep Michigan from slipping back into the rut of greater secrecy about feeds. That can be of no help to you as a feeder. It can be harmful.

# Blue Cross Service for FB Members

Eight points for Farm Bureau Blue Cross secretaries to consider in planning the Blue Cross spring re-enrollment have been presented by Austin L. Pino, Blue Cross Rural Enrollment Manager.

Four of the points are given below:

1. Eligibility for Blue Cross in Farm Bureau groups is established by being a paid-up member of the Farm Bureau and being a member of an enrolled Farm Bureau group.
2. Member Definition is that adopted by the annual Farm Bureau meeting.
3. Time on Enrollment is the period preceding March 20. All enrollment results must be in the Blue Cross district office by April first, and no applications will be accepted after that date.
4. Your re-enrollment should, therefore, be completed by March 20. Mr. Pino declares, "so that the enrollment may be reported to your county secretary in time for her report to our district office."
5. List of Membership of each Farm Bureau group is required with the enrollment report. No application will be accepted from a person who is not listed as a Farm

# Farm Bureau Women's Advisory Council Meets



Pictured above is the state advisory council which is the policy making body of the Women of the Michigan Farm Bureau. Some of the business transacted by this group at their meeting at Lansing Jan. 25 is reported in this paper. Council members are elected in Farm Bureau membership districts for two year terms. The odd numbered districts will hold their elections in the fall of 1950. The state chairman and vice-chairman are elected by voting delegates at the women's convention in the odd-numbered years for a term of two years.

Reading from left to right, the ladies are: Mrs. Albert Emmons, Big Rapids, representing District 7 in place of Mrs. Murel Church, district chairman of that district who was unable to attend on account of illness; Mrs. George Cnudde, Bay City, District 8; Mrs. Leon Dunning, Delton, District 4; Mrs. Clyde Allen, Corunna, District 5; Mrs. Forrest Weinberg, Vicksburg, District 1; Mrs. Marjorie Karker, director of women's activities for the Michigan Farm Bureau; Mrs. Harry Whittaker, Metamora, state chairman of Michigan Farm Bureau Women. She presided at the meeting. Mrs. Charles Gotthard, Thompsonville, District 9; Mrs. Carlton Ball, Albion, District 2 and state vice-chairman; Mrs. Wesley Mahaffy, Marlette, District 6; Mrs. George Stevens, Central Lake, District 10 West; and Mrs. Earl Braid, Lake Orion, District 3. Mrs. Alex Kennedy of Posen 1 representing District 10 East was not-present at the Council meeting because of bad weather.

# Word of Appreciation Goes Far Any Time

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

In the editorial column of the January issue of the Farm News, Mr. Ungren very graciously extended to the early leaders of the Women of the Farm Bureau a bouquet.

I am positive I speak for the four mentioned when I say, "Thank you!" A word of appreciation goes far at any time.

The editorial about the Women of the Farm Bureau took me back to the day when it was found necessary to create first an organization to care for the farmer's interest in a financial and legislative way. There were other farm organizations in the field, some of long standing. But circumstances demanded one to represent all farmers, but no other interests.

This was necessary to deal with some of the circumstances that faced farmers.

Every county had its agriculture extension service well established during World War I as an emergency proposition to teach greater production with less manpower.

When the war was over we found this service was scheduled to be drastically curtailed unless local people assumed the major portion of the finances needed.

Farm men and women wanted to keep this service continued. The public at large was not interested in paying taxes for something that was to be a benefit for farmers only, as they thought. There was no organization at that time financially able to assume the obligation or even a large share of it. The way out was to create the Farm Bureau as a strictly farm organization so well supported that it could help finance the county agricultural agent and other extension services.

The Farm Bureau continued to aid the local extension service until the service had become so popular and so well established that the boards of supervisors in the various counties could grant public funds for this work without fear of being voted out at the next election.

That action relieved the County Farm Bureaus of a great drain on their treasury. They were free to promote other types of service for the farmers.

The early co-operation between the Extension Department of M.S.C. and the Farm Bureau is no doubt unknown to many people in both groups as they operate today. But each owes much to the other for their well established existence today.

This is true in nearly every state of the Union.

Those of us of the early days have much inward satisfaction that we had a hand in the origin of Farm Bureau. It has been a pleasure and a comfort to watch the growth of the organization and its many activities. There have been times when we have hoped for swifter action, but we have learned that the policy of "slow but sure" has been the best in the long run.

In our early years of Farm Bureau member. The number of applications required for each group is determined by the number now enrolled and the total number members.

such a movement; hence the formation of a new organization out of the Home and Community Department of the Farm Bureau.

We wanted the Associated Women of the Farm Bureau to be a unit by itself yet retaining its affiliation to the AFBF. There have been but few alterations in the original set-up, and we must admit that our national women have gone places.

It is our pride and joy to have our own Mrs. Sayre now serving as president of the great international organization of farm women. She is not only doing much in her leadership in the United States, but she is presenting our pattern to other nations. They accept it eagerly and graciously. I feel that as the work of the Council of Farm Women progresses, so will our hope for universal peace gradually be assured.

Women have proven that they can do much when a task is given them. They will continue to do so in the future.

There's much satisfaction in pioneering in any worthwhile project, but it is doubly necessary to keep well balanced in one's thinking and planning to carry on when the organization is over the hump and going smoothly.

No project, however necessary or how well established, can run alone. Those in charge must be alert to the job with its responsibilities and possibilities or it will soon be on the backward trail.

I count among my best loved friends those who so loyally helped to keep the Michigan Farm Bureau Home and Community work alive, when sometimes we had to close our eyes and squint with the other in order to see if we moved at all.

The old standbys are getting fewer in number every year. But there are 50 now for every one of that time who are just as loyal and just as responsive to a call to duty.

Speak up for a better agriculture through Farm Bureau. Join up today.

Buy Farm Bureau Seeds.

The AFBF felt the women of our country had much to contribute to

Buy Farm Bureau Seeds.



# KORNER KOMMENT ON FEEDS and FEEDINGS

## Warning to Feeders...

If you are not interested in knowing as much as you can about what goes into the commercial feeds you buy — don't read any farther.

Michigan has been a progressive state. If less than 100 pounds of any ingredient were used in a formula, the exact amount had to be stated. Farm Bureau Open Formula feeds have always told you all the poundage used.

Now under the guise of making all state feed laws uniform, there is a movement starting to remove that requirement to state the amount used if less than 100 pounds were put into a formula.

This means that unscrupulous men could use any amount, from an ounce upward, of any ingredient and put the name of that ingredient on the tag with no indication that an amount so small as to be worthless was actually used.

As a farmer's organization we will fight this movement in your interests, but we may need you to reason with your state representatives to see that these people don't tear down the gains you have made in getting information about the feeds you buy.

Buy Farm Bureau Open Formula feeds — we hide nothing from you.

**Patronize Your Local Farm Bureau Feed Dealer**  
FARM BUREAU SERVICES, INC.  
Feed Department 221 N. Cedar Street Lansing, Michigan

# Women Raise \$200 Fund For Holland Student

The Women's Committees of the County Farm Bureaus carried on a special project during the past month. Through their efforts \$200 was raised which was turned over to Michigan State College as a scholarship for Miss Ella Onnen, a native of Holland who is studying poultry husbandry at the college.

This grant of \$200 will enable Miss Onnen to stay in school for a period of at least six more months.

Miss Onnen has a scholarship from the college for her tuition and the Friends Society has been giving her some assistance. The two sources, however, were not sufficient to keep Miss Onnen in school and an appeal was made to the Michigan Farm Bureau women.

Foreign students at Michigan State College have appeared at many Farm Bureau meetings throughout the State during the past year and it is the hope of the Farm Bureau women that this assistance for Miss Onnen may recompense in a small way for the pleasure they have had from the appearances of the foreign students in their local communities.

# Award Winners Farmers Week

Although the attendance to the 35th annual Farmers' Week at Michigan State College fell short of the estimated 35,000 expectancy, the event lacked nothing in the way of interest and excitement. Thousands of farmers from all over the state attended each of the five full days of contests, exhibits, demonstrations and lectures.

Among the many award and ribbon winners were the following Farm Bureau members:

Roy Buckham & Sons, Kalamazoo. Hampshire hogs, grand champions in swine feeding contest.  
Ben Seely, Reading, Hillsdale county. Sheep. State flockmaster title.

Walter Kyes, Bath, Clinton, Eggs, first in white egg division. E. J. Garlander, Lake Odessa. Eggs, packers class, first, brown eggs. Farm Bureau Services, Saginaw. Eggs, packers class, first, white eggs.

Emil Marshall, Bad Axe, Huron. Best alfalfa seed. Sweepstakes winner in Michigan State Seed Show. Other seed show winners: Mante's Pedigreed Seed Producers, Fairgrove, six-row barley; John Cantfield, New Hudson. Oakland; cert. Hybrid seed corn. Lee Ferdin, Chesaning, Saginaw, open pollinated corn.

# DAIRYLAND SAYS FIGHT BACK

Nine hundred delegates to the Dairyland Co-operative Creamery Co. meeting at Carson City Jan. 27 deplored action of the U. S. Senate in voting to legalize sale of colored oleo without restrictions.

Thursday will be spent in New York City where a guided tour has been arranged for the afternoon. Tickets for Music Hall Theatre will be furnished in the evening. The party will leave for Detroit at 11:10 that evening and will arrive in Detroit the next afternoon.

Although the exact cost of the tour has not been announced, it is believed to be in the neighborhood of \$100.00 with hotels, meals and transportation included.

Inasmuch as the time is rather short to get all the arrangements made for this trip, it is suggested that for further information you contact Mrs. Marjorie Karker, Box 960, Lansing, 4, Michigan. Reservations for this trip should be made not later than March 10th.

Dairyland urged that the deduction of one cent per pound of butterfat collected in June for dairy products sales promotion by the American Dairy Ass'n be extended to cover at least May, June and July.

# Huron Women Are Guests of Tuscola

Mrs. Louise Carpenter, MSC adult education consultant, was the guest speaker at a meeting in the Tuscola County Farm Bureau women's group January 27 at the Unionville Methodist Church. Mrs. Carpenter spoke about the foreign students attending Michigan State College and "what they think of us." Tuscola women entertained members of the Huron county group.

We are stamped with a reputation for glibness rather than earnestness.—Leo Burnett

# Farm Power Exceeds Industrial 10 Times

Nearly 6 million U. S. Farmers own 11 million motor vehicles and tractors, or four million more than before the war. This equipment generates 750 million horsepower, or ten times as much power as is used in all American industry, according to the Automobile Manufacturers Ass'n. Farm tractors have increased from 1.7 million in 1941 to 3.4 million today.

Farm Bureau makes it possible for members to receive quality products and service.

**EARN MONEY**  
With Everyday Cards  
Show evidence now 16-Cent All-Over-the-Map... Write for more information... WALLACE BROWN, Inc., Dept. 204, 2025 Park Ave., Detroit 26, Mich.

**WHETHER A FARM SILO or a BATTERY OF 4 TO 12 SILOS FOR ELEVATOR WET CAST CONCRETE STAVE CONSTRUCTION REINFORCED WITH STEEL AS WE MAKE VESTABURG SILOS LAST LONGER-COST LESS**

Invest in a Vestaburg Silo and get longer silo use at lower cost. The same wet cast concrete staves, reinforced with steel, are used in farm silos or grain elevator silos. Write for low prices, and special discounts.

**VESTABURG SILO CO.**  
DEPT. 14 VESTABURG, MICH.

**Spring Is Just Around The Corner!**  
NOW'S THE TIME TO GET YOUR OIL NEEDS and SAVE MONEY OIL SALE STILL ON!

There's still time to take advantage of our Winter Oil Sale SAVINGS. This is your opportunity to get your spring and summer petroleum needs at bargain prices. Special prices on all lubricant supplies. Order today.

More Traction With Unico **TRACTOR TIRES**

Get extra work from that tractor with a new set of Unico Rear Tractor Tires with the famous curved bar tread. They insure more bite, more drawbar pull, greater traction, smoother ride and complete self cleaning. They're priced right.

**A COMPLETE LINE OF AUTOMOTIVE SUPPLIES**

Motor Oils	Gasolines	Tires & Tubes
Greases	Fuel Oils	Anti-Freeze
Grease Guns	Fly Sprays	And Many Other
Batteries	Spark Plugs	Quality Items

**SEE YOUR LOCAL CO-OP OIL DEALER NOW**  
Farmers Petroleum Co-op, Inc.  
221 N. Cedar St. Lansing 4, Michigan

**Rural Tele-news**

**DID YOU KNOW?**—About 50% of the farms of America now have telephones—a higher proportion than in any other country in the world. In Michigan Bell territory about 7 out of 10 rural establishments have telephones. That's pretty close to Michigan Bell's city telephone development.

**SO MUCH FOR SO LITTLE**—Someone described telephone service as a big package filled with the good things of life. Convenience—the telephone saves time and steps. Security—the telephone stands guard 24 hours a day. Comfort—the telephone keeps you in touch with friends and relatives. When you consider all that the telephone does, its small cost makes it one of the best buys on today's market.

**BLOWING BUBBLES**—To help keep telephone service reliable, thousands of miles of Long Distance cables are filled with harmless nitrogen gas. If a cable is damaged, the gas pressure drops and sets off an alarm indicating the approximate location of the damage. To find the actual break in the cable sheath, if it's so small it can't be seen, the repairman may paint the cable with soapsuds—the exact point of damage being indicated by bubbles blown by the escaping gas.

**MICHIGAN BELL TELEPHONE COMPANY**

# This is the West Junior Farm Bureau of Calhoun Co.



When the young members of the West Junior Farm Bureau have their meetings down at the Stanley Grange hall, part of the time is devoted to a social hour. They like to dance to any kind of music, from an old-fashioned reel to the most up-to-the-minute bebop — or is it something else by now? Boys outnumber the girls, but frequent Paul Jones dances assure that all have the opportunity to take part.



Officers plan the weekly meetings and now are making arrangements for a winter camp period at Yankee Springs. Pictured are Herb Bishop, Jr., vice president; Virginia Winter, acting secretary; Carl Laupp, president, and Betty Spooner, newly-elected secretary.



Refreshments are brought to the meeting to be served after the program. Kathryn White and Gordon Katz are bombarded with requests for sandwiches which fill the basket she is holding toward a line of hungry young people.

## Junior Farm Bureau

AMONG THE teen-age groups which are active not only in Battle Creek but the surrounding area is the West Junior Farm Bureau. It has a membership of 92 young people who meet regularly for instructional programs which are followed by a social hour.

Meetings take place in the grange hall at Stanley Corners about four miles south of Beadle lake, and attending them are boys and girls from Newton, Emmett and Battle Creek townships.

Some of those young people have in mind careers which will take them to the city, but many of them are interested in farming and intend to follow that as a life work, and it is mostly for them that the West Junior Farm Bureau program is set up. Its object is to serve as a guide and to provide incentive for the boys and girls who want to be farmers.



Ron Mulvaney, Lakeview high school teacher, and Ronnie Stevens, chairman of the parliamentary demonstration at the meeting, are shown saying good night to Mr. and Mrs. Wilbur Smith, counselors of the West Junior Farm Bureau.

## Junior Farm Bureau Groups Are Busy

By CORALANE VESTERFELT  
State Publicity Chairman

The first Council meeting under the presidency of Jim Reilly was held Jan. 7 at the Reo Club House, Lansing. There was a large attendance, with room for more. Districts 9 and 10 had the best turn out considering the distance they came.

The Council approved a Short-Course-on-Wheels providing enough members would participate. Anyone desiring to attend should send his name to Mr. Hennink immediately. The course is planned for the last week of March and would be to Tennessee and the adjoining states.

The Council set up a Workshop for Jan. 29 and 30 at Clear Lake. There the committees appointed by Jim will work out their recommendations.

District meetings are being held in all districts between January 15 and February 15 with Mr. Hennink and the local Farm Bureau Representative meeting with the members.

With the Counties. Cheboygan held a benefit dance for the Polio fund during January. Lapeer group has sold most of the corn raised as a 1949 project. Calhoun and Berrien counties are competing for the largest membership. Each has about 100. Eaton is planning a polio benefit banquet for February 22 at the Charlotte Masonic Temple.

The group felt not. The group felt not enough was taught on living together, and not enough vocational subjects in school. They also felt that more should be done between the years of 18 to 21 to make good voting citizens at 21. The majority felt the voting age should not be lowered.

District 4 will hold a regional party at the Lake Odessa High School on February 18. District 1 held a regional party at Marcellus on January 25 with the Kalamazoo group as hosts.

Ionia group has arranged a rural-urban night for Feb 2 to begin with a pancake supper and followed by a family fun night.

Kent group has meeting with them a young couple who have just recently come from Latvia as displaced persons. Although their English is limited they are enjoying the new friends they are making and the Kent group is enjoying helping them.

### Thanks to Enquirer & News, Battle Creek

Editors of the Michigan Farm News thank The Battle Creek Enquirer and News for its generosity in permitting us to publish this picture story of a meeting of the West Calhoun Junior Farm Bureau. Also, for furnishing us with their printing plate of the page.

Farm Bureau members throughout Michigan will enjoy this story. They will join with the Enquirer and News in appreciating what was considered well worth featuring in a Sunday edition.

I believe in new fangled modern ideas but heaven forbid making changes to the detriment of reading ability.—C. C. Goodrich



Reminiscent of olden days is the cozy, warm stove in the grange hall. And as in days past its warmth attracts a company to sit around it for refreshments and conversation. In the group are Barbara Powers, Patricia Hoffman, Wendell Smith, Bernard Ferris, Jim Bradstreet, Merritt Thomas and Carolyn Hamilton.

### Pennies Promote World Friendship

Penny marches at meetings of

Women of the Farm Bureau and at other Farm Bureau meetings have been suggested as a means of raising our contribution to the As-

sociated Country Women of the World. The organization is financed each year by a penny from each member. Last year Michigan

Farm Bureau women raised \$57.80 in pennies as against a possible \$370 for 37,000 women members.



These two members are shown on their way to his car, parked in the grange hall yard, as they leave to go home.

### 52 SERVE WITH CLINTON BOARD

So far 52 members of Clinton County Farm Bureau are serving on committees of the County Farm Bureau board of directors. Miss Leona Algeo, county organization director, says that two more committees are to be organized. The Clinton board is made up of eight directors. Everyone thinks very

well of the results from such committee work.

### Pitchfork

Winter feeding usually calls for the use of pitchforks on dark dismal days. Extreme care should be used in handling this tool. Don't lean it against the wall and don't leave it on the ground to be stepped on. Instead, hang it in a safe spot.

Co-operatives strengthen free enterprise.

# Blue Cross Raises Surgical Rates Only

### Costs Go Up With Increased Use and New Benefits; No Change in Hospital or Medical Service Rates

Explanation of the recent rate increase made by Michigan Medical Service has been given by Austin L. Pino, Blue Cross rural enrollment manager, in a letter to the Michigan Farm News.

"Since the printing and distribution to our district offices of resolicitation folders for the Farm Bureau groups, the Michigan Medical Service board of directors reluctantly came to the conclusion that a rate raise for the surgical portion of their services is necessary," Mr. Pino said.

"Use of the surgical benefits has rapidly increased since 1947. Rates have not been changed since 1942. Other factors contributing to the necessity for the rate increase are the liberalizations made in the Blue Cross program of surgical protection since 1942.

"These include emergency services in the hospital or doctor's office following an accident, and surgery in the doctor's office where the Michigan Medical Service established fee is \$20 or more."

New monthly rates for surgical care for new Farm Bureau groups enrolling after March first, and for presently enrolled Farm Bureau groups beginning May first, will be 70 cents for the individual, \$1.80 for two persons, and \$2.60 for the full family.

The quarterly rates which are submitted for the rates shown in the hospital-surgical resolicitation folder are as follows:

Ward Hospital-Surgical	Subscriber only	\$ 7.50
Two persons		17.70
Full family		29.10
Semi-Private Hospital-Surgical	Subscriber only	\$ 8.40
Two persons		19.20
Full family		21.60

There is no increase in the rate for the medical-surgical combined services and no increase in the rate for Blue Cross hospital service.

"Since there will be no increase for the hospital-medical-surgical plan, we suggest that you change to the three combined services at this time and avail yourselves of added benefits at very little cost over your present payments," Mr. Pino said.

"By adding the medical to your surgical contract, you protect yourself and family against doctors' bills for caring for you as a bed patient in a hospital for non-surgical cases such as pneumonia, heart trouble, and so on."

Quarterly rates for all three services combined are as follows:

Ward Hospital-Medical-Surgical	Subscriber only	\$ 9.00
Two persons		18.90
Full family		22.05

Mr. Pino said each Community Group Blue Cross secretary will be notified officially by letter from Michigan Medical Service regarding the rate increase.

## NAT'L FARM BUREAU HEADED FOR 1,500,000

Membership in the American Farm Bureau Federation is growing steadily each month, according to Wilfred Shaw, secretary.

The AFBF is headed for 1,500,000 member families by 1950. At the end of the 1949 membership year 1,409,798 farm families in 45 states



BOYD A. RAINEY

## Rainey Sec'y of United Co-ops

Boyd A. Rainey, director of procurement for Farm Bureau Services, Inc., was re-elected secretary of United Co-operatives, Inc., at the annual meeting held at Chicago recently. Mr. Rainey is also a member of the board of directors.

United Co-operatives is the manufacturing and purchasing organization which supplies us with Unico petroleum products, Unico paints, barn equipment and farm hardware, Unico steel and asphalt roofing and fence, electric appliances, Unico tires, anti-freeze, binder twine.

United Co-operatives serves 21 state and regional farm co-operative wholesale organizations, such as Farm Bureau Services. They represent more than 3,800 farmers farm service stores, and 1,500,000 farmer patrons.

J. F. Yaeger ass't executive secretary of FB Services, is also a director of United Co-operatives, Inc.

## 97 GROUPS REPORT WORK

Community Group activity shows an interesting variety of projects. Ninety-seven Community Groups have reported to the state office in two months on the nature of the work that they are undertaking for the improvement of their home neighborhoods and their County Farm Bureau programs.

Many of our groups have made liberal contributions to the support or building of local hospitals. Some have given liberally to help in the training of young women in the Sister Kenny treatment for polio. Many have worked on County health programs, cancer and tuberculosis drives, or have contributed as a group to the local blood bank.

Other projects have been to improve the conditions of safety in their neighborhoods. Clean-up campaigns for rubbish and brush removal have been prominent. The interest in keeping the countryside beautiful has prompted a growing effort to prevent the erection of unsightly billboards along the highways. Some groups are promoting the removal of certain billboards which constitute a hazard to public safety.

There is practically no end to the good that our Community Farm Bureaus can accomplish if we take an active stand in dealing with community problems.

Shrubby plantings help keep troublesome snow from drifting off open fields onto the road when winter winds blow.

## Right or Wrong, Mr. Gale?

An Open Letter from Waldo E. Phillips of Decatur, Chairman of the Michigan Ass'n of Farmer Co-operatives

We quote from a recent advertisement of G. R. Gale, farm equipment dealer at Decatur, Michigan.

"Was Mr. Vis right or wrong? In the last Farm Bureau News, front page, read 'Reply to Mr. Vis.' Then turn to page five, paragraph two, and you read, 'Farm Bureau Services has had its major growth since 1939. In ten years period, Mr. Yaeger said the assets of the organization had increased from \$1,000,000 to \$6,000,000.'"

So far, you are right, Mr. Gale. Read "Reply to Mr. Vis." Read it all.

Then you proceed to draw conclusions. WRONG conclusions. You say, "If Mr. Vis had made a profit of \$500,000 a year, his income tax would have been over \$400,000," implying that Farm Bureau Services made a profit of \$500,000 a year and paid no income tax.

This farmers' co-operative, along with thousands of others, is not exempt from income tax. It has paid income tax every year. It has paid every other tax that any business man pays and some he does not pay, unless he is incorporated.

Mr. Yaeger did not say that the net assets of the organization were \$6,000,000, nor would you be expected to know that some \$1,000,000 of working capital was subscribed by Michigan farmers about three years ago.

Again quoting your ad, Mr. Gale: "Mr. Vis helps support the country that lets him make a profit."

Farm Bureau Services is an implement owned by thousands of farmers. It was created by them as a part of their business as farmers, for the purpose of rendering certain services to themselves which will help them to realize a profit. Savings returned to them are taxable income to them.

G. R. Gale, farm equipment dealer, and G. R. Gale, citizen and a fine fellow, do not both pay tax on the same income.

A well known insurance company of which you are probably a member, advertises that it has paid back to policyholders over \$100,000,000 in refunds.

Some portion of that must have been yours. Your expenses were decreased by an equal amount, your income increased in proportion.

That insurance company did not pay income tax on those refunds, reducing your portion accordingly. Do you raise the question of lack of support of our government in this case?

Several thousand tax-paying farmers take serious exception, Mr. Gale, to your challenge of their patriotism.

May we suggest that if and when, either Mr. Vis or Mr. Gale wish to distribute their net earnings to their customers on the basis of patronage, they are free to do so and can legally deduct such amounts from their taxable income. They can make this refund in cash or stock or other evidence of interest in their business. This is not a special privilege of co-operatives.

## Michigan Farm News Wins National Honors

Michigan Farm News, official publication of the Michigan Farm Bureau membership, won recognition in the fourth annual Co-operative Service Fair at Chicago January 9, 1950. This was in conjunction with the 21st annual meeting of the National Council of Farmer Co-operatives.

The Michigan Farm News won second place in its division. First place went to Mid-South Cotton News and the Minnesota Farm Bureau News was rated third best in the contest.

True co-operatives are non-profit-making businesses.

## Rural-Urban Areas Tend to Overlap

"Strictly rural areas are hard to find today," George Hurrell, director of the Washtenaw county planning commission, told a Farmers' Week audience. Rural and urban interest now tend to overlap, he said. Uses of land have become residential, commercial, and industrial in character as well as for farm purposes. The farmer is inclined to be a little distant to his non-farm neighbors as a group, but likes them individually. He considers them as doubtful blessings, but resigns himself to the inevitable merging of city and country interests.

## You Don't Get Something for Nothing & Win

By BOB ADDY, Manager Services Feed Department

Since time immemorial man has tried to get something for nothing. Gambling is an evidence of this urge. Even farmers have attempted to accomplish this feat.

Farmers have attempted in various ways to fool Mother Nature. Sometimes they plowed little or no humus down, or they failed to conserve their barnyard manure or to buy fertilizer to build up the proper plant food content of the soil.

Then there were the farmers who tried to fool Mother Nature into making the cows milk heavily on insufficient or improper feed. It can't be done, except for periods when a good cow will milk herself thin because of her dairy temperament.

When a good cow does that she must have all the flesh she milked off given back to her before she can continue to make good profits.

What leads us to these thoughts is the cost of dairy concentrates,—either soybean meal or Milkmaker 34% protein. The squeeze is on.

Some farmers won't balance home grown feeds like corn, barley, or oats with soybean meal, or with Milkmaker 34%. It's worth more today than soybean meal. It's worth more because of the complete protein in it, the trace minerals, molasses, and Vitamin D that will help future production.

Do they gain or lose? Let's analyze it.

They save about 6 tenths of a cent on each pound of grain they feed when straight corn and oats are used instead of 1 lb. of Milk-maker to 4 lbs. of corn and oats. At 8 pounds of grain per day for each of 10 cows this saves 48 cents each day. About 1 1/2 lbs. of milk lost each day per cow would cancel the apparent savings. That saving (which is probably fictitious) is the only saving made.

Here are some losers:

1. Loss of milk due to the lack of both quantity and quality of protein given cow.
2. A drop in production of milk that may be costly to bring back to normal (if it can be done).
3. If cows are on test, the lowering of production due to improper balance of feed adversely affects the size of the record, thus the value of the cow.

Moral: Cull out any cows that can't use a balanced ration to your advantage; but properly feed every cow you tie up your money in, that you give barn room to.

## FABLE FOR TODAY

Now a certain Land was ruled by a Princess of the Blood and her name was Polly Ticks but her Subjects called her simply Miss Deal, and she had a vast inheritance.

So she ruled the Land as her Predecessor the King had ruled, taxing her Subjects grievously and rewarding her a few lavishly.

The wisest Elders in the Land sat in her councils and some Knaves sat there also and they all ate at the Royal Board.

Now these latter said to the Princess "Let us Tax-and-Spend that we may rule long in this fat land."

So the taxgatherers went forth, and returned with much fine gold and the Delight and Greed of Princess Polly were beyond measure.

Then said her servants one to another, "The Queen waxeth plump. Let us call her 'World-Wide' and the Queen was pleased at the saying and sent her Taxgatherers forth again and again and again! And behold, the Elders called it the Age of Abundance.—R. S. Clark.

Trade treaties have made liars and cheats out of every nation that has signed them, including our own.—Carl H. Wilken.

Farm safety specialists advise putting away scythes and sickles immediately after using them.



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## For the Best Corn... ..Get the Best Seed!

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No matter how well you've prepared and fertilized your soil, you won't get a good crop without good seed. For 30 years now you have been able to purchase grass seeds containing the famous Farm Bureau GUARANTEE as to vitality, description, origin and purity.

## Now, Guaranteed Hybrid Corn

This year for the first time we will have Michigan Hybrid Corn in Farm Bureau brand bags. It will carry the same guarantee as our grass seeds at no extra cost to you. Insist on Farm Bureau guaranteed seed corn.

## Seeds For Every Farm Need

We are still agents for the well-known Kingscrest Brand Corn. Canadian, Montana, Utah, Dakota and Wisconsin grown alfalfas are available, as well as special varieties such as Ranger and Cossack. For certified and near-certified seed grains of approved varieties, see your Farm Bureau seed dealer.

Whatever your needs in seeds, buy Farm Bureau for safety. If your local dealer does not have them, write this office for information as to where they can be purchased.

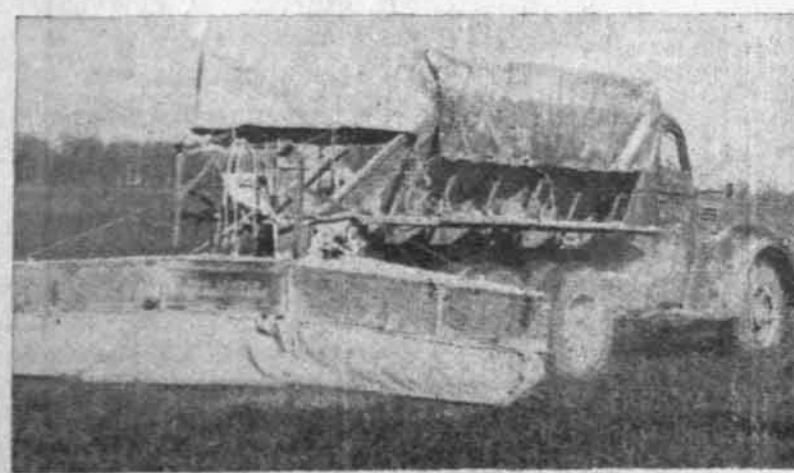
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### Farm Bureau Services' FERTILIZER SPREADER SERVICE

Many farmers are realizing the values of the new bulk spreading service of fertilizer being offered by Farm Bureau Services and its fertilizer dealers. This service is now limited to certain areas, but can be made available to many more.

The service saves the farmer time, labor and money. He is spared the trouble of going to his local dealer, buying fertilizer in individual bags, loading them on his truck, hauling it home, unloading it, and spreading it on his fields with a drill. Don't wait! Ask about it today!

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Fertilizer Dept. 221 N. Cedar St. Lansing 4, Michigan

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Through their co-op organization the members of the Michigan Livestock Exchange sold MORE than \$18,000,000 worth of their livestock in 1949 . . . a 25% increase over 1948. This is Michigan's fastest growing livestock selling agency.

### CONSIGN YOUR NEXT SHIPMENT TO ONE OF YOUR CO-OP MARKETS

- Daily markets on cattle, calves, hogs and sheep at our Portland, Battle Creek and Detroit yards.
- AUCTION SALES every Wednesday (1:00 p.m.) at our Battle Creek yards.

Buy Michigan-produced meat for real satisfaction.

## The Michigan Livestock Exchange

The Producer Owned and Controlled Selling Agency DETROIT - BATTLE CREEK - PORTLAND

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### and be sure to contact your Farm Bureau Mutual Insurance Agent

The Farm Bureau Insurance Company has grown to 12,000 policyholders in less than a year because of the satisfaction that Farm Bureau members have in their own Company.

Our plan is to supply Farm Bureau members only with complete automobile insurance coverage at cost, together with a liberal and efficient claim service. Your local Farm Bureau agent can tell you about our insurance program.

COMPARE RATES WITH YOUR LOCAL F. B. AGENT

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CO-OPERATIVES AND FARMERS'

# Marketing and Buying Problems



Background Material for Discussion this Month by Our Community Farm Bureau Discussion Groups  
By DONALD D. KINSEY  
Director of Research and Information

What can we expect of a co-operative? No method of doing business is perfect and foolproof. The undertaking of a business venture involves a certain amount of calculated risk. Simply because it is a joint venture of a number of people does not free the co-operative way of doing business from this risk. Co-operative business ventures have failed, at times, because of a lack of careful planning to meet and successfully cope with these risks. The successes and failures of co-operative projects have paralleled those in non-co-operative fields. Efficiency of planning and management has usually been the factor that makes for the difference between success and failure. A successful co-operative can do much to help the farmer solve marketing and buying problems, but the farmer-member should not expect it to pull rabbits out of a hat.

**A bit history.** The practice of doing business under co-operative principles is not new. It has been in operation for over a century. This month's pamphlet "Open Meetings on Agricultural Policy" states that "the first successful co-operative was started in Rochdale, England, in 1844. It was a co-operative store opened by a group of weavers." As early as 1810 cheesemakers in Connecticut used co-operative methods for marketing their products. The Riverhead Town Agricultural Society of Riverhead, Long Island, formed what is the oldest co-operative still in existence when they wrote its charter on Christmas eve in 1863. There have been over 21,000 associations recorded since that time, varying in their functions of marketing, purchasing, and manufacturing. Methods of recording membership vary greatly, but membership increased from 651,000 in 1915 to 3,850,000 in 1942-43.

Are Co-operatives a form of Socialism? The answer to this question is "No". Their methods are those of democracy in business. They do not involve the State as a supreme power doing business, but rather they involve the local people doing business for themselves. A co-operative permits the lower income groups to obtain economic influence and power through pooling their capital and savings and operating their own business. Co-operatives have never developed nor survived in other than a democratic state. They had no place in society until the individual obtained considerable freedom. The rulers of centralized states at the present time have either done away with co-operatives, or have made them subservient to the state.

Noah Webster states that a democracy is a government by the people—a government in which supreme power is retained by the people and is exercised by their representatives. A co-operative is a business organization owned and controlled by its members, who delegate powers to their officials. The final control of the co-operative is vested in the decisions of its members.

A true co-operative renders service to its member-patrons according to their expressed needs. It is owned by the members it serves and returns to its member-patrons, or to all participating in its business, whatever earnings accrue after costs are paid. The amount returned to the individual patron is in proportion to the amount of business he has done with the organization. It should be clear that a co-operative is not restricted in its services to a definite membership, but rather it is open to do business with anyone having need of its services.

Why have co-operatives? To justify its existence the co-operative must do at least one of a number of things: It must render service not otherwise available, or render this service at a savings. It must make the marketing or purchasing of goods more accessible to its patrons, or improve on goods and services now available. It may be justified if it serves to correct unfair and costly practices, or, if it serves through competition to bring more favorable prices to the farmer. If it cannot do these things, or some of them, it is not needed.

The need for services or savings must be such as to assure the farmers' patronage, and assure sufficient business to pay the overhead costs. If these services are provided sat-

Success, the manager, and directors. To effect maximum savings, the co-operative should study the most efficient methods of operation and employ them in its business practices. The responsibility for losses due to inefficiency devolve first upon the manager, and from him to the local board of directors to whom he is responsible.

The manager must be a person who is expertly trained to his job. He has to have a lot of "know how". He must be able to buy wisely, considering quality, quantity, price and the needs of his patrons. He must know the best methods of processing farm products. He must be familiar with the farm supplies and equipment which he sells to the farmer-patrons. In other words he must be familiar with the farm supplies and equipment which he sells to the farmer-patrons. In other words he must know the "ins and outs" of commodity marketing as well as retail merchandising. If he fails to get a favorable price on the market for his patrons' goods, either he must pay them less on delivery, or else patronage refunds are smaller at the end of the year. A good manager is worth a good salary. His loss may be more costly to the farmer-patron than the difference in salary required to keep him in the local co-operative.

Do co-operatives aim to create monopoly? Where efficient and fair non-co-operative business organizations exist the formation of a co-operative may not be justified. A non-co-operative business may serve its community well. The aim of the co-operative, other than providing new services, is to inject keen competition into the buying and marketing field. The co-operative should enhance the quality and efficiency of the goods and services offered. The co-operative can serve as a balance-wheel for reasonable prices.

**What about cut-throat competition?** Retail price levels established by a co-operative should not be so low as to force other forms of business out of the field. High quality goods and services should be the aim, rather than cut-throat competition. Competition is the heart of business in a free economy, and its loss may be as damaging to a co-operative as to any other form of business. Competition will serve to keep the co-operative "on its toes" and doing the needed job to the same degree that it will affect other forms of business. Top quality goods and services should be the ambition of the co-operative for other reasons also. The co-operative is the farmer's own enterprise. He should be proud of the standard it is setting. And he himself will benefit from the improvement in the business practices of his own organization.

**Should Co-operatives Expand?** Co-operatives which are too small, too poorly equipped, or sadly inefficient may do little to help solve the farmer's marketing and buying problems. They must be large enough to be a factor in competition. They must have the necessary equipment, storage space, marketing facilities, service shops and personnel to do the job properly. If, in the opinion of the member-patrons, there is a need to expand the program to achieve these ends, an increase in capital investment may be necessary. This increase is possible if the member-patrons are willing to accept stocks or certificates of indebtedness in lieu of cash for their patronage refunds. The co-operative is obliged to pay interest on these stocks. The reserves thus accumulated can be used to finance the business expansions needed. The stocks and certificates of indebtedness may be retired after a number of years from the increased savings of the expanded business.

Expansions, like the establishment of a new co-operative, should not be undertaken unless they serve a good and necessary purpose. This purpose is achieved if the co-operative is enabled to do a better job for the farmer in marketing and purchasing goods for him, or providing improved services, and thus helping him to stabilize his farm income and improve his standard of living on the farm.

## Children Reveal Much In Play

Children's play is more than a pastime, it is serious business to them, and they will tell you a great deal about themselves while they play. Bernice Borgman who is in charge of the nursery school at Michigan State college warns against sweeping conclusions about a child's feeling from his behavior at play. About one-fourth of his play has deeper meanings about his feelings and the rest of his time he is reflecting what he sees and hears.

A child who plays unfairly may be reflecting his feeling of having been so treated by others. Undercurrents of jealousy may be seen which in real life are not shown. Children cannot always tell you what is going on inside their heads but they may show you in their play. In the scoldings which Susy passes on to her dolls or animals you may hear the same words and tone of voice that you once used in scolding Susy. Be alert and you can learn much about your child's growth as he plays.

The human voice and personality can convey ideas and feelings that the printed word cannot.—Adolph Hult

## Praised for Health Work

The St. Clair County Farm Bureau secretaries were commended by Justin Kaells, St. Clair County welfare director, for their work in promoting rural enrollment in voluntary health insurance programs. He said that adult hospitalization for those unable to pay their bills, cost St. Clair county \$95,000 during 1949. He said that persons who have health insurance rarely have to come to the county for help. The meeting of the secretaries was held at the Port Huron hospital at Port Huron in January.

## Buskirk Talks Antrim County

"Can this country furnish social security for everyone and have any security for the country?" This question was asked by Carl Buskirk, Michigan Farm Bureau president, who discussed the so-called Brannan Farm Plan before the annual meeting of the Antrim County Farm Bureau at the Community Hall at Bellaire. Mr. Buskirk blasted the trend toward the over emphasis of security at the expense of freedom. He said that the Brannan Plan was a political expediency and not a farm plan. Variations of it have been kicking around in Washington for 25 years. He said that the cost of such a program would be tremendous and could only be paid for out of taxes.

Our youth is America's destiny. We can and must train enough boys in America to determine the future course of this nation.—Arthur A. Schuck.



Happy Home, Green Acres and West Huron Community Farm Bureau groups joined in presenting a Farm Bureau float in the mile long parade that preceded the Sebawaing Merchants and Farmers picnic in 1949. Arnold Lutz drove the tractor. Kit Oehmke and Bobby Lutz rode the float.

## Big Drug Doses May Be Bad For Cattle

Giving excessive dosage of drugs and concoctions to dairy cattle sometimes causes more trouble than benefit, cautions Dr. B. J. Killham, extension veterinarian at Michigan State college. A little medicine or a few minerals may assist the natural powers of dairy cows in getting them back to health, but it does not follow that more will prove even better. Instances in which misguided use of drugs has caused trouble are far too numerous, continues Killham.

Some cause happiness wherever they go; others whenever they go.

## 119 CONTROLS IN BRANNAN PLAN

By DONALD D. KINSEY

Secretary Brannan laid the cards face up on the table in his presentation of his plan to Congress in 1949. He cited 119 instances in which he would assume absolute or discretionary powers over the farmer. For example:

A farmer's quota would be established by a local review committee of 3 farmers chosen by the Secretary. If the farmer dislikes their assignment he can go to court, but any evidence he presents to the

court has to be passed through the committee chosen by the Secretary. The farmer must file bond to secure the government against the cost of the court proceedings. If the decision is not made by planting time, the farmer must abide by the committee's quota.

A verdict in favor of a farmer does not affect his neighbor's quota. No decision changes the policy. Each farmer must fight his own case in the courts if he seeks to get his quota changed.

Stiff penalties would be assessed for marketing more than one's quota. The penalties involve payment of 6% interest. Penalties are collectable according to rules established by the Secretary, but re-

## IOSCO DRAINAGE PROBLEM

The board of directors of the Iosco County Farm Bureau has been discussing land drainage along the reconstructed M-55 highway. This discussion came about in answer to complaints made by numerous lower Hemlock farmers who think some culverts being installed were not in accordance with state specifications, and would prevent proper land drainage. The Farm Bureau said it could not offer solutions without proof to bear out the accusations. They told the interested farmers that the Farm Bureau would look out for their interest. It was suggested that they bring specific cases to the attention of the Farm Bureau through community group meetings.

## What Shall We Talk About

Community Farm Bureau discussion topics for March through August were to be determined at Lansing, February 4 by the state committee.

Each of ten membership districts of the Michigan Farm Bureau has selected a member for the committee. Donald D. Kinsey of the state office is chairman. The committee was to agree on a list of six discussion topics from those proposed by community groups during January. The list of subjects will appear in this space in the Farm News for March 4.

payments of money found to be collected in error are to be refunded at the discretion of the Secretary and with no mention of interest on such delayed payments.

## Pay to the order of

# U.S. RANCHERS and FARMERS

## \$1,707,235,012.00

### Swift & Company

### You and we are both in the livestock-meat business

And we both know mighty well that big sales don't mean big earnings. There's a whale of a difference between gross and net. Here are some of the things which make that difference:

#### WE BOTH BUY RAW MATERIALS

There's your breeding stock and feeding stock... raw materials without which you can't do business. We, too, buy raw materials. Hogs, lambs, cattle and calves; dairy and poultry products; cottonseed, peanuts and soybeans. Our purchase of agricultural products takes by far the greatest part of the dollars we receive from sales.

#### WE BOTH BUY NECESSARY SUPPLIES

You've got to have fertilizer, seed, grass, hay and grain, a hundred and one things... The supplies we buy including salt, boxes, barrels, shipping cartons, thousands of items, cost another 4.5 cents per dollar of business done.

#### WE BOTH PAY WAGES

You pay your hired hands; veterinarian and other fees; costs of haying or other contracted jobs; the living costs of the members of your family who work on the place... Like-wise wages and salaries take a big bite out of our sales dollar. We paid 75,000 employees \$237,519,974 last year... 17 times as much as paid to our 64,000 shareholders.

#### WE BOTH PAY TAXES

You pay real estate, property, income, excise and other taxes. We pay taxes too... in every state in the Union and in hundreds of counties and municipalities... Taxes must be deducted before we, or you, can show any net profit. Last year our taxes totaled \$31,042,994.

#### WE BOTH MEET TRANSPORTATION COSTS

There's gasoline for your car and truck; fuel for your tractor; tires, repairs. Transportation costs you money every time you make a pickup or deliver products to market. Last year transportation by rail and motor cost us \$50,078,225. That's part of the expense of moving food from where it is raised to where it's to be eaten.

#### WE BOTH CARRY INSURANCE, ETC.

You have lots of "incidental" expenses... telephone, electric light, heating, insurance policies, maybe some interest. Depreciation, too. We have all those, plus the cost of research to develop new by-product uses; of laboratories and test kitchens; of merchandising aids to help retailers sell more meat... You know how those incidentals add up! In 1949 ours added up to \$61,737,271—2.8 cents out of the average dollar of sales.

#### IF WE WORK HARD AND MANAGE WELL, WE BOTH MAKE SOME PROFIT

Some people don't know or don't stop to think about all these expenses. Seeing only the big figure of gross sales, they say, "What profitable businesses ranching, farming (and meat packing) are!" They don't stop to think that most of what comes in goes right out again. In our case about 99% of the dollar went out to other people or businesses... leaving us 1.2% as earnings, a total of \$25,826,129. Of this, the shareholders, who invested their savings in Swift & Company, received .6 of one cent as dividends.

#### AND, WE BOTH PLOW BACK SOMETHING INTO OUR BUSINESS

You can't afford to stand still. Neither can we. You re-invest part of your "profit" in new buildings, new machinery, etc., to keep your operation on a sound, efficient basis. We follow exactly the same prudent business practice. This year .6 of one cent is being retained in the business for future needs.

THIS IS OUR YEARLY REPORT TO our friends—and business associates—on America's farms and ranches.

It tells you how much business Swift & Company did during 1949... what we took from the sale of our products... how much we paid out for our raw materials, and all the many costs of doing business... and what was left over to plow back into the business, and to pay to the 64,000 shareholders who own our company.

Swift operates in a large and highly competitive industry... an industry which provides a nationwide market for livestock, and supplies a nationwide demand for meat products, at a very low cost.

One pair of facts will probably interest you more than most others. Namely, out of each 1949 dollar that we took in from the sale of Swift products, we paid out just about 99 cents. And of that 99 cents paid out, 77.1 cents went to you farmers and ranchers in payment for the meat animals, poultry, eggs, cream, oil seeds and other agricultural products you sold us.

We print this report to agricultural people because there is such a close interest between us. You and we deal together every working day of the year. You get a large part of your yearly income from what you sell to meat packers—Swift and others. And it's from you that we get the raw materials of our business.

Here are the main facts about our business during 1949.

*Wm. B. Traynor*  
Vice President & Treasurer  
Swift & Company

## QUICK FACTS ABOUT SWIFT'S BUSINESS IN 1949

Our Total Sales were	\$2,213,160,242
Our Net Earnings were	\$25,826,129
Here's how our average sales dollar was spent:	
For Livestock & Other Agricultural Products	77.1¢
For Employees' Wages & Salaries	10.7¢
For Supplies	4.5¢
For Transportation	2.3¢
For Taxes	1.4¢
For Other Business Expenses	2.8¢
Total spent out of each average dollar	98.8¢
Remaining as Earnings for Swift:	
—to shareholders as dividends	0.6¢
—retained in the business for future needs	0.6¢
TOTAL	100.0¢

**Swift & Company**  
UNION STOCK YARDS, CHICAGO 9, ILLINOIS

Nutrition is our business—and yours

# Demands For Grass Seed Due To Allotments

By WARREN DOBSON  
Services Seed Department

In the shift to a post-war economy, farm practice comes in for its share of changes. The shift from grain to grass is speeded up by restrictions on grain acreage as a condition to further support price payments. This indirect pressure on the grower is likely to bring three direct results:

1. An increased demand for grass seeds; particularly legumes.
2. More intensive use of fertilizer, proper drainage, and other good farming practices to increase per acre yields.
3. More emphasis on quality seed and better rotation planning.

**Why More Grass?** The increased demand for grasses—with special stress on soil conserving legumes—is a natural result of the shift from grain acreage. This shift helps come within the desired limits on decreased grain acreage. It also helps build needed soil fertility by means of nitrogen storing legume crops.

The ability of legumes such as red clover, sweet clover and alfalfa to take nitrogen from the air and store it in the soil, is a major talking point in favor of their inclusion in any farm rotation. The use of prepared cultures containing sufficient amounts of the proper bacteria for seed inoculation has become a major business, and a recognized factor in soil-building programs. Land needs a rest from continued cropping just as the laborer benefits from an occasional vacation from toil.

We find that land responds to a properly handled legume rotation by added production from the stimulus of the nitrogen so stored. Proper attention to potash and phosphorous needs at the same time really builds future grain crops.

The extent to which increases in certain seedings are desired, is indicated by a few figures from a government source. They are expressed in terms of percentages compared to 1949 production as follows: Alfalfa—146%, Red Clover—150%, Sweet Clover—260%, Ladino—1124%.

While this list is not complete, it indicates something with respect to probable 1950 seeding demands if department goals are to be realized.

**Increasing Acre Yields.** The desire to maintain certain production goals is not just an instance of the natural perversity of the farmer. In addition to trying to follow certain rotations which he finds to be good farming practice, every farmer aims at avoiding unnecessary purchases of grain to maintain his flocks and herds. Any purchased grain involves added expense and in consequence, less feeding margin.

Whenever acreage limitations are imposed, the natural tendency of the thrifty farmer is to attempt to increase his production per acre. Since most of our soils have not been fed by fertilizer to the point of maximum yields, the recourse to increased fertilizer use and any other practice that promises greater soil utility, is to be expected.

**Sound Planning Needed.** With a possible decrease in net farm income of perhaps 15% estimated for 1950, the smart farmer will make every attempt to produce as efficiently as possible. Involved in his plans must be a revision of his rotation schedule to fit the new acreage allotments. This is generally not as simple as it would sound, since permanent fences and natural divisions of farm land cannot be changed overnight.

Better seeds carry their own appeal to better farmers. It is becoming more and more apparent to thinking farmers that the use of seed not thoroughly cleaned and not tested for germination is too great a gamble at any price. The cost of poor seed stands with resulting heavy weed infestations and low selling value must be measured against the very small difference in initial cost between guaranteed seed and seed with no pedigree whatsoever.

## Clifton Jacobs At Goal First

Clifton Jacobs of Alpena is Roll Call manager for Alpena County Farm Bureau which was first to reach its goal in the 1950 membership campaign. We were mistaken in our January edition when we reported Elger Herron of Lachine as Roll Call manager.

Under Mr. Jacobs' leadership Alpena County Farm Bureau was first to make goal in the 1949 and 1950 campaigns. Today Alpena has 492 members as against a goal of 391.

Save dollars on oils and greases during our annual winter oil sale at your local co-op oil distributor through January. Adv.

# Farm Bureau Objects to Parcel Post Proposal



These pictures show how size and weight restrictions on parcel post packages would be imposed under bills now before Congress. Above, maximum overall length and girth combined would be reduced from 100 inches to 72 inches. Below, maximum weight would be reduced from the present 70 pounds to 20 pounds on packages shipped 150 miles or more, and 40 pounds on packages shipped distances up to 150 miles.



Proposals to hike postal rates by \$395 million annually are now being prepared by the postmaster general, according to President Truman's budget message.

The post office dep't is said to be making about \$100 million profit annually on first class mail. So it is believed that the increase is proposed for other classes of mail, including parcel post.

The American Farm Bureau is opposing legislation to increase postal rates and to change size and weight limits on parcel post. At its annual meeting in December 1949, the AFBF took this position: "The post office dep't is rendering a service to all the people of the United States. Farm people are more dependent on continuation of the present postal service than any other major farm group."

"Prohibitive postal rates will tend to defeat the purpose of the postal service.

"In most rural communities no similar agency is now available to perform the service now being rendered through the delivery of parcel post.

"The proposed legislation to place reduced limits on the size and weight of parcel post packages would cause undue hardships to farm people."

## German Women to Visit Here in March

Two German women will be visiting Michigan during March according to Mrs. Raymond Sayre of Ackworth, Iowa, president of the Associated Country Women of the World.

They will be the guests of each Farm Bureau district to give more Farm Bureau members an opportunity of meeting them. The itinerary for the visitors is being planned by the state advisory council of the Women of Farm Bureau. Money to pay the expenses was raised last year by the Community Farm Bureau groups as a project of the women's committees. Each group was to contribute \$1.50.

Many groups took part in the contribution. If your group did not pay this money, it is not too late to send it in. Money for this purpose should be turned over to the Farm Bureau Women's committee of your county.

Businesswise, goodwill spells gold.—B. C. Forbes

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HOME OFFICE—FREMONT, MICHIGAN

# Discuss License for Farm Tractors

Some 526 Community Farm Bureau groups have considered the question, "Shall Farm Tractors Be Licensed in Michigan?"

The topic was brought into Farm Bureau discussion groups for three reasons: (1) Quite a number of states have enacted various license fees for farm tractors, with a wide range of license fees; (2) There is pressure from trucker organizations to extend such licensing of tractors to all states; (3) Farmers should consider the question and be prepared to write their own tractor license law if necessary.

304 Community Farm Bureau groups said they could favor a law for licensing of tractors, while 197 groups were opposed to licensing.

237 groups said if such a law were to be enacted, they would favor the Indiana law. It imposes a \$3 annual license fee on all tractors used to transport commodities on the public highways. The fee covers the wagon, trailer or other vehicle being pulled. They said tractors used on farms only and traveling the highways only from one farm or field to another should be exempt.

Only 11 groups favored licensing by the hundredweight. All others voting on that question favored a flat rate license fee.

What should the Farm Bureau do about it? 147 groups or 28% said the Farm Bureau should be prepared to present such a proposal to the legislature. 21 groups, or 4% said the Farm Bureau should fight any tractor license legislation. 33 groups or 6% favored becoming informed on trends, but take no action unless trucking interests press the issue.

Farm Bureau has campaigned since 1920 for control of surpluses.

# If I Were a County Farm Bureau Board

If I were a County Farm Bureau Board I would want to make sure that my county reached its 1950 membership goal soon!

Do I think membership is necessary? I sure do! It is the most important project in Farm Bureau.

1. Farm Bureau membership gives the farmers a stronger voice to meet the increasing and challenging issues.
2. It brings together more people in building a program for agriculture.
3. It brings in adequate finances to carry on the activities the members desire.

If I were a County Farm Bureau board member I would feel that the people elected me because I realized these things and would try to do as much as possible about them. I would feel they wanted a strong voice and a good program well financed.

If I were a County Board I would be really concerned about completing the roll call quickly to reach the goal. We want to get at the job of building a good program before Spring comes. Spring is only a few weeks away. By reaching the goal we could maintain a good program. If my county reached its goal it would help the state to reach its goal of 44,100.

If the goal of 44,100 is reached we can maintain all of the activities that the members have built up through the years because they wanted them. It will be possible to maintain a field force, membership department, community activities, women's work, Junior Farm Bureau, a legislative program, and others. These departments and divisions have been brought about by the needs and demands of the members. If I were a County Board I would want to do everything possible so that my member

could have full use of these activities and go forward to greater achievements. I can appreciate the importance of Farm Bureau a little more by thinking if this formula for contentment recently published in 'The Reader's Digest,' 'Just think how happy you would be if you lost everything you have right now and then got it back again.'

What about all of the gains secured by Farm Bureau through the years? Supposing I lost them now and then gained them all back? I would have a greater appreciation of their importance and would not want to let anything stand in the way of going forward.

Farm Bureau members are working for co-operative service for members. Speak up for a better agriculture through Farm Bureau. Join up today.

# ELECT MRS. DAY PRESIDENT

Mrs. Ruth Day of Clarklake was re-elected president of the Jackson County Farm Bureau. Roy Hatt was re-elected vice-president at their annual meeting held in Jackson, January 21. Lavern Wheeler was elected to succeed himself as secretary-treasurer. Mr. Hatt and Mr. Harr were re-elected to the board of directors.

The scientist . . . the microscope . . . the test tube. There's the symbol of never-ending scientific research.—Kimberly.

The best place to find a helping hand is at the end of your own arm.

# Maloney's Fruit Trees

Apples, Pears, Plums, Peaches, Cherries  
We grow the trees we sell and they are guaranteed true to name. They are inspected for trueness to name by the Mass. Trueness to Name Service. Protect yourself by placing your order now while the assortment is complete. Write for catalog and prices on 100 or more trees. Salesmen wanted.  
MALONEY BROS. NURSERY CO., INC.  
Dansville, N. Y.

**PROTECTION! MADE TO ORDER!**

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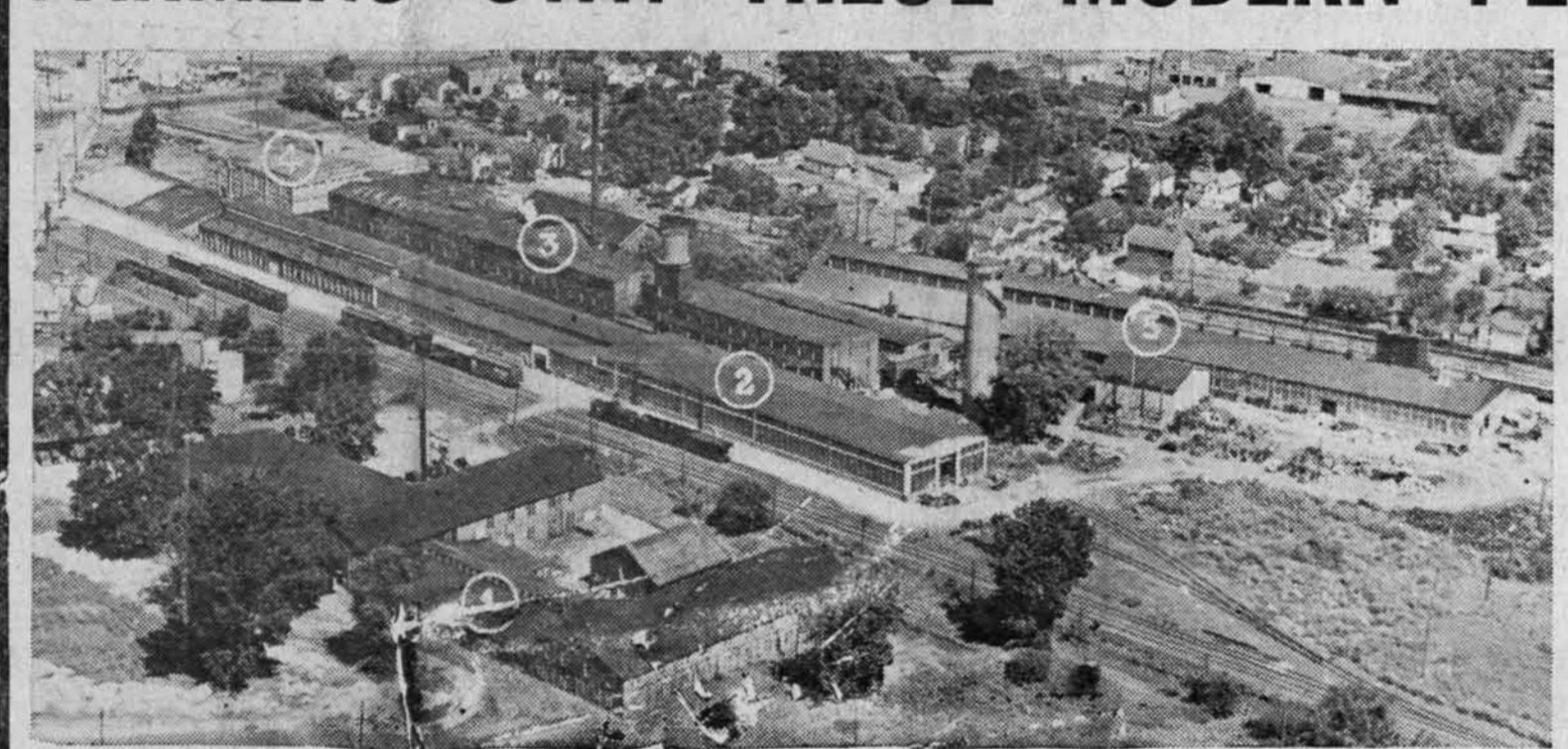
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Openings For Agents in Some Communities

# FARMERS OWN THESE MODERN PLANTS...

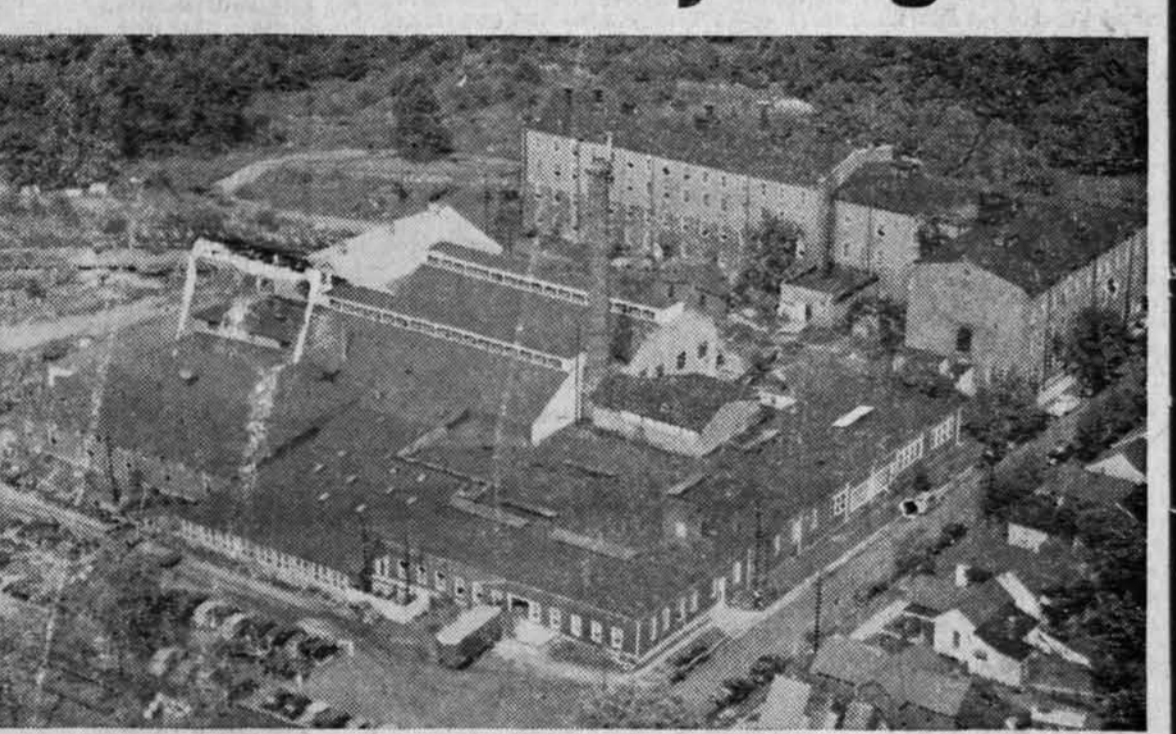


Michigan farmers through Farm Bureau Services together with farmers from 11 other regional co-operatives are owners of these modern factories manufacturing co-operative farm implements and equipment used on their farms.

This is the Bellevue, Ohio plant of National Farm Machinery Co-operative, Inc. From this factory comes a line of Co-op corn planters, tractor discs, lime sowers, garden tractors, manure spreaders, grain drills, harrows, etc. In the picture at left we see: (1) engineering and experimental shop, (2) forge shop and machine room, (3) new modern assembly line plant, (4) packing and shipping building, and (5) new, completely automatic foundry.

# They're Building Their Own Machinery Program!

The farmer owners of National Farm Machinery Co-op are interested in producing the very best in farm equipment for their own use. It's their own machinery program and they are building it to serve their needs. Sound engineering has gone into the production of every CO-OP farm implement. Basic designs evolved through nearly 70 years of experience are being constantly refined. Unexcelled quality, both materials and workmanship marks the entire line of Co-op farm tools.



This is the Shelbyville, Indiana plant of National Farm Machinery Co-op. Here they manufacture corn pickers and side delivery rakes. In addition to these implements produced at both plants, National Farm Machinery Co-op is responsible for the production of the Co-op tractors and combines. They are assembled by the Cockshutt Plow Company at Brantford, Ontario, Canada. Our two Co-op tractor models, the E-3 and E-4, are outstanding in the field. The manufacturing facilities of National Farm Machinery are being expanded constantly, and, if necessary, our entire manufacturing program could be carried on at Shelbyville and Bellevue.

# Why Pay For Factories You'll Never Own When You Have These?

Some farmers have paid many times over for facilities which will always belong to someone else. But not Co-op members . . . for through co-operative purchasing they are building a business of their own. You rob yourself of factories by not patronizing your local co-operative.

These are your factories and they are building the best in farm equipment. It's to your advantage to use them. Your Co-op dealer who knows your implements is prepared to give you prompt, efficient service. He has a complete line of repair parts. His mechanics are informed on new and better methods for servicing your farm tools.

**THE CO-OP FARM MACHINERY LINE SPELLS P-R-O-D-U-C-T-I-O-N!**

E-3 & E-4 TRACTORS	MOLDBOARD PLOWS	TRACTOR CULTIVATORS	FARM WAGONS
HARVESTER COMBINES	GRAIN DRILLS	DISC HARROWS	HYDRAULIC LIFTS
CORN PICKERS	CORN PLANTERS	DRAG HARROWS	POWER MOWERS
SIDE DELIVERY RAKES	GARDEN TRACTORS	LIME SOWERS	LISTER PLANTERS
HAY LOADERS	GARDEN CULTIVATORS	MANURE SPREADERS	SPECIAL ATTACHMENTS

Buy at Your Local Farm Bureau Farm Equipment Dealer!

**FARM BUREAU SERVICES, Inc.**  
Farm Equipment Department 221-227 N. Cedar Street Lansing 4, Michigan