# Michigan Farm News

**MFB Board Urges** 

JUNE 1, 1962

Vol. 40, No. 6

County News Notes.

#### **About Farm Bureau People and Places**

SAGINAW

los

Reached Membership Goal May 18. Roll-Call Manager Peter Young Jr. has words of praise for volunteer workers and county office staff. Goal is attributed to complete cooperation and extensive program of F. B. Services, Insurance and Petroleum. At 2,710 members, Saginaw remains the largest county F.B. in Michigan.

#### ST. CLAIR

Alan Tackaberry, a senior at St. Clair High School and son of Farm Bureau members Mr. and Mrs. Harry Tackaberry, has been accepted as an exchange student in the "Youth for Understanding" program. He will spend two months in Finland.

#### OTTAWA

Gerrit Meekhof of Jamestown was selected "dairy farmer of the year" by the Coopersville Chamber of Commerce in conjunction with local interested groups such as the D.H.-I.A., artificial breeders' association, farmer cooperatives, Farm Bureau, and others.

#### NORTHWEST MICHIGAN

John McLachlan has been named manager of the Traverse City branch of Farm Bureau Services. John served as manager of the Fremont Cooperative Produce Company for the past 8 years.

#### LIVINGSTON

Louise Hewitt, daughter of Mr. and Mrs. Floyd Hewitt, Fenton, will vie for the title of "Miss Livingston County" as she represents her county Farm Bureau in a contest which is part of a pageant held in Howell during Michigan Week.

#### WASHTENAW

A "Living Memorial" to the late Albert Amrhein will be in the form of landscaping for the Farm Bureau grounds, made possible by contributions from his many friends and fellowmembers.

#### BARRY

by Walter Wightman, (left) president of the Farm Bureau.

40th Year

MISS GAIL PRIDDY-of West Branch, Oge- Michigan Farm Bureau, moments after winning maw county, has been named Michigan's Dairy her crown, May 26. Gail, daughter of Mr. and Princess for 1962-63. Currently she holds the title Mrs. Wilbur Priddy, swept the field of 38 canof "Miss Michigan Farm Bureau"-and will didates. She is presented with a gift-certifireign in dual capacity until the 43rd MFB an- cate by Donald Moore, (right) manager of the nual meeting in November. She is congratulated Market Development Division of the Michigan

#### **Named Editor** June 18-22 **Turkey Referendum Set**

#### Farmers Urged to "Vote For Freedom"

Although a majority of farmers have expressed opposition to the idea of a national marketing order for turkeys, a referendum of "eligible" growers has been called by the United States Department of Agriculture for the week of June 18-22.

Highly promoted by USDA officials, the proposal contains clever wording to exempt between 85 and 90 percent of all growers, allowing those re-maining to reject or impose controls on the majority.

#### **Most Producers** Are "Exempt"

Magazine for the past four The "exempt" producer will years, has been named editor of Nation's Agriculture, pubhave the door to opportunity closed in his face. He is denied the right to vote on an order that will prevent him from expanding his turkey operations as his larger competitors have already done. Balloting will be conducted by county ASCS Committees. Anyone who has raised turkeys in 1961 should check to see that he is listed with his county committee. If not, he should request a ballot and certification report.

#### **Heavy Vote** Still Urged

Above all, those eligible to vote (with production in excess of 3,600 pounds of turkey-approximately 200 birds per year)-are urged to do so. This will be the turkey growers' only chance to vote to retain the measure of freedom he now. has in his industry.

Farmers have protested the secret nature of the balloting, since USDA has ruled that counting will be done by ASCS committees in private. All ballots are subject to challenge by members of the committee. Re-

# **Support New Constitution**

## **Farmers Eye Trade Debate** Support Extension of Act

#### **Agricultural Protection is Concern**

Michigan farmers have obvious reasons for concern about Congressional debate over renewal of the Reciprocal Trade Agreements Act due to expire this month.

They cannot forget that out of the annual 623 million dollars in products from Michigan farms, 95 million dollars' worth have been sold in overseas markets in the past year alone. They are aware that through farmer-controlled agencies such as the Farm Bureau Trade Development Corporation, they have every chance to expand their foreign sales.



#### Let's Keep Him On The Job!

## **Document Meets Most Farm Requirements**

Unanimous endorsement of the proposed new Constitution by the Board of Directors of the Michigan Farm Bureau followed a point-by-point examination of the document at a regular session of the Board in Lansing, May 16.

It was agreed that Delegates were to be congratulated on a thorough, painstaking job; that the new Constitution would be substantially shorter, more concise, and comparatively free from conflicting, vague or overlapping statements.

#### Areas of Improvement

maintained and strengthened,

and a general strengthening

was evident in each of the

three coordinate branches of

state government, Executive,

Legislative and Judicial. They

applauded the new section pro-

viding for Executive and Leg-

islative controls over state ex-

The Issue of

Apportionment

the farm leaders said that the

issue had been met in a "fair

and equitable manner" with

the House of Representatives

on the basis of population,

(-with necessary adjustments

In the area of apportionment,

Published Monthl

ing on the part of voters when improvement. They noted that local government had been

> dorsed by a majority of those voting on the issue, something that members of the Michigan Farm Bureau Board feel it strongly deserves.

**ON THE INSIDE** READ-



the Senate on a combined population and area basis. "The retention of the 15-mill

penditures.

property tax limit and the added limitation of assessments at not more than 50 percent of cash value are of prime importance to all property owners and more especially farmers,' the Board members said.

ernment. After more than seven In urging Farm Bureau months of hearings, study, demembers and the general pubbate and amendments, the new lic to accept the new constitu-Constitution still has hurdles ahead before it is adopted. Not tion when it is eventually placed before them as voters, the least among these will be apathy or lack of understandthe Board underscored areas of

schools and local units of gov-

it is placed before them on either the November ballot or in April, 1963. At that time it must be en-

Barry County's loss will be Ionia County's gain when active Farm Bureau member, Paul Wilkes, moves to Ionia to become the new extension agent in agriculture. Mr. Wilkes graduated from M.S.U. where he majored in agricultural economics and has operated a dairy farm in Hastings for several years.

lished by the American Farm Bureau Federation, Chicago.

DELMER E. GROVES

editor of the Michigan Farmer

Delmer E. Groves, managing

He succeeds Creston Foster, recently named to the post of News Director for the Federation.

> This spring he was given an honorary State Farmer degree by the Michigan Association of Future Farmers of America.

sulfs will be announced only on a "national basis"-not by county or state.

> Responsible turkey groups have joined major farm organizations, including the Michigan Farm Bureau and the American Farm Bureau Federation in urging defeat of the national turkey marketing order scheme.

Farmers can lose markets agriculture may need some through federal, domestic protection to avoid serious in-

price supports at unrealistic jury from overseas competilevels, - forcing U.S. products tion. Hence Farm Bureau is above the levels of world working vigorously in Conprices. Markets abroad can be gress to build special proteckilled by closing our own doors tion-possibilities into the Act. to trade with other nations. One such is easier access to Either approach spells hard the Commission on Tariffs and times for Michigan farmers.

Trade for hearings by those Farm leaders do not feel that who suffer injury,-with these these arguments lead into comhearings held well in advance pletely "free" trade. The Recipof bankruptcy by those inrocal Trade Agreements Act volved. provides a basis for negotiation between nations on a mumendments, Farm Bureau tually advantageous basis. strongly supports the exten-

It is recognized that certain segments of an industry or of

## **Potato Hearings Recessed**

the Act.

ing business.

at this time.

With some protection-a-

sion (and improvement) of

production. Farmers see in

them another tool for further

What next on the proposed national Marketing Order for potatoes? For now, recess. Considerable opposition to the ideas proposed and promoted by the USDA was expressed by potato growers and others, sufficiently so that the Department of Agriculture is using a recess in hearings to consider changes to make the proposition more appealing to producers.

Should Agricultural Secretary Freeman decide to revise the proposed order, hearings on the amended scheme would be resumed before submitting it to a grower referendum.

> World's Fair Tour In Planning Stage

#### **Two-Week F.B. Tour is Considered**

A three-day visit to the Seattle World's Fair as part of a two-week sight-seeing tour package is under consideration by the Michigan Farm Bureau for the month of August. The tour will visit parts of the Northwestern United States including a dip into Canada to Banff Park and Glacier.

Still in the planning stage, the proposed trip depends upon interest shown by Farm Bureau members and their friends.

(See proposed itinerary on page 4.)

They noted that the new Constitution preserves the use of all highway revenues for **Proposed Fair Tour** highway purposes and retains other "earmarked" funds for

**Farmers Petroleum Board Member Appointed** 

Carl Heisler of R. 2, Albion, has been appointed to the board of directors of Farmers Petroleum Cooperative, Inc., to fill the vacancy created by the recent death of Albert Armheim.

Heisler is president of the Marshall Farm Bureau Oil Cooperative, (a position held the The Michigan Farm Bureau past six years), and is a direcand American Farm Bureau tor on the board of the Cal-Federation oppose the use of houn County Farm Bureau. In national marketing orders as a 1961 he was selected county device to control agricultural

"Cooperator of the Year" in recognition of his many activities which include serving as chairman of the county resolutions committee and as a member of the state resolutions committee. He is past president of the Calhoun county Farm Bureau.

PAGE 4

Mr. and Mrs. Heisler and three children (ages 15, 16 and 17) live on a 490-acre farm where they specialize in livestock.





4-H RIBBONS-attesting to family activity in Clubwork are examined by Mr. and Mrs. Carl Heisler in their farm home near Albion, as Jack McKendry, Manager of Farmers Petroleum, looks on. Carl has been a 4-H leader for the past six years.



A STORY FARMERS MUST TELL-how farm productivity has increased in the past 50 years to make the United States the best fed nation and greatest exporter of food in the world. (left)-One hour of work by a farmer in 1910-14 produced: grain for 41 pounds of flour: 23 pounds of cornmeal; 19 pounds of rice; 12 quarts of milk; 12 pounds of dressed beef; 4 dozen eggs; 16 pounds of dressed pork; 21/2 pounds of ready-to-cook turkey; 81/2 pounds of broilers; enough cotton for two business shirts and enough tobacco for 201/2 packs of cigarettes.



. . . Kaiser Aluminum Photo

#### MICHIGAN FARM NEWS

## **EDITORIAL**

June 1, 1962

#### Due'ers Instead Of Do'ers

#### The Farm Bureau Spirit is far from dead in Michigan. We have proof positive.

For example, the dedicated farm couple that drove some miles on a recent rainy day to visit Ye Editor concerning how best to sell Farm Bureau membership.

Last month in an item on these pages, we needled those people who support Farm Bureau with dues money, but do little more. It was suggested that this is not the way to build a militant farm organization, or having built it, - to make sure that it keeps in close contact with its builders.

#### But our visitors had a point.

Frequently, (they reported) - farmers join Farm Bureau without intentions to become more personally involved than through payment of dues. They join because they are in sympathy with Farm Bureau's programs and positions. These programs they have studied. They trust their elected leaders to see that they are carried out to their best interests. Some of these people are not "meeting attenders." Some are not vocal, - feel others to be more qualified for committee and similar work. Yet they support what they believe with their membership "vote" - in cash. Are they not also important?

Of course such people are valuable to the membership ranks.

Of course Farm Bureau wants and needs their financial and moral support.

At the same time what would happen to Farm Bureau if all became due'ers instead of do'ers?

Think of the wealth of talent such people represent if somehow it could be released. Think of the ideas they could offer,-of the guidance they could give.

"How many of your 75 members are really active?"-we recently asked a local chapter of the League of Women Voters. "Oh, at least 40 of our group are what we call real workers," the president replied. More than half!

What percentage of Farm Bureau membership is "really active?" Five percent? Ten? - Fifteen? Yet, look at what is accomplished!

Do we not have an obligation to point. out the closed Doors that more Do'ers could open?

#### Lincoln Said It

According to Abraham Lincoln, there was once a king who hired him a prophet to prophet him the previous 2,000 years. royal weather. One day he decided to go fishing, Agricultural Secretary Freeand since the best place was near where his best man for obtaining concessions girl lived, he aimed to wear him his best clothes. So from Common Market countries. But at another point in he asked the prophet, "Is hit comin' on to rain?" his address he assailed Free-And the prophet said, "No, your highness, not even man administration policies that upset the commercial a dribble-drabble." mechanism by marketing "prices substan-So the king put on his best bib and tucker and got maintaining tially above the competitive his fishing gear and started out. level along with export sub-On the way he met a farmer with an umbrella sidies, import controls including quotas on imports, and over his head and riding a jackass. "Farmer," said similar measures

## **Farm Policy** Vacuum

#### **President of Board of Trade Speaks Out**

Robert C. Liebenow, president of the Chicago Board of Trade has said that national farm policy "is pretty close now to being in the hands of receivers. A new policy should be devised and put into ef-

Liebenow, who represents the world's largest grain exchange, spoke before the members of the Texas Grain and Feed Association in Fort Worth, Texas. He told them that the foundation of federal programs has been the idea that government is able to control output on a farm-tofarm basis. He said that this idea has failed.

"This program," Mr. Liebenow reminded, "began during a period of heavy surplus, but at the end of thirty years the surpluses remain; in fact, they have grown tremendously. The government owns more than \$7 billion in farm products and has loaned money on another \$3 billion, which it may eventually take over.

"The budget for the Department of Agriculture during this fiscal year is over \$7 billion, the highest of any agency, save Defense."

To avoid compounding failure, Mr. Liebenow advocated the withdrawal of fremendous land acreages from production as a means of adjusting production.

A fundamental decision for future programs, the executive said, is to separate the problem of uneconomic producers who constitute a welfare problem, and the problem of commercial agriculture. The latter, he said, is responsible in great measure for America's high standard of living.

"If we examine the situation of the approximately two million farms whose net cash farm income annually is about \$500, we realize that no matter how high the supports or payments, these cannot get a living from the land," Mr. "Tailoring Liebenow said. form programs to their needs is to make a very bad suit of clothes."

"It is a most amazing fact that farm production per manhour has tripled in 20 years. In the past 10 years it has almost doubled. There have been greater changes in agriculture in our lifetime than in all the

## What They Are Saying



A STORY FARMERS MUST TELL-how they productive efforts produces enough food and

### **Two Endorsements**

Michigan's proposed new constitution has received the endorsement of two influential organizations.

One of the organizations is the Michigan League of Women Voters which had a leading role in the campaign to call the constitutional convention and which has now placed its stamp of approval on the revised document. Directors of the Michigan Farm bureau which had opposed the calling of the convention have now gone on record in favor of the new con-

have freed our nation for many pursuits other fiber to support 26 people. When President Linthan producing food, thereby contributing to our coln signed the act creating the Department of high standard of living and position of leader- Agriculture, one hundred years ago, the same ship in the world. The 1962 farm worker, stand- American farm worker produced only enough ing at the food-laden table above, through his food and fiber for five people. . . . Kaiser Aluminum Photo

## **Scarseth Memorial**

#### Soils Scholarship Fund Established

A "George D. Scarseth Scholarship Fund" has been established to provide an opportunity for the many friends of the late scientist to contribute toward help in training soil scientists of the future.

Income from the fund will be used to establish scholarships for a graduate training program in soil fertility with emphasis on the application of basic principles to the growing plant in the field.

## President's Column

### **Freedom For Agriculture**

The May letter on business and economic conditions of the First National City Bank of New York City, had this to say about the present and past Federal Farm Program:



"Total expenditures under the Walter Wightman heading of Agriculture and Agricultural Resources for the current year ending June 30 are down in the Federal budget for 6 billion 343 million dollars. Without this cost, equivalent to \$1,700 for every farmer in the country, it would not be necessary to have any personal income taxes exceeding 20 %."

Farm production has increased 25% since 1950. During that time, the investment in farm surplus commodities by the Department of Agriculture, has increased from 3 to 9 billion dollars including storage, handling, and transportation costs in addition to costs of acquiring the commodities.

On February 7 of this year, Mr. Freeman, in his testimony before the House Agriculture Committee declared that farm income is too low, and he cited the following figures. Farm per capita yearly income averages \$986 as compared to the nonfarm average of \$2,282, and hourly returns for farm labor including owner-operator's average of 85c, compared to the minimum wage standard of \$1.25, and an average of \$2.19 for industry. Such comparisons are very misleading, to say the least. The census bureau counts as a farm, any unit with sales of \$250 or more or even as little as \$50 if the unit is at least 10 acres.

This large number of "not really" farms inflates the number of farms and farmers that is divided into the total United States net farm income, and therefore reduces the average farm income substantially below the average income for commercial family farms. Our latest census (1959) shows that 1.3 million of our 3.7 million farmers, more than 1/3, were either part-time farmers or over 65 years old and in partial retirement.

Part-time farmers under 65 in 1959 had an average income of \$4,890, when off-farm income was counted.

Commercial farmers with sales of \$5,000 or more, operate 39% of all farms, but account for 87% of all farm sales. In 1959 they had an average income of \$7,763. Since payments under price supports are shared roughly in proportion to farm output, these relatively well off farmers get the main benefits from government programs.

the king, "it hain't a coming to rain, 'cause my prophet says so."

But he was wrong and the farmer was right. It come on to rain, all right, a real gulley-washer, and the king's clothes got wetted and shrunk on him and his best girl laughed at him. The king then throwed out his prophet and called for the farmer. "I aim," he said, "for you to prophet me my weather from now on."

The farmer protested, "King, I hain't no prophet. All I done today was to look at my jackass' ears. For hif it's a coming on to rain, his ears lop down and the harder hit's coming on the lower they lays. This morning they was a-laying and a-lopping." So the king says, "Go back home then, farmer, I'll hire me the jackass.'

"And that," concluded Mr. Lincoln slyly, "is how it happened . . ."

And the jackasses have been holding down a lot of the high-wage government jobs ever since.

PURPOSE OF FARM

BUREAU

#### **Michigan Farm News**

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The purpose of this Associa-on shall be the advancement our members' interests edu-tionally, fegislatively and No. 6 une 1, 1962

"I do not see how you can foster the growth of small farms if they have to compete with the most gigantic monopolist in history-the Commodity Credit Corporation. There has been placed in the hands of economic theoreticians who do not believe in the market price economy, power, which if continued, will destroy the very small farms this Administration is dedicated to foster."

The Texas Grain and Feed Association audience heard Mr. Liebenow make these additional points and observations:

"Witness the complete failure of the Communist agricultural policies-a major monument of failure due to regimentation and the destruction of a competitive marketing system. Witness the low standard of living. . . We grew strong under free enterprise. We must not weaken ourselves by allowing government enterprise under a burgeoning bureaucracy to

weaken us."

### Michigan Farm Bureau

.....W. W. Wightman Fennville, R-2 President ..... Williamston, R-3 V.-Pres. ..... Sec'y-Mgr ......C. E. Prentice, Okemow e'y-Mgr.....C. E. Prentice, Okemos DIRECTORS BY DISTRICTS -Max K. Hood....Paw Paw, R-1 -Wilbur H. Smith. Burlington, R-1 -Allen F. Rush..Lake Orion, R-2 -Elton R. Smith...Caledonia, R-1 -Dale Dunckel-Williamston, R-1 -Ward G. Hodge....Snover, R-1 -Guy C. Freeborn.......Hart, R-1 -Lloyd Shankel......Wheeler, R-1 -Eugene Roberts...Lake City, R-1 -Eugene DeMatio, W. Branch, R-2 -Edmund Sager......Stephenson

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WOMEN OF FARM BUREAU s. Arthur Mulr......Grant, R-1

Representing FARM BUREAU YOUNG PEOPLE James Sparks ...... Cassopolis, R-4

stitution, calling it "a constructive improvement over our present constitution" and saying that "it deserves acceptance and adoption by the voters of Michigan."

It would be impossible for a constitutional convention to produce a document which would be satisfactory in every respect to every citizen of Michigan. There is reason to believe, however, that there will be growing recognition that the proposed constitution represents a substantial improvement over the present one and that Michigan should have the benefits of the over-

all improvement. The Lansing State Journal

By M. S. VESTAL

Gazette Lansing Bureau

chairman of the "farmer dele-

gates" in con-con, sees the con-

servative in politics as a balance

wheel that keeps the machinery

thinking; we don't need 'egg-

heads' who can't put their theo-

ries into actual practice," he

says. He rejects "reactionaries"

and declares his group is con-

servative but not reactionary."

and staff officer of the State

Farm Bureau has been in the

thick of clashes, caucuses and

group of Republicans led by

George W. Romney, and the

conservatives for which D. Hale

caucus when we were ready

to blow up in the battle over

"There are times when you

have to fight, and there are

and then work out an agree-

broadening experience for me."

he says. "It has given me un-

derstanding of other people's

problems and tempered my de-

"I demanded the Republican

appointment pow-

the

compromises between

Brake is spokeman.

ers," Richards relates.

executive

ment.'

The Eau Claire fruit grower

"We need liberals for their

going efficiently.

J. Burton Richards, informal

The Soil Science Society of America is arranging the administration of the fund. Detailed procedures and criteria for selection of recipients of the scholarships are being developed by a committee of Dr. Scarseth's associates.

Contributions may be mailed directly to: Dr. George D. Scarseth Scholarship Fund Committee, 112 West Stadium Avenue, West Lafayette, Indiana.

**Conservatives Are Balance Wheel** In Con-Con Works, Says Delegate

Reprinted from the Kalamazoo Gazette

cisions." Richards became chairman, peacemaker and head-banger as occasion demanded

Born in Berrien County in 1909, Richards learned to grow apples, blueberries and plums on his father's farm, and took a bachelor's degree at Michigan State in 1930. He married childhood sweetheart Jane Mosher, and ran for Berrien Township clerk in 1936 when friends asked him to. He helped raise Farm Bureau membership in his district from 635 to 2,840 in six years, and in 1949 became full-time secretary for the bureau in Berrien County. Since then he has been director of the state organization and headed its membership division. After con-con adjourns he expects to work on a new project - cooperative, direct trading of Michigan fruit to

in shipload quantities. "It's a positive approach to the farm surplus problem," explains Richards.

"I like to be a builder," he times when you have to get the says. "I think we are building sides together, blow off steam a good foundation here in the convention, but answers to making Michigan a better state "This convention has been a go beyond government. We conservatives fear domination by labor Democrats, but the two sides have got to get together someday, stop tearing

harmers themselves realize more and more that it is time to get the government out of Agriculture. To quote from the Farm Journal of Febuary 1962:

"We do not choose, and we don't believe American farmers choose, to solve the surplus problem that exists in only three or four commodities, by shoving farmers' necks into the noose of rigid government controls. They would never get their necks back out."

With the surpluses and distortions created by past farm policies, we cannot expect to return immediately to a free market without causing undue hardship for farmers.

The only alternative is to embark on a new course designed to restore a free market in farm products within a reasonable time. This is the position taken by President Shuman of the American Farm Bureau Federation. President Shuman stated the case forcefully at the organization's annual convention last December.

"The market price system rewards those who produce what is needed in the most efficient way. It does not give earnings or profits merely for hard work on a large volume of undesirable output. Government price fixing and subsidy payments to farmers are actually attempts to avoid change and to replace discipline of the market place.

"In all honesty these devices are a means of getting something for nothing - the 'something' being the guaranteed price or the subsidy, and the 'nothing' being unwanted goods. Not only is political pricing unworkable, as proven by the present surplus, and the unsatisfactory prices of the government crops, but it is morally wrong to try to get something for nothing."

The issue immediately before us is being plainly stated now by those who are best informed in agricultural economics, and those who are most closely connected with the business of agriculture. It behooves us to take heed and use our influence in every way we can with our legislators and congressmen if we wish to preserve our free system of agriculture. Facts are being distorted, as illustrated above, to influence legislative activity in the agricultural field, and the hour is late.

the European Common Market

(Editor's Note: With the adjournment of the Con-Con, Michigan Farm Bureau Secretary-Manager Clarence Prentice has announced the assignment of Mr. Richards to the position of "Field Representative" for MACMA, -The Mich. Agricultural Cooperative Marketing Association. His experience as a quality fruit grower, coupled with his long-time Farm Bureau background, will

ization.)



each other apart and start

working together.

#### J. BURTON RICHARDS 'Right' Is Right

be valuable assets to the organ-

June 1, 1982

## June Is Dairy Month!

## Princess **Participates**

Miss Louise Knolle, the American Dairy Princess for 1962, has visited 26 states and Colombia, South America, since she won her title in Chicago last September.

Louise, the official spokesman of the million dairy-farmer members of the American Dairy Association, was selected from 34 state finalists representing some 30,000 initial entries.

Currently she is on her June Dairy Month tour urging consumers to use dairy products to keep physically fit.

Louise, 20, is the daughter of Mr. and Mrs. Edward Knolle, Sandia, Texas. She is 5 ft., 61/2 in. tall, weighs 125 lbs., has blonde hair and blue eyes.

Louise has traveled by plane, train and car, was subjected to temperatures ranging from 30 degrees below to 87 degrees above zero, has run the weather gamut from snow, blizzards, fog and drizzle, to clear and sunny. She has spoken to six state legislatures, met 16 governors and 25 mayors, and made countless friends for the dairy industry in her official capacity as American Dairy Princess.



#### **1962 Dairy Princess Completes Busy Schedule**

"GET IN THE SWING" — use dairy products, urges Miss Louise Knolle, the 1962 American Dairy Association princess. Her busy schedule on behalf of American Dairy farmers has taken her her work by correspondence while attending to to most states in Fall, Winter and Spring Tours. her Princess duties. Most recently she has visited Oklahoma, Ark-



#### **Farmers Eye Many Activities** Dan E. Reed

Associate Legislative Counsel

**Washington Report** 

With passage by the Senate, 42 to 38, activity on the Food and Farm Control Bill moves to the House where action is expected soon. A switch of two votes could have tied the Senate and blocked passage. These could have been the votes of Michigan's Senators McNamara and Hart. It wasn't that Michigan farmers had left our Senators in doubt! Senator Hart had reported at one time that his mail was running 70 to 1 against the bill!

The action shifts to the House. With 437 members, it is more difficult for the terrific pressures now in the hands of the Administration to be brought on Congressmen than on the 100 Senators. The close vote in the Senate indicates that every Congressman will feel the heat, particularly those who have defense installations and contracts in their districts.

#### **Cast Your Freedom Ballot**

Every farm family . should consider another "booster shot" to help Congressmen resist the disease now sweeping Washington! If you have written, write again! If you haven't written, by all means cast a "freedom ballot" for agriculture and against H. 11222!

Farm Bureau members in District 4 (Ottawa, Kent, Ionia, Barry and Allegan Counties) are sending petitions with more than 3,000 signatures to Congressmen representing their counties, assuring them that farmers do not want their farms to be licensed and controlled by Washington bureaucrats.

The Trade Expansion bill, H.R. 9900, is still receiving attention from the House Ways and Means Committee. An important amendment proposed by Farm Bureau has been approved and a revised bill is expected soon.

Farm Bureau. Mr. Powell has been on leave of absence so that he might serve Ionia County as a Delegate to the Convention.

#### **Veto Score Grows**

Governor Swainson's surprise thumbs-down action on H. 22 has raised a charge of "legislation by veto." The bill had passed the House by a bipartisan vote of 90-0, and the Senate concurred 21-3. Ignoring these strong legislative majorities, the Governor vetoed the bill and reopened the door for wholesale grabs of high valuation properties by cities through "strip annexation.

By carefully zigzagging boundary lines, areas with attractive valuations but with no resident voters are lifted from township tax rolls and added to the tax base of nearby cities. While present law requires

that such annexed land must be contiguous to the city, schemes have been developed using a railroad or pipeline right-of-way to extend a "finger" out into a township to take in a factory, elevator or other high valuation property.

H. 22 would have given only slight protection against this unwise, unfair action by requiring that one-sixth of the boundary of the area to be annexed must adjoin the present city boundary. Even this small measure of protection has been denied by the Governor's veto.

Michigan's annexation laws need overhauling. It was felt that the passage of H. 22 might provide a climate which would permit the various interests to develop improved procedures which would protect cities, suburban areas and farm land against hasty and unwise action. The veto, if sustained by the Legislature, will probably insure a continuation of bitterness and ill-will, making such

## A Reader Asks Questions

Convention, August 1.

#### **About Turkey Orders**

Reader Fay L. Halsey of R.R. Olivet, states: "My belief in free enterprise and individual rights leads me to ask the following questions of the proposed Federal Turkey Market-ing Order. . . " (referendum scheduled June 18-22)

Why is the farmer who has raised turkeys for years,-who has the capital equipment and experience,-who has proved his good judgment by not raising turkeys in 1961, refused the right to vote?

How can the average family farm be managed in any kind of sensible manner when controls are dictated from hundreds of miles away,-when each farm changes each year according to the operator's age. money probems, available family labor, weather, land and building conditions?

Why should the vote of about

## **Estes Cases Common**

Look out for the "fast-buck boys of the Billie Sol Estes type," warns Charles B. Shuman, president of the American Farm Bureau Federation, -if the farm control scheme now under consideration by Congress is passed.

"The Estes case is not simply one of irresponsible wheeling and dealing by an individual.

merely the top of a huge, submerged mass of accumulated chicanery. "The result of the adoption of the Administrato political pressures for favored treatment."

#### **Crazy Credit Idea**

A little-known feature of the Administration bill would authorize the federal government to underwrite private export sales of perishable farm products under long-term credit arrangements. Such credit supposedly would be repaid over a year period starting two years after the sale. "The domestic food industry long ago discovered the fallacy of granting extended credit for the purchase of food," Shuman said. "It's a crazy idea to expect people to pay for food they had eaten 20 years ago:"



**Farm Leader** Warns of Future

**Constitutional Convention Aftermath** 

ground material for Con-Con Delegates are checked by Stan-

ley Powell, Delegate and member of two important committees.

After a 71/2 month leave of absence, Powell has resumed duties

as Legislative Counsel with the Michigan Farm Bureau. As a

member of the important Style and Drafting Committee, final

clean-up duties remain. They include keeping in touch with

other committee members between now and July 31 when a

formal meeting will be held prior to the final session of the

MAN-HIGH STACKS OF STATISTICS-vital as back-

it is an outgrowth of government programs which give government employees the power to make decisions that mean real money to farmers, warehousemen and others," Shuman declared.

He compared the whole government farm program to an iceberg with the Estes case

tion's proposed farm legislation would be more decisions for the government to make and more payrollers subject

#### **King-Anderson** is "Toe-In-Door"

The issue of Government medical care for the aged through Social Security came to a boil this month with the staging of rallies in various cities. Free - time television shows with high-priced talent were used to ballyhoo the King-Anderson proposal.

That there has been less than complete understanding of the measure was indicated by the surprise which has been registered regarding the failure of the King-Anderson bill to provide for payment of doctors' bills. It has been tagged as the "toe - in - the - door" measure, which it undoubtedly is.

If and when full medicare costs are borne by Social Security, the tax levy will have to be increased far beyond levels now mentioned.

#### State Affairs

With the conclusion of the work of the Constitutional Convention, we are glad to welcome Stanley Powell's return to the staff of the Public Affairs Division of Michigan

a legislative overhaul difficult, if not impossible.

#### **Pullet Bill Passes**

The pullet certification bill, H. 454, ran into trouble in the Senate and was voted down, but a motion to reconsider prevailed and, after additional explanations, the bill passed.

During consideration of the nuisance tax package, a proposal was made to levy a tax of 10c per hundred pounds on potatoes and sugar beets. While the introducer, Rep. E. D. O'-Brien, of Detroit, may not have expected his amendment to be adopted, it does show that agriculture is under the eye.

Other bills still alive include several which are part of the Farm Bureau program: H. 65meat inspection and slaughterhouse licensing; S. 1403-State pared by the management of Fair Authority; and H. 644, to raise the fees on economic poisons and provide funds for testing and sampling.

The appropriation bills for school aid and for research and extension are also awaiting final action. Farm Bureau is insisting on a line-item for Research and Extension in the M.S.U. budget bill.

3 WAYS TO FASTER GAINS FOR LESS .. HARDY SPECIALIZED TRACE MINERAL SALTS

Meet specific trace mineral needs economically for maximum gains, produc-

Specialized Ruminant Formula HARDY TRACE MINERAL SALT NO. 1

Meets special ruminant need for cobalt, lodine, iron, manganese and copper, specially balanced with salt for free-choice feeding.

**Specialized Swine Formula** HARDY SUPER TRACE SWINE SALT WITH EXTRA ZINC

Contains balanced levels of all necessary minerals, including 100 times the zinc ordinarily found in all purpose trace mineralized salt. Protects against costly parakeratosis, and promotes faster gains in all healthy or deficient swine.

#### **Specialized Poultry Formula** HARDY SUPER TRACE POULTRY SALT

Has three times the manganese and 60 times the zinc found in all-purpose salts, and the necessary amounts of iodine, and other trace elements needed for productive poultry.

Get low-cost maximum gains and production from your animals with Hardy Specialized Trace Mineral Salts. Get complete information and feeding plans Specialized Trace M today! Write to ....

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How will we know that the ballots be counted-or honest-

Convenience

**Economy and** 

Plan, designed to provide

members with new advantages

in convenience and economy

and to encourage increased

participation by Farm Bureau

members in their own auto in-

surance program, is being pre-

A new Farm Family Auto

10,000 turkey growers be allowed to deprive coming generations of freedom to produce if they so desire?

CHARLES B. SHUMAN

## **Increased Participation Sought**

Farm Bureau Mutual Insurance Company.

"Since entering the auto insurance field in 1949, Farm Bureau Mutual has offered many new benefits to members," said N. L. Vermillion, Administrative Vice-President for Farm Bureau Insurance. "The Farm Family Auto Plan is the latest in a series of steps to provide Farm Bureau members with the best in auto protection,

convenience, and savings. We believe it will give members more reasons than ever before to participate in their own insurance program."

is July

The Home Office staff is currently working out the many details in the development of this new and important program. Target date for making the plan available to members

AUTO

#### Farm Family Auto Plan Offers New Advantages

Mutual. Discussing arrangements are (from left) Ivan Allison, Sales Manager; James B. Rathbun,

JULY 1 IS TARGET DAY-for presenting the Underwriting Manager; and Nile Vermillion, Adnew Farm Family Auto Plan by Farm Bureau ministrative Vice-President for Farm Bureau Insurance.



#### INTEREST

## **Regular Savings Accounts**

Michigan National Bank pays 4% interest, compounded quarterly, on all regular passbook savings on deposit for 12 months. 31/2% is paid on deposits of less than 12 months. No minimum balance, no certificates required and full withdrawal privileges. A Michigan National Bank savings account offers the ideal combination of SAFETY, HIGH EARNINGS and AVAILABILITY so essential in safeguarding your future. When you consider all the facts you'll find Michigan National Bank's 4% Savings Plan is your best investment.

Now, at out-state Michigan's largest bank, you can earn 4% interest on your funds with our SAVE-BY-MAIL program. No need to visit our office . . . the postman will do your traveling . . . and we will pay the postage both ways. SEND THE COUPON OR A POSTCARD TODAY FOR FULL INFORMATION ... there's no obligation.

BANK YOUR MONEY FOR ALL IT'S WORTH

ASSETS OVER 500 MILLION DOLLARS + + + MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION At your service until 4:30 P.M. Monday through Saturday

nail	(Mail to the	-MAIL OFFICER; e office nearest you) APIDS, LANSING, MA	BATTLE CREEK, CH	ARLOTTE, FLINT,
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June 1, 1962 MICHIGAN FARM NEWS

FOUR

## F.B. Young People --- County Activities

## **Otsego Rural-Urban Meeting**



FARM BUREAU YOUNG PEOPLE-of Otsego are, (from left) Mary Gorney, Pat Jurek, Gertrude county, worked as waitresses to serve the Rural- Novak, Niona Evans and Sue Jurek. All are of Urban dinner held near Gaylord in early May. Gaylord address. Pictured discussing last-minute arrangements



SUCCESS MEANS WORK-such as that done that attended. In commenting on the program, by the Women's Committee of the Otsego Farm Gaylord's Mayor, Lake, praised the county Farm Bureau in preparing and arranging attractive Bureau for its "activities to enlarge understanddishes for the crowd of approximately 160 persons ing," and urged more such meetings be held.

## **Proposed Farm Bureau Tour** To Northwest U.S.A.

#### **Included in the Two-Week Itinerary:**

3 days at World's Fair - Seattle, Washington

Overnight stop in Salt Lake City to visit Mormon Temple

- Visit-Banff Park and Glacier Banff. Canada
- Visit-Yellowstone National Park and its many sights

Supper with Montana Farm Bureau Leaders

- Visit-The Black Hills, Mt. Rushmore, The Passion Play, Badlands Supper with South Dakota Farm Bureau Leaders
- Visit one or two outstanding ranches Visit-Minneapolis Grain Exchange
- Visit-Basic Research Lab. of Minnesota
- Mining and Mfg. Co., ("3-M") St. Paul, Minn.
- Home-Over Mackinaw Bridge

#### DETAILS

TIME-2 Weeks during August TRAVEL-Fly going West - Bus coming East COST-\$325.00 for travel and

room

(NOTE: The cost estimate includes travel both ways and room. Participants will pay-as-they-go for all other costs including meals, (except on airline) gate admission at Fair and Parks and other miscellaneous.)

This is not a request for reservations but a method of determining interest among Farm Bureau members. Please fill in the coupon and return immediately.

Mail to: J. Delbert Wells MICHIGAN FARM BUREAU 4000 N. Grand River Lansing 4, Michigan

Please consider me interested in the Farm Bureau Tour to Seattle. If things work out there will be \_\_\_\_\_ from this family. (number)

Signed:

makers of America.

JUDITH STANTON

## Van Buren Debt-Reduction Dinner

#### **Fund Raiser Well Attended**

When it comes to debt reduction on their new building west of Paw Paw, members of the Van Buren County Farm Bureau have learned to couple fun with serious business.

Approximately 200 persons attended the recent debt-dinner, heard humorous philosophy from speaker Dr. Charles Anspach, enjoyed a good dinner served by Farm Bureau Young People and prepared by the Farm Bureau Women, and witnessed entertainment features that ranged from tap and ballet dancing to community singing.

General chairman for the annual event was Mrs. Arthur Drije, Paw Paw, with the dinner prepared by the Farm Bureau Women, Mrs. Arthur Dowd, committee chairman.

Mrs. Carol Kronewetter of Hartford, staged an unusual community-sing featuring her own considerable vocal talents, and with self-accompaniment on the accordion. Dancers were pupils of Mrs. Gwen Goddard of Lawton.

The ballet, performed in elephantine style by the "Rosebuds" climaxed the entertainment portion. Performed by a troupe of local men who prefer to remain anonymous for obvious reasons, the ballet brought down the house and nearly the stage as well.

Most important, the building debt was reduced by a satisfying sum, (close to \$2,000)while those who attended were enriched by the glow of neighborly feelings that come from such accomplishment.



PIROUETTES-as graceful as Pavlova herself, performed by the "Rosebuds" in exquisite costumes of tulle and dyed underwear.



from well-drained fields will quickly pay for my concrete drain tile!"

"Bigger and better yields



FARMERS EVERYWHERE tell the same story. Big dividends from farm land made more productive with drainage lines of concrete tile! Increased crop yields-more usable acres-extra profits the first year that often pay the whole cost of the drainage system. Then too, good drainage lets you plant earlier, cuts losses from soil erosion.

And when your lines are concrete tile, you can# depend on good service. Concrete tile are designed for extra-high strength. They resist frost and freezing. You'll find concrete tile-made to the highest quality standards-are being produced right in your town or a nearby community. And the people who make the tile will be glad to recommend a contractor to install them for you

Modern equipment and concrete drain tile of uniform size and shape make fast and easy work of laying trouble-free



The second se	the state of the s	
NAME		1.
ST. OR R. NO.	CITY	STATE

### Camp, June Teenagers Win **Beet-Sugar Scholarships** 11-15

All young members of Farm Bureau families are invited to make last-minute reservations for the 1962 Young People's Camp set for Clear Lake June 11-15. Clear Lake is near Dowling, Michigan. The general program begins with registration Monday, June 11, at 2:00 p.m. An evening get-acquainted session is planned.

Young People's I\_\_\_\_\_

The camp program is built around the theme "The Meaning of Three 'Isms'—Capitalism, Socialism and Communism." Two days of camp program will be used to cover this area with the final day devoted to methods that can be used in getting ideas into action.

In outlining the program and resource people who will implement it, Lester Bollwahn, Coordinator of Young People's Activities for the Michigan Farm Bureau, said, "We are fortunate to have T. C. Peterson and Jerry Cordrey of the Program Development Division of the American Farm Bureau Federation to work with us. Together they will present challenging outlines dealing with our camp theme."

Campers are urged to bring musical instruments for the talent-find program.

It is not too late to enroll. The printed coupon may be used. Total fee including lodging and meals is \$20. Campers must be over fourteen years of

#### Farm Bureau Young People's Camp

Please enroll me in the Farm Bureau Young People's Camp.

Enclosed please find \$5.00 pre-registration fee. (Camp program will be mailed to all who return this coupon.)

Signed:	
Parent:	(Camper)
Address:	(or Guardian)
Audress:	***************************************



Name

Address

county, plans a career in agriculture business management.

Miss Stanton will major in. home economics at Michigan State and plans a teaching career.

Both Benjamin and Miss Stanton were given extremely high ratings among the many applicants for scholarship awards. Unlike most, the beetsugar scholarships are spread out over the freshman, sophomore and junior years at school

June 5-6-7

Registration for the Northwest Michigan Farm Bureau Women's Camp begins at Gilbert Lodge, Twin Lakes, near Traverse City, June 5, at 9:00 a.m. The camp is open to Farm Bureau Women of that area. The camp program is built around the theme "Our Challenge Today."

Guests are asked to bring their own pillows, sheets, blankets, towels and wash cloths. Mrs. John Asher, R. 5, Box 196, Traverse City, is in charge of registrations.



SPECIAL GUESTS-at the Van Buren County Farm Bureau debt-reduction dinner April 25, were (left to right) Carroll Newton, State Repre-sentative, Barry County: Edson Root, State Representative, Van Buren County; Edward Hutchinson, Con-Con Delegate and Convention Vice President: Donald Piper, president Van Buren Farm Senatorial District. Bureau; Dr. Charles Anspach, President Emeritus

Van Buren **Group Meets** 

On Hospitality Day of Michigan Week, the "Michigan First' community group of Van Buren County sponsored a dinnermeeting for farm and city people at the Farm Bureau building in Paw Paw. The program, introduced by District Director Max Hood, featured 4-H "Share-the-fun" talent winners and members of Farm Bureau families

A talk by Peter J. Sikkema, Manager of the Egg-Marketing Division of Farm Bureau Services was well received by the 80 persons present.

Sikkema pointed out problems of farmers in financing their operations and control of their business due to greater intervention by government.



pounding rain. Plyac is based on liquid polyethylene. It sticks. You stretch the time between respraying . . . get more work from your spray dollar. Just 2 to 4 ounces of Plyac give

"stick-to-it-iveness" to 100 gallons of spray mixture. Add it to wettable powders, sprays or emulsifiable concentrates. Plyac gives added effectiveness to all sprays.



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come wind...come rain

PLYAC<sup>®</sup>Liquid Polyethylene Spreader-Sticker

Central Michigan University and Con-Con Dele-

gate; Francis Finch, Con-Con Delegate, Van Buren

County: Don Pears, State Representative, Berrien

County, and Speaker of the House of Representa-

tives; Walter Wightman, president, Michigan Farm

Bureau and Fredric Hilbert, State Senator, Eighth

## takes the whether out of weather!

Sprays stick and stay through roughest weathering when you use a few ounces of Plyac spreader-sticker in the tank. They keep on working through gusty wind and

MICHIGAN FARM NEWS

FIVE

June 1, 1962

# Women's Work, ---State Office Visitors

## **Farm Bureau Center Visitors**

#### Many Groups **Tour Facilities**

B.I.E. DAY,-Business, Industry and Education join together each Spring for a firsthand look at how business operates in America. Specifically, B.I.E. Day in Lansing came Wednesday, May 9, and included a visit to Farm Bureau Center for 20 teachers from the Lansing area.

They spent the day learning about Farm Bureau and affiliated services. Included was an introduction to legislative activities,-review of Farm Bureau Services and Insurance company structures and of Farmers Petroleum Cooperative.

#### **County Groups Visit Offices**

Other tours have been taken recently by Farm Bureau groups from Kent and Macomb counties. A group of 25, sponsored by the Women's Committee of the Kent County Farm Bureau followed a tour of the office by another of the Oldsmobile plant.

A similar tour with an accent on legislative matters was conducted by the Women's Committee of the Macomb County Farm Bureau.



is dedicated to improving knowledge of, and ties through the Personnel Division. faith in, the American economic system. It in-

GET ACQUAINTED TIME-for B.I.E. Day cludes an effort to understand the contributions visitors at Farm Bureau Center included coffee made to progress by others. The Michigan Farm and rolls in the employees' lunch room. The day Bureau customarily participates in B.I.E. activi-



WORK OF THE "MEMBERSHIP DIVISION" is explained by Virginia Almy to the 25 touring members of the Kent County Farm Bureau during their recent visit to Michigan F.B. offices in Lansing. Mrs. Francis Campau, vice-chairman of the Kent County Women's Committee was in charge of the tour.



TAPE RECORDING MACHINERY-in the Information Division at Farm Bureau Center, attracted the attention of the 21 members of the Macomb County Farm Bureau Women who visited recently. Besides Farm Bureau, the group toured Constitution Hall and state Capitol. Mrs. Alfred Landerschier headed arrangements.



**North Carolina Plans** 

**Expanded Farm Bureau** Program

#### **Michigan System**

**Is Examined** 

Adequate finance for an expanded program has been the theme for farmers of the North Carolina Farm Bureau in recent activities that are beginning to attract attention and support. Included will be a completely new program of work for community Farm Bureaus of that state.

To further this work the North Carolina Farm Bureau has engaged several "program specialists"—among them J. Edwin Mitchell, a former Extension Agent who visited Michigan recently to study community Farm Bureau group work here.

While in Michigan, Mitchell visited county offices in Ingham, Eaton and Kalamazoo and attended the monthly meeting of the Townline Community Group of Ingham county.

Other states which have founded community Farm Bureau groups based on the Michigan 'pioneering' pattern include Colorado, Maryland, California and New York.

#### **Radio Schedule**

PROGRAM SPECIALIST-J. Edwin Mitchell of North Carolina, visits with Don Kinsey, (left) and J. Delbert Wells, (right) about Michigan's successful Farm Bureau Community Group program. Kinsey as Coordinator of Education and Research for the Michigan Farm Bureau, pre-

pares the monthly discussion topic material. Wells is Manager of the Family Program Division which includes the Community Group area. The North Carolina Farm Bureau is considering a program of community Farm Bureau activity based on the Michigan pattern.

## Wisconsin "Farm Bureau at Work"

Listed are radio stations carrying Farm Bureau's weekly 15-minute variety broadcasts on a regular basis. Tune in, - let your local station know that you appreciate this fine public service programming.

Adrian; Dial 1490......WABJ Saturday 12:15 p.m.

Albion; Dial 1260 ..... WALM Thursday, 6:15 a.m. Alma; Dial 1280.....WFYC

Saturday Farm Program 6:30 to 7:00 a.m. Alpena; Dial 1450 ...... WATZ

Monday 6:30 a.m. Ann Arbor; Dial 1290 ...... WOIA

Ann Arbor; Dial 1050 .... WPAG Thursday 7:00 a.m.

Bay City; Dial 1440 ...... WBCM Saturday 12:15 p.m.

Bay City; Dial 1250 ...... WWBC Announced Locally

Saturday 12:30 p.m. WHFB Hastings; Dial 1220 ..... WBCH Benton Harbor;

Coldwater; Dial 1590 ..... WTVB Kalamazoo; Dial 1420 .... WKPR Friday 6:00 a.m.

> Monday 6:00 p.m. Ludington; Dial 1450 ..... WKLA

Saturday 7:00 p.m. Manistee; Dial 1340 ...... WMTE Monday 1:00 p.m.

Marinette, Wis. Dial 570 WMAM Friday 11:55 a.m.

Menominee; Dial 1340..WAGN Saturday 6:15 a.m.

Midland; Dial 1490 ...... WMDN Saturday 6:30 a.m. Muskegon; Dial 1090 .... WMUS Saturday 12:15 p.m.

Owosso; Dial 1080 ...... WOAP Monday 12:35 p.m.

Tuesday 11:45 a.m.

late supper. Michigan host counties included Oceana, Ottawa and Newaygo, The ladies, all from Sheboygan County, Wisconsin, were met when they docked by Charles Burkett, Michigan Farm Bureau Regional Representative, who acted as their guide for the day. From Ludington they went directly to the Henrickson home where

The day's activity included

Women

Visitors

Thirty Wisconsin Farm Bu-

reau Women w e r e recent

guests of county Farm Bureaus

of the West Central area May

14. The day-long activities be-

gan with their arrival at Lud-

ington early in the morning by

car-ferry, - continued with breakfast at Elmhurst Farms,

(the home of Mrs. Elwin Hen-

rickson) and finished after a

Saturday 6:15 a.m. Detroit; Dial 760.....WJR Lapeer; Dial 1230......WMPC Announced Locally Dowagiac; Dial 1440 ...... WDOW Saturday 12:15 p.m. East Lansing; Dial 870..WKAR

Saturday 10:30 a.m. Escanaba; Dial 680......WDBC Saturday 11:35 a.m. Fremont; .....WSHN

Announced Locally Gaylord; Dial 900......WATC Thursday noon

...WGRD Dial 1410 Saturday 6:40 a.m. Greenville; Dial 1380.....WPLB

Saturday 1:30 p.m. Hancock; Dial 920 ...... WMPL Wednesday 6:30 a.m.

Petoskey; Dial 1340 ...... WMBN

Saturday 6:45 a.m.

Grand Rapids; ...

Big Rapids; Dial 1460 .... WBRN

## 10 FARM BUREAU'S UNICO EXTERIOR

- JUNE 1 THROUGH THE 30TH !
- LABORATORY AND WEATHER-TESTED EXTERIOR PAINTS

JUNE PAINT SALE

- COMBINE BEAUTY AND ECONOMY
- SEE YOUR NEARBY FARM BUREAU DEALER

### Super Red Barn Paint

## \$3.75 gal.

tage -

The sun is the worst enemy of all exterior paints. Unico's No. 411 Super Red Barn Paint's unusually high iron oxide content puts a shield against this enemy on your barn. No. 411 has long life and hiding power plus good color retention.

## White House Paint \$4.95 gal.

After one coat of Farm Bureau's Unico No. 201 your home will be transformed to a brilliant white. No. 201 has superior hiding quality; controlled chalking; good leveling and excellent mildew resistance. No. 201 not only "saves the surface" . . . it saves you money.

#### **Zinc Metal Paint**

## \$8.95 gal.

Farm Bureau's Unico No. 701 Gray Zinc Metal Paint is made with a high content of finely powdered zinc. That's why when you use it you're just about rezincing the base metal. Tests throughout the country have proved that it's the nearest you can come to galvanizing with paint.

#### PRICES QUOTED ARE APPLICABLE AT MOST FARM BUREAU DEALERS IN MICHIGAN



Dial 1060 Tuesday and Thursday 12:40 p.m. Charlotte; Dial 1390 ...... WCER Saturday Farm Show 12:30 to 1:00 p.m. Cheboygan; Dial 1240 .... WCBY Friday 1:05 p.m. Clare; Dial 990.....WCRM Friday 1:05 p.m.

**18 Members** 

Named by Wightman

has announced the appointment

of the Resolutions Committee

for the 43rd annual meeting of

the Michigan Farm Bureau at

Michigan State University

Members of the State Reso-

lutions Committee and their

districts are: (1) Harold Shan-

non, Marcellus; (2) Lloyd W. Smith, Battle Creek; (3) Don-

ald Ruhlig, Dexter; (4) La-

verne Bivens, Dowling; (5)

Merl Byington, Corunna and

(6) Clifton Lotter, Silverwood.

Stanley Bode, Fremont, (8)

Other members are: (7)

November 7-8-9, 1962.

President Walter Wightman

Tuesday 12:30 p.m. Houghton Lake; Dial 1290 Monday 12:30 p.m. Ionia; Dial 1430......WION Saturday 6:30 a.m. Jackson; Dial 1450 ...... WIBM

Omer Colbert, Auburn, (9)

Keith Shugart, Traverse City,

(10) William Parsons, Charle-

voix, and (11) Waino Rajala,

Representing Farm Bureau

Women will be: Mrs. Wilford

Bunyea, Plymouth, Mrs. Carl

Reed, New Era, and Mrs.

Thomas Wieland, Charlevoix.

James Sparks, Cassopolis, will

represent Farm Bureau Young

People. Designated as "Mem-

el, Williamston, Allen Rush,

Lake Orion, and Lloyd Shan-

The Committee will meet in

August for its organization ses-

Festival

kel, Wheeler.

June 16

Dukes.

Saturday 6:30 a.m. Jackson; Dial 970 ......WKHM Third Tuesday of each month

breakfast was waiting at the WHGR Rogers City; Dial 960 .... WHAK early hour of 6:30. Following Friday 12:00 noon the breakfast, the ladies were Saginaw; Dial 1210 ......WKNX Saturday 12:40 p.m. shown color slides of Oceana St. Johns; Dial 1580 ...... WJUD County's fruit and agricultural products by Mrs. Helen Gilli-Saturday 6:15 a.m. land.

Tawas City; Dial 1480 .... WIOS Tuesday 12:15 p.m.

funcheon hosted by the Ottawa County Farm Bureau Women, **MFB Resolutions Committee** a tour of the Holland Tulip Festival, and a late supper as guests of the Newaygo County Farm Bureau Women. Here sion. Committees in recent they were welcomed by Mrs. years have found that the com-Margaret Muir, of Grant, chairman of the Michigan pletion of their report has re-

Farm Bureau Women. Included in the group were Mrs. August Bauman, chairman and Mrs. Herbert Ebelt, vicechairman of the Wisconsin Farm Bureau Women; Mrs. Harvey Kalstner, chairman of Sheboygan County Farm Bureau Women, and Mrs. Mildred Black, county organization director for the Sheboygan County Farm Bureau,

convention in November. bers-at-large" are Dale Dunck-Balances with the second states when the second states and the sec

quired about six days.

Last year's Resolutions Com-

mittee had before it reports

from 71 County Farm Bureaus

and the six state commodity

committees, totalling 850 reso-

lutions, which formed the basis

for action recommended to the

nearly 700 voting delegates at

the Michigan Farm Bureau



During the 1961 growing season, Michigan Mutual Hail paid loss claims on 36 different days in 39 Michigan counties!

This 50 year old company . . , a non-profit organization, operated by farmers for farmers . . . provides prompt, fair cash settlements for hail damaged Farm and Truck Crops.

Why not protect YOUR INCOME with a Michigan Mutual Hail "Multiple Crop" policy? Write today for the address of your nearby agent.

INSURE YOUR INCOME . . . for only pennies per acre.

MICHIGAN MUTUAL HAIL /U Insurance ompany

107 N. Butler Blvd. Lansing, Michigan

Ph. IV 2-5265

Fred M. Hector, Secretar

**Cherry-Dairy** Oceana County Farm Bureau is sponsoring a Cherry-Dairy

In it, issues involved in the referendum on a national turkey marketing order, (now set for June 18-22) will be explained, along with details of the mechanics of balloting, eligibility and exemptions.

Appropriate for June Dairy Month, Farm Bureau's fivepoint national dairy program is also outlined.

Nation's



Agriculture"-official monthly publication of the American Farm Bureau Federation, contains good reading of farm importance. Mailed to all Farm Bureau members, this colorful magazine should reach you shortly.

Products Festival, Saturday, June 16th at the Shelby High School, with dinner from 5 to 7 p.m. The event will feature fruit and vegetable products in which Oceana County ex-

cels. There will be exhibits and information on many of the crops and color slides of the county will be shown. Tickets for the dinner are now on sale at a cost of \$1.25 per

vegetables, such as peaches,

apples, plums and asparaqus.

person. Oceana County now has the largest cherry acreage in the United States and is high in production of many fruits and

#### June 1, 1962

MICHIGAN FARM NEWS

#### M.A.C.M.A.

#### **Districts Observe**

SIX

## Soil Stewardship Week



SOIL STEWARDSHIP WEEK-May 27 - June 3, is observed throughout Michigan by the state's 80 Soil Conservation Districis, now sponsoring many events to draw attention to personal responsibilities fied to wise use of land and water resources. Pictured in the office of Governor Swainson as he signs the official Stewardship Week proclamation are: Mrs. John Harmon, President of the Ladies Auxiliary, and R. W. Peterson, President of the Michigan Association of Soil Conservation Districts.

## **Enraged Farmer OffersLand to J.F.K.**

#### "Complete With Taxes And Mortgages"

taxes and the mortgages."

Smith's offer has received

lations for his courage from

those who feel strongly about

"Mr. Freeman's obvious in-

Small farmers will be required

"We love our farm, Mr. Pres-

ident,-but we love our free-

dom more," Smith concluded.

"Since the government is determined to run our farm, it should own it and pay the taxes and mortages!" --- With that statement, O. D. Smith, farmer of Saranac in Ionia county, made plain his strong feelings against the Administration's proposed farm bill.

the proposed USDA "food and In a letter to President Kenfarmer control" schemes now nedy, Smith wrote: "If and in Congress. when your farm legislation calling for strict government tent is to control the produccontrol of farm production is tion of big farmers while forcpassed by Congress in anything ing small and beginning farmlike its presented form, we will ers out of business. . . Big promptly send you a duly refarmers will have the governcorded quit-claim deed to our ment 'license' to stay big. 80-acre farm, located on R. R. 2. Saranac, Michigan. to become even smaller.

"Since the government is determined to run our farm, it is only reasonable that you should own it and pay the

## June 29 **SS** Aquarama To Sail

Farm Bureau members and Sarnia, and back to Detroit

## **Asparagus Division Growth Continues**

much concern, Foster reported.

'The strength of the asparagus

industry depends upon growers

and processors exerting every

effort to provide 'Mrs. Con-

sumer' with high quality

asparagus at competitive

A membership drive will be

conducted during this harvest

season. Members will call on

their asparagus - producing

neighbors encouraging them to

join the MACMA Asparagus

Program. Growers interested in

advancing their industry

through this cooperative effort

may contact: MACMA, (Mich-

igan Agricultural Cooperative

Marketing Association), 4000

N. Grand River Avenue, Lan-

are attempting through adver-

tising and personal agent con-

tact to acquaint more and more

farmers with the advantages in

coverage, convenience and

economy of the Farmowners."

The Farmowners policy is an

original idea in farm protec-

tion. It protects the farm home

and contents, farm personal property, and barn and out-

buildings for fire, wind, theft

and liability. The protection is

provided in one policy with

one premium through one

The popularity of the Farm-

owners is expected to continue

high as more farmers learn of

its outstanding advantages.

prices," he said.

sing 4, Michigan.

The newly organized Aspar- causing the asparagus growers agus Division of MACMA has grown to 138 members, according to Harry A. Foster, acting secretary of the Asparagus Marketing Committee. Member-growers are currently serviced by a weekly newsletter containing current market news and production information.

The Asparagus Division represents one of three prime commodity groups organized through MACMA, an affiliate of the Michigan Farm Bureau, organized in 1961 at the request of the MFB voting delegates to develop a cooperative marketing program.

Many price and grade irregularities and the relaxing of grading procedures are now

### **Farmowners' Policy Popular With Farmers**

Farm Bureau Mutual's Farmowners policy, (the first farm package policy in Michigan) has shown tremendous popularity with Michigan farmers since its introduction in January of 1961.

In just 15 months, 6,821 Michigan farmers have protected their farms with this new idea in farm protection.

"The acceptance of the Farmowners policy has been most gratifying," said N. L. Vermillion, Administrative Vice-President for Farm Bureau Insurance. "However, we feel that a great potential for

nation-wide publicity through wire-services and newsreel this policy remains throughout cameramen. His statement the state," he continued. "We brought a deluge of congratu-

> **Christian Rural Overseas Program**

agent.



## Lightning Chief Farm Fire Cause

#### **Causes 400 Deaths** Yearly in U.S.A.

During the past five years, Michigan farm buildings valued at more than three million dollars have gone up in smoke after having been struck by lightning. Lightning is now the number-one cause of fire loss on Michigan farms.

More than 400 persons are killed and over 1,000 injured by lightning each year in the United States. Nearly all of these fatalities and injuries occured in rural areas.

The period from now through September is the most dangerous lightning season, says Richard G. Pfister, agricultural safety specialist at Michigan State University. Pfister notes that during the past four years more than 36 fires in August alone resulted in losses totaling. over one-half million dollars.

Proper protection against lightning can save the farmer money in various ways. Besides preventing the loss of life and property, it can also reduce the cost of fire insurance on buildings.

Protection systems should consist of three basic parts, according to Pfister. Air terminals-more commonly known as lightning rods-are installed at high points on buildings. Typical installations are on the roof ridge, chimneys, ventilators, gables or even at the top

Copper or aluminum conductors connect these lightning rods with the ground. Woven

of lone trees in a pasture.

cables are the most popular conductors, Pfister advises. Conductor cable should be

fastened securely to the air terminal points and ground rods with special hardware designed for that purpose. The cable should also be fastened down with strap fasteners about every three feet.

A good "ground" is vitally important. At least two grounds should be used on all buildings, Pfister advises. They should be spaced at opposite ends of the building. The ground rod should extend at least 10 feet deep and extend at least one foot from building foundations. This will prevent damage to walls when lightning discharges from the air terminal rods to the ground," says Pfister.

Farmers who plan to install "lightning rod" systems should consider the following points before purchasing:

1. Look for a well - known local dealer who can install a "master label" job.

2. Demand a lightning protection system which includes air terminal points, conductor and ground.

3. Avoid the "special bargains" offered by the traveling installation crews.

Farm Bureau Dairy Advisory Committee

## Lightning Arrester Is **Offered By F.B. Mutual**

A General Electric "Lightning Arrester" is offered to policyholders of Farm Bureau Mutual, on a share-the-cost basis. The Arrester costs \$6. per unit with the money refunded by Farm Bureau Mutual after installation, and upon receipt of a signed, dated bill by the installing electrician.

The device is designed to protect appliances from destruction caused by "lightning surge" which frequently burns out motors, wiring and in some cases starts fires. It will protect water heater elements, motors on coolers, refrigerators, T.V.'s, etc.

It is designed primarily for fuse-box installation, and installation on the sides of buildings adjacent to service lines. It is a small, sealed unit, requring no maintenance once installed.

You can acquire the Arrester for the cost of installation only, (usually under \$5.00) with the original unit cost of \$6.00 refunded by Farm Bureau Mutual upon receipt of the signed bill showing date of installation. Write direct to Farm Bureau Mutual. Shipment will be made from the supplier.

## Dairymen **Must Sell**

"Dairymen must match the 'power to produce' with the 'power to sell' if they want to stay in business," according to Andrew Jackson of Howell, President of the American Dairy Association of Michigan.

Improved crops, fertilization, mechanization, Irrigation, artificial breeding on a selective basis, testing, weeding, feeding, and breeding have all helped increase the power to produce.

Per capita consumption of milk based on all dairy proucts was down in 1961 because fluid milk, cream, evaporated milk, and butter have lost ground on the market front. The changing national milk production scene finds one-fifth the number of dairy farmers, compared to 1940, producing more milk per cow, more milk per man, more milk per acre, and more milk per farm.

"This means more milk to sell in a highly competitive market," declares Andrew Jackson. "Every farmer has a

ONE OF SIX IMPORTANT COMMITTEES- Robert Zebb, Clinton; Walter Frahm (Committee that advise the Michigan Farm Bureau on com- Chairman), Saginaw: Bryce Doran, Chippewa; modity matters, is the 15-member Dairy Ad- Duane Dancer (front row), Jackson; Melvin Anvisory Committee. These producers apply on- derson (behind Dancer), Eaton; Milton Osborn, the-farm experience to problems of dairymen in Sanilac; Kent Boyd, Mecosta; Ward Hodge, several sessions yearly. Pictured at one such Sanilac; Thomas Hahn, Mecosta; Herbert Fierke, meeting, the group and their counties include: Saginaw; Robert Benson, Wexford; and Franklin (from left) Vincent Reddy, Kalkaska; Willard Schmidt, Ottawa. Wangler, Ogemaw; Eugene Roberts, Missaukee;

their friends are reminded of the full-day cruise by ocean liner planned by Farm Bureau Women for June 29.

The huge boat is scheduled to leave Detroit from the dock at the foot of West Grand Blvd. at 9:30 a.m. It will dock that evening at 9:15 p.m. The trip will be from Detroit up the St. Clair River to Port Huron and

The fare is low,-only \$8.50 for adults and \$4.45 for children under 12. While there are many places to buy food on board ship, people are welcome to pack picnic lunches.

Tickets are now on sale, and available in each county through county Farm Bureau offices and members of Farm Bureau Women's Committees.

This is not, and under no circumstances is it to be construed as an offering of these debentures for sale, or as a solicitation of offers to buy any such debentures. The offering is made only by the prospectus.

## \$1,500,000 FARM BUREAU SERVICES, INC. Series A Debentures-Issue of 1961 6% Simple Interest ------ 15 Year Maturity

The purpose of this issue is to provide additional working capital and to modernize facilities of Farm Bureau Services, Inc.

The issue and the Farm Bureau Services, Inc. are fully described in the prospectus dated November 30, 1961. The prospectus is the basis for all sales.

For copy of the prospectus, and a call by a licensed salesman, please fill in and mail the form below:

> FARM BUREAU SERVICES, INC. Securities Promotion Division P.O. Box 960, 4000 N. Grand River Lansing, Michigan

Please send copy of prospectus for Farm Bureau Services, Inc. 1961 Issue Series A Debentures and have a licensed salesman call.

Name	
Road	
P.O. Address	
County	Phone No.

A CARLOAD OF 60,000 POUNDS-of Michigan CROP beans -part whole and part splits-were loaded and shipped from the Michigan Bean Company siding in Saginaw on April 23. Destinations are Algeria, Chile, Congo, Haiti and Indonesia. They will be used for refugee and Institutional feeding. This shipment was made possible by the Gratiot County CROP campaign last year.

Shown (left to right) are: The Rev., J. F. Cook, Gratiot County CROP Chairman; W. F. Bolster, Michigan Bean Company; Russell M. Hartzler, Michigan CROP Director; Eugene E. Buerge and Stanley Wesenberg, Gratiot County: and C. H. Roth, Michigan Bean Company.

#### C.R.O.P. Expands Work In Michigan

Michigan CROP, - Christian Rural Overseas Program, has had recent successes "beyond my fondest hopes"-according to Russell M. Hartzler, state director. Dan E. Reed, Legislative Counsel for Michigan Farm Bureau, serves as chair-man of the Michigan CROP Board of Managers.

Because of support and interest from farmers and others, the program of direct overseas aid has been expanding to a point where the Michigan CROP program is outstanding in the nation. Contributions in commodities or cash currently come from farm and non-farm sources on an approximate 50-50 basis.

Dairy farmers have shown great interest in the CROP milk program and farmers in the bean-producing areas have responded with an overwhelming 60,000 pounds of dry beans recently shipped out of Michigan, (see nearby picture).

In February, the third carload of crab-apple jelly was shipped by Michigan CROP,-250 cases to Greece, 100 cases to Italy, 50 cases to Grenada, 100 cases to Hong Kong and 150 cases to Jordan.

About 2/3 of the cost of the jelly was paid from 1961 Berrien County contributions and the balance from state-wide contributions.

Copies of letters received in reply to the shipment show how warmly it has been received.

From Grenada-"These fifty cases of jelly are being used in

the school feeding program in Grenada, supplying meals now for over 2000 children who are very poor. One case has been sent to be used in the children's ward of the Colony Hospital where there are over sixty cases of malnutrition. Together with the USDA supplied foods and locally procured fresh fruit, vegetables and fish, this gift makes the meal in the shools complete-with a sweet."

From Italy - " . . . Church institutions benefited from this shipment of jelly with seventyfive per cent of the shipment going to children's homes, church schools, old people's homes, and hospitals. The remaining twenty-five per cent was distributed to large needy families regardless of creed."

From Greece (before shipment arrived)-"We are greatly pleased . . . with the delightful news of a forthcoming gift of jelly . . . Jelly, syrups and the like are particularly appreciated gifts because they constitute in many cases practically a full meal for children in villages where we run school lunches with very often only bread and milk . . .

Shortly, a carload of milk powder will be shipped to similar food-shortage areas.

"We are both humbled and inspired as we recognize that we live in a country of 'plaguing abundance,' while most of mankind lives in deep poverty. We are most grateful for your help as we seek to minister to the needs of a few of our less fortunate fellow men," Hartzler reports.

#### **Fast Claims Service**

## Farm Bureau Adjusters Forester Move In Wake of Storm Promoted

Severe winds and heavy rain struck many communities of the state Monday, April 30. Wind damage to Farm Bureau insured property in several counties was extensive.

On the day of the storm and during the next three days, Farm Bureau Insurance claims adjusters moved fast over a wide area to process claims for damage to homes and farm buildings.

Losses in eight counties alone exceeded \$100,000. They included Berrien, Cass, St. Joseph, Branch, Calhoun, Kalamazoo, Barry and VanBuren, all in the southwest part of the state. Scattered wind losses in other areas exceeded another \$100.000.. Farm Bureau claims person-

nel moved in the wake of the storm, shifting from other ter-

#### **Joint Alpena Effort**

## Leaders Discuss Problems

"United Effort on Common labor monopoly

Problems" was the theme of a recent program undertaken jointly by the Alpena County Farm Bureau and local representatives of the Chamber of Commerce, Medical Association and National Association of Manufacturers.

Congressional proposals of mutual interest were discussed by a resource panel dealing with problems facing agriculture, business and professional people. J. Delbert Wells, Manager of the Family Program Division of the Michigan Farm Bureau, explained the USDA 'Food and Farmer Control' schemes; Dr. Kessler of Alpena, president of the County Medical Society, told of the "Medicare" program as proposed in the King-Anderson bill. Ramon Dixon of the Detroit Office of the National Association of Manufacturers explained the Davis - Bacon bill

ritories to those hardest hit. Bill Hayes of Kalamazoo went to Berrien; Wendell DeBruin worked in Cass; Leslie Mc-Lenithan of the Grand Rapids Branch Office went to St. Joseph; Bill Sharp of Lansing went to Barry County, and later to St. Joseph; Sam Sineni of Monroe went to Lenawee; Dick Root of Ingham county moved to Calhoun and Dan Chaffee worked in Livingston

county. According to Howard Brown, Farm Bureau Insurance Claims Manager, "It is our intention to meet situations of this type with fast action. The concentration of wind claims in eight counties called for extra help. Shifting personnel temporarily to counties hardest hit enabled us to contact all policyholders who had losses in just four days' time."

After the individual presen-

tations, questions were asked

the panel, with Stan Godfrey

Commerce, moderating.

milk.

#### Nygren to Pennsylvania

The transfer and promotion of Harold C. Nygren, Supervisor of the Hiawatha National Forest, Escanaba, Michigan, was announced by M. M. Nelson, Regional Forester of the North Central Region in Milwaukee. Mr. Nygren's new assignment will be as Chief of the Division of Operation, Fire Control, and Personnel Management in the Regional Office of the Eastern Region of the Forest Service, Upper Darby, Pennsylvania. His replace-ment on the Hiawatha Na-His replacetional Forest has not been selected.

Born in Engelholm, Skane, Sweden, Mr. Nygren received his B.S. degree in Forest Entomology from the New York State College of Forestry in June 1936. He is an active member of the Society of American Foresters.

Mr. Nygren and his family have been residents of Escanaba, Michigan, since 1957.



chance to raise his voice in the market places across America by supporting the promotion program of the American Dairy Association at the uniform rate of 2 cents per 100 pounds of





They hold the line endlessly against stock escape or invasion. You drive Unilites, without digging, filling, tamping; and they withstand fire, rot, termites, heaving, as no other post can. Red uniforms brighten the picture by day, reflectorized tops mark field and road boundaries by night. Keep fences tight with Co-op's UNILITE! Quality guaranteed.

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#### represented at the meeting, considered something of a "pilot effort" for future expansion in other areas. Among the professions present were barbers, nurses, retail merchants, doctors, dentists, religious groups, teachers, pharmacists, broadcasting and print-media representatives and representatives of civic clubs and of

heavy industry. The meeting was summarized for the more than 60 persons present by J. Delbert Wells, who advised participants to continue study of the problems outlined and to spread understanding among those dealing with tax reform and with whom they worked.

## U. P. Farmer is Member of Famed **London Antarctic Explorers Club**

rations and killed seals, pen-

guins and sea leopards to pro-

vide food to stay alive. Even

the last of the dogs finally

**Recalls Taste Of Seal Meat** 

Mrs. Bakewell soon will

butcher "when the freezer gets

a little empty," Bakewell re-

"I always thought nobody

could force me to eat that stuff," he said. "But when

you're hungry you'll eat any-

He didn't suffer from frost-

"My beard and mustache

were so long that I could tie

bite as much as some members

thing."

of the expedition.

called the taste of seal meat.

Looking at a steer he and

were shot for that purpose.

#### **Has Farmed Past 16 Years**

EDITOR'S NOTE: The following story is printed with the permission of the Marquette Mining Journal and James E. Trethewey of the Journal staff. It deals with the unusual adventures of William Bakewell, former member of an Antartctic exploration crew, and who now farms at Dukes, Michigan, near Marquette in the Upper Peninsula. Mrs. Bakewell is Vice-Chairman of the District 11-E Farm Bureau Women's Committee.

#### BY JAMES E. TRETHEWEY

DUKES - It's a long way from the Antarctic region to this small Marquette County hamlet-8,000 miles or more.

But often, when he's leafing through travel magazines or taking care of chores around his farm home here, 73-yearold William Bakewell's thoughts wander back to the part he played in one of the most incredible sagas of exploration in the icy vastness at the bottom of the world.

Bakewell then in his 20's, was an able seaman and the only American aboard the 114foot barkentine . Endurance with which Sir Ernest Shackleton, noted British explorer, planned to reach the Antarctic continent which he intended to cross by sledge by way of the South Pole.

Alfred Lansing, Chicagoborn author, interviewed Bakewell and the few others still living of the 27 men who accompanied Shackleton for his book, "Endurance." His story of how they fought the overwhelming hazards of the Antarctic-published in 1959is regarded by many as one of the great adventure tales of all time.

Joined Crew in S. America Shackleton left England Aug. 1, 1914, on what he called the Imperial Trans-Antarctic Expedition, and reached Buenos Aires in October. Bakewell had been aboard a seagoing freighter, the Golden Gate, when it was dashed against a breakwater in Montevideo, Uraguay. Hearing that the Endurance was looking for a seaman, he applied for and got the job.

A shipmate on the Golden Gate, Perce Blackboro, 18, also applied for a job, but Shackleton turned him down. Bakewell smuggled the youth aboard, and after a few days as a stowaway, Blackboro was discovered and grudgingly added to the crew by Sir Ernest.

#### Ship Crushed By Ice

The Endurance entered the

In a book he published in 1919, "South," Shackleford mentioned the American's part in retrieving supplies and equipment from the doomed ship.

"Although the galley was under water," he wrote, "Bakewell managed to secure three or four saucepans which later proved invaluable acquisitions."

#### Camped On Ice Floe

The 28 men off the Endurance then camped on the ice floe, which continued to move northward until April 9, 1916. when the floe broke up after a drift of 457 days.

The party took to three small boats and landed six days later after extraordinary hardships on Elephant Island, off the Palmer Peninsula, where they camped on a narrow beach below vertical ice cliffs.

Shackleton, with five men, somehow succeeded in reaching South Georgia, 750 miles away and east of the southern tip of the coast of South America, in a 22-foot boat.

#### Men Finally Rescued

After three unsuccessful attempts to return to Elephant Island through the ice floes, he reached it aboard a Chilean trawler and rescued the rest of his men on Aug. 30, 1916.

Shackleton, who had penetrated to within 97 miles of the South Pole in an earlier expedition in 1908, died at South Georgia early in 1922 while on still another voyage to the Antarctic.

Bakewell, a native of Joliet, Ill., and one of nine survivors of the 1914-16 expedition, ran away from home when he was 12. He was footloose until he was married at the age of 37-

he and his family coming to

Dukes to settle down, as a

#### Worked Near Here As Youth

farmer 16 years ago.

In his teens he traveled all his foot when they reached over this country and Canada Elephant Island. and well remembers the time he was booted off a freight Bakewell recalled circumtrain near Newberry. Just 15 stances of the ice breakup dur-

"I grabbed one of his arms Regarding the Endurance exand another man grabbed the pedition, Bakewell admits that the chances for survival looked other. We got him just as the tip of his sleeping bag hit the mighty slim many times. Besides the danger from the elewater" ments, the men were on short

#### One Of First On Land

After 16 months of living on ice, Bakewell was one of the first to set foot on shore. Shackleton had lifted Blackboro over the side and told him to walk up to the island, forgetting that the young man's toes were frozen and he couldn't walk. Bakewell and another sailor jumped out of the boat and carried Blackboro ashore.

Life around the Bakewell home generally is quiet. More active than many younger men, he still takes care of a cow, 70 sheep and a flock of chickens. Doing her share of chores is his wife, Merle, who is 70. In the summer, there's hay to cut and a sawmill to



WILLIAM BAKEWELL-now 73, joined by his wife Merle, looks over one of several books telling of the Shackleton "Imperial Trans-Antarctic Expedition." Together they do all chores on their farm near Dukes, Michigan, in the Upper Peninsula, caring for a flock of sheep and chickens, and one cow.

operate to provide wood for them behind my neck, and I often did- that's why I didn't the winter.

get frostbite," he said. Sometimes his three daughters-Nina Rajala, Companion's Toes Frozen her two sisters, Sarah, His companion off the Gold-Mary 7-drop over for en Gate, however, didn't fare But Bakewell, still has so well Blackboro's feet were of time to think about th frozen so badly that a surgeon when he rarely stayed with the expedition had to place long. amputate his toes and part of

He'd particularly like tend a meeting of the A tic Club-of which he's a ber-which gathers annua London, but it's a trip he's never been able to afford.

## MACMA Annual Meeting

The first annual meeting of the Michigan Agricultural Cooperative Marketing Association, (MACMA) was held May 29, at Kellogg Center, Mich-igan State University, East Lansing.

The program included an address by Charles B. Shuman, president of the American Farm Bureau Federation, division reports, and a field trip to MSU horticulture demonstration plots.

Officers elected to head the organization for the new year include: Walter Wightman, Fennville, MACMA President: Dale Dunckel, Williamston, Vice President. Kenneth Bull, Bailey, Third Member of the board. Others elected were: Clarence Prentice, Okemos, Secretary-Manager; Lee Monroe, Lansing, Treasurer and Gilbert Griswold, Lansing, Assistant Treasurer.

In his talk before the group, AFBF president Shuman remarked that the "pioneering efforts" of groups such as MACMA are far more valuable in helping the market-price system work than all of the efforts of government.

"Of course, it is not nearly as easy to improve markets as it is to just pass another law," Shuman said, "but it means a

thousand percent more." He called the Administration's farm program an open invitation to "bigger and better Billie Sol Estes cases." He said that farmers, through their own cooperative marketing and bargaining efforts are tracing their way around such misuse of political power to the sound ground of expanded income in the free market.



MICHIGAN FARM NEWS

Ancient Truck Rumbles On...

THE "BIG BRUTE,"-a 39-year-old GMC truck company owner. The ancient truck has amazed owned by Furstenberg-Braun Lumber Co., Sag- company officials by its longevity. The Michigan inaw, pauses from its daily task of pulling around Farm News is interested in hearing from readers 60-ton loaded boxcars so driver Jacob Strunk can with farm equipment holding similar records. get further instructions from Randall F. Braun, a

June 1, 1962

SEVEN

#### Lumber Company Vehicle Refuses to Quit

Braun said they bought the

Saginaw. It first hauled coal,

then later went into service

pulling boxcars loaded with

"We paid \$500 for it. It

doesn't owe us a cent," Braun

said. "For the past 14 years it

has worked steadily, and our

total out-of-pocket expense for

Jacob Strunk, driver of the

repairs hasn't exceeded \$50."

lumber to storage bins.

**Tires Gone, But Truck Pulls On-And On** 

A 39-year-old GMC truck that, by all odds, should have get replacement . tires - they retired years ago is still nimbly just aren't made anymore." pulling 60-ton loaded boxcars around the Furstenberg-Braun 1923 truck in 1948 from the Lumber Co. yards in Saginaw. Qualman Construction Co. in

The Furstenberg-Braun Yards frequently provide materials and services to the Saginaw Branch of Farm Bureau Services, Inc., using, however, modern, up-to-date trucks for highway use. The old, 4-cylinder dump-truck, aptly named the "Big Brute," has amazed lumber company executives by its longevity in yard work.

"If it weren't for the fact its hard rubber tires are almost

worn out," said Randall F. the company, admitted there are disadvantages, but agreed Braun, a company owner, "I its performance far outthink the old-timer would alweighed its shortcomings. most go on forever. But I guess we'll have to retire it. We can't

The Michigan Farm News thinks that perhaps many farmers have venerable pieces of equipment still in active use in farm work and would welcome letters from readers concerning them. True, - most Michigan farms are equipped with comparatively modern, up-to-date machinery, but from time to time, some well-worn but highly workable piece of equipment simply refuses to quit. On occasion, owners will swear they work better than when first bought or than their modern counterparts .-- May we hear from you?

"Big Brute" since it came to **Farm Bureau Market Place** 

#### Try A 25 Word Classified Ad for \$1

SPECIAL RATE to Farm Bureau members: 25 words for \$1 each edition. Additional words 5 cents each per edition. Figures like 12 or \$12.50 count as one word. NON-MEMBER advertisers: 10 cents per word one edition. Two or more editions take rate of 8 cents per word per edition. All classified ads are cash with order.

grand- 8, and	1 AGENTS WANTED	13 FARM MACHINERY	23 LIVESTOCK	25 PLANTS & FLOWERS
he days	FARMERS—farm supply and equip- ment salesman, barn builders, stc., make money in spare time selling and installing power farming mechanized equipment, gutter cleaners, silo un- loaders, cattle and hog feeders. Some	ger, noute No. 2, Saginaw, anon-	analysis Perfect Banneer an phos-	Small and large plants out Nettie home. Sand stamp for list. Nettie Hall, Route Z, Roepeke, Rd., Grass Lake, Michigan. (5-5t-24p) 25
to at- Antarc- a mem-	territory still open for more dealers. Write for free details, state where you live and present occupation. Write, Ottawa Hitch FN321, Holland, Mich- igan. (12-tf-54b) 1	1958 I-H, 7 ft. PTO COMBINE, also No. 5 I-H rake. Call GL 3-5386 evenings or write Bruce D. Campbell, 45110 Joy Rd., Plymouth, Michigan. (Wayne County) (6-1t-23p) 13	one he needs. Get Perfect Balancer mineral at your elevator. The Gelatin Bone Co. Romeo. Mich (4-17-47h) 31 FOR SALE—Specific Pathogen Free Swine, boars, gilts, and bred gilts.	KLAGER'S DeKALB PROFIT PUL- LETS-Sixteen weeks and older. The proven Hybrid. Raised under ideal conditions by experienced poultrymen.
ually in	3 BABY CHICKS	15 FARM FOR SALE	Chester Whites, Polands, and Hamp-	Growing birds inspected weekly by trained staff. Birds on full feed, vac-

WHY PAY MORE? Compare the FARM FOR SALE: 248-acre dairy farm. Approximately 190 acres till-

MILKING SHORTHORN BULLS, alves up to breeding age. By our toted sire and from Record of Merit lams. Stanley M. Powell, Ingleside farms, R-1, Box 238, Ionia, Michigan

early in December, 1914, and worked its way southward in adverse climatic conditions. Then, beset in the ice from Jan. 18, 1915, it began drifting northward and finally was crushed in the terrific ice pressure and abandoned on Oct. 27.

3

at the time, it was his introing the long northward drift. He was in a tent when the floe duction to the region that later was to become his home.

in logging camps near Newberry and at Big Bay north of Marquette, but the itch to travel eventually sent him to sea.

**PHONE CALLS BRIGHTEN UP LONG AFTERNOONS** 

split underneath him and his companions. For a short time he worked

"I was rolling a cigarette," he said, "and another man in the tent was doing the same thing. We heard the crack. The ice opened up and he dropped.

accessors and

"That would take \$2,000 or so," he said. "And in this business (farming) you just haven't got that kind of money."

#### Swainson Vetoes

Governor Swainson has vetoed H.B. 22, which would have given some semblance of order to present annexation procedures. It would have helped prevent "strip annexations" the practice of a city or other municipality reaching outside its boundaries to annex industrial plants or other high valuation properties. This frequently wreaks havoc with the tax base of the unit of government from which the property is annexed.

The final draft of H.B. 22, as sent to the Governor, had a high degree of bi-partisan support as evidenced by the vote of 90-0 in the House and 21-3 in the Senate. Of the three opposing votes in the Senate, two were Republican and one Democrat.

#### June 16

and ewes representing 10 breeds from seven states and Canada will be offered for sale at auction at the Livestock Pavilion in East Lansing on Saturday, June 16. This is the date of the 4th annual Stud Ram and Ewe Sale sponsored by the Michigan Sheep Breed-

writing to Graydon Blank, Animal Husbandry Department, Michigan State University, East Lansing, Michigan.

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Phosphorous	8.0	- 5
Calcium	29.0	34
Mag. Sulfate	.24	
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Salt	0.00	0
Get Perfect	Balancer at	Y

elevator. Distributed in Michloan by:

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18

 WHY PAY MORE? Compare the records. The trend is to Warren the backing the particular of t FOR SALE 37b

FOR SALE-24 large Holstein heif-FOR SALE: Holstein bull, 22 months, registered dam; Columdale Echo Creston, A.B.C. sire, King-stead Winterthur Pabst. Max McCool, Kalkaska, Michigan. Telephone AL 84601. (Kalkaska County) (6-2t-22p) 18 ers, due August and September. Foster McCool, Kalkaska, Michigan. Phone Alpine 8-4669. (Kalkaska) (6-1t-16p) 23

 CEDAR POSTS & POLIOS. And Isizes. Pete Bergman, Coleman, Michigan. Phone HO 5-2965. (Midland County) (5-2t-12p) 18
 FOR SALE—Holstein helfers, 900 lbs., 3225.00. 20 large Holstein helfers, 900 lbs., 3225.00.

BUILDING MATERIALS

(6 It-21p) 11 IOADER Auto-from ground to cost. Literature Hitch FN321, (12-tf-20b) 11 NOUR FARM BUREAU DEALER as a red barn paint that beats 'em all. Its high percentage of iron-oxide, bure linseed oil and varnish assures you of a quality job. No. 411 Super Red Barn Paint . . . \$3.75 ga. ONE GALLON of No. 791 Zine Metal Paint (Grey) covers up to 700 that's waiting for you at your local Farm Bureau dealer at \$8.95 gal. ONE GALLON of No. 791 Zine Metal Paint (Grey) covers up to 700 TENNESSEE WALKER at stud. Deable TENNESSEE WALKER at stud. Deable Farm Bureau dealer at \$8.95 gal. Covered. CA 2-5571. Covered Carter (C-5t-25p) 46B

#### POULTRY

POULTRYMEN-Use Perfect Bal-ancer, 8% phosphate mineral feed in your ground feed. Eliminate soft shelled eggs. Mix 3 lbs, per 100 lbs. feed. The Gelatin Bone Co., Romeo, Mich. (4-tf-25b) 2t

HOME IMPROVEMENT

IF YOU want a house paint that is whiter than white, ask your local Farm Bureau dealer for Unico No. 201 White Paint \$4.95 per gallon.

26A YEARLING HENS

NEED LARGER EGGS? Lots of them? Then order Abel's HARCO Reda or Golden Cross or White Rocks. Pro-fit two ways. Write for literature and prices. The Abel Hatchery, Cedar. Springs, Michigan. (3-4t-30B) 26A

#### 26B Poultry - Leghorns

HI-CASH LAYERS make top 3 year profits over all popular straina Missouri Random test, 59, 50 and 51. Also, top the British Columbia test '61. They can make that extra income for you. Order now, day old or start-ed. Free circular. The Abel Hatchery, Codes Spates Michlery.

WANTED: USABLE five foot width front casting with doors tos maple sap evaporator areh. Writa Floyd Amspacher, Route 5, Charlotte, Michigan (Eaton County) (6-1t-21p) 46A

46B

HORSES

ONE GALLON of No. 701 Zinc

Accept no Standardises.
Strade 3, Kole Mrs.)
Burdale 3, Kole Mrs.
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Born SALE—Strate Grant of control in the provide strade in the control in the

new, corn binder good, corn plantsr fair, always stored in garage. Name your price, will take beef heifer. Sredich, 3205 East Coldwater Rd., Flint 5, Michigan, SU 9-0578. (Gene-see County) (6-11-31p) 11 .018

FOR SALE — Used Gould tree-shaker with 1960 claw, 16 foot boom, 20 foot catching frames, and troughs. Bargain. Hawley Nursery, Hart, Michigan. (6 It-21p) 11

FOR SALE—BALE LOADER. Auto-matically loads bales from ground to wagon, truck. Low cost. Literature free. Write, Ottawa Hitch FN221, Holland, Michigan. (12-tf-20b) 11 Holland, Michigan.

Use those Fast Acting, inexpensive KO-EX-7 Brom Thymol Mastitis Detectors Test regularly; you may save a good cow, Ask your Creamery, Druggist, Veterinarian, Samples FREE, BBST by TEST, 50 for \$1. Accept no Substitutes. STERLING RESEARCH CORP. Sidway Bldg., (Sole Mfrs.) Buffalo 3, N. Y.

Sheep Sale Nearly 150 registered rams

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FARM BUREAU SERVICES, INC.

#### Romeo, Mich.

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always ready to serve you.

the telephone: it's always there, ready

EIGHT

# Meeting Today's Challenges in Marketing

## Community Farm Bureau Topic facts of the actual market-production, processing, distri-bution and consumer purchas-For Discussion in June **Background Material for Community**

**Farm Bureau Discussion Groups** DONALD D. KINSEY Coordinator, Education and Research

Farm marketing systems are undergoing rapid change. Among processors and distributors of food products there is a constant movement toward expanding efficiency. Competition forces it. We see mergers and more mergers. Even "independent" merchants form buyers' associations. The struggle for the command of the consumer market is perpetual.

In the years from 1954 to 1960, the number of grocery stores decreased by 27%. Small, independent stores droppd away by 37%. Supermarkets increased by 55% and average sales per store went up 95%. More people to serve - bigger stores to serve them. Food processors grew bigger, too, and more powerful, serving more of the market.



#### **Get On The Right Trail, Pal!**

#### **Farmers Must Learn How to Bargain**

The farmer, remaining a small, independent business man, has to face the power of this growing Goliath of the market place. The vast busness "combines" of today build teams of skilled buyers-men who know all the arts of pressure and stress in closing deals. Farmers are real "pro's" when it comes to producing. But most of them admit being in the "tenderfoot" class in selling.

facts of the actual marketbution and consumer purchasing.

A first step of course, in organizing farmers for bargaining involves getting command of a major percentage of the product to be marketed. But this is only the beginning of the bargaining process.

How do you set a "demandprice" on a product this season? Do you do it "by guess and by gosh?" Well, not if bargaining by farmers is to be as skillful as the know-how of the buyer groups with which you must "dicker." You have to face some facts.

The farmer needs the help of trained experts in this pricing operation. The experts will have both information and bargaining skills. Information? Yes, the expert will be loaded with facts about the size and the quality of the present crop, supplies on hand and carryover trends in consumer demand, the effect of competing products, prices in other places, new forms for using the product, etc. These are the ammunition to be used at the bargaining table. The skill comes in applying these facts in price negotiations-in debating pricing policies, and in knowing how far to compromise.

#### **The Farm Bureau** Approach

Farm Bureau recognizes that sound bargaining rests on such technical facts and skills, and that it is a negotiation process. No "flash - in - the - pan" approach based on the effort to force prices by "withholding" will suffice. You cannot force the market to pay nor to use more than it wants. Explosive tactics disregard real market conditions. Artificially high prices bring more producers into operation. Markets become more glutted than ever and add to pricing confusion.

#### **Help for Producer** Groups

For a considerable number of years Michigan Farm Bureau has offered, and has served, to aid grower groups in organizing for bargaining purposes. The earliest groups to apply for and make use of these services were growers of Michigan

asparagus, pickling cucumbers and processing apples. In 1962, prospects for growth and action are looking bright. Asparagus growers have their best "sign-up" this year since starting to organize.

Michigan Farm Bureau added impetus to this activity in early 1961 when it founded the Michigan Agricultural Cooperative Marketing Association, with a marketing expert in charge.

Intensified work among the state apple growers has been highly successful this year. The apple growers seek to command 70% of the processing apple production for bargaining purposes. By April, 1962, 55% of the crop was under contract. This puts Michigan in the lead as the first state to complete organization of a Farm Bureau grower group under contarct.

The Michigan apple growers had enough contracts in 1961 to begin bargaining. But New York State produces a lot of apples. New Yorkers needed to be "in on the game" in order to make it go. They were working to organize and had hired a manager, but did not get enough sign-up last year. The push is on for '62.

They will get help. It will come from Michigan Farm Bureau's former manager of commodity operations, Mr. J. Ward Cooper. Mr. Cooper is now heading the Apple Marketing Division of the American Agricultural Marketing Association, an affiliate of the A.F.B.F. He has gone to New York state to start work.

#### F.B. Egg Marketing Program

Since its beginning less than 3 years ago the Farm Bureau egg marketing program has made giant strides. This program aims to help farmers in a variety of ways. Where producers equip themselves to meet the highest federal grading standards, (Fresh Fancy Quality) the marketing operation helps to provide premium prices and a reliable and firm market. It also aims to hold the Michigan egg market for Michigan producers.

The Farm Bureau Services packaging and marketing plant has reached capacity operation. 3400 cases of eggs per week

flow through it to market. Farm Bureau is now the third largest marketer and packer of Michigan eggs. Expansion becomes necessary. A new plant is under con-

struction at Brighton, Michigan to serve producers and markets in the eastern half of the state. Under Farm Bureau programs of this kind, the farmer remains his own owner, manager and operator. Under some "integrated" programs, he does not.

#### **Operating Markets Overseas**

Michigan farms produce nearly 623 million dollars worth of farm products every year. Out of this \$95 million worth were shipped abroad in 1961. These overseas sales must continue if favorable prices for our products are to be realized. This fact was recognized by

Farm Bureau when it established its Trade Development Center in Europe to promote the sale of U.S. farm products. Located in Rotterdam, the Trading Center lies within the heart of European trading activity. Rotterdam is the port second only to New York City in the volume of goods that flows through its channels. European buyer and Mich-

igan seller were brought together by Farm Bureau in January 1961. From this contract a large shipment of Michigan onions went to Europe. In the "Center" are samples of many Michigan products ready for the consumer. Bids flow between European dealers and Michigan suppliers. The Farm Bureau Trading Center is a clearing house for this trade.

#### F.B. Helps Sell **Michigan Potatoes**

A Michigan firm recently developed a new type of "flaked," dehydrated, "quick-cook" mashed potato product. Michigan "Russett Rural" potatoes were found to yield a product of superior flavor in this form. It takes 10 tons of raw potatoes to make 1 ton of the dehydrated product.

Our Michigan processor has run into complications in placing orders in England. Farm Bureau's Trade Development Center is "giving him a hand." Shipments totalling 36 tons have now been accepted, and another 23 tons remain "on order.



FARM BUREAU'S TRADE DEVELOPMENT Evart Vander Meulen, formerly of Michigan Corporation-an affiliate of the American Farm and now manager of the Chicago office of Farm Bureau Federation, made excellent use of ex- Bureau's Trade Development Corporation, athibition space during recent trade fairs and pro- tended the exhibitions. Currently the Corporamotions. Pictured is part of an exhibit in tion represents products of 20 American sup-London. Another promotion, held in a Brussels pliers, five located in Michigan. These include: supermarket, featured actual sales of retail-size The Michigan Blueberry Association, Michigan packages of U. S. farm products to Belgian house- Apple Corporation, Michigan Elevator Exchange, wives.

#### Supports Develop **Roadblocks to Sales**

But "We Can't Sell Beans!" Michigan beans of the highest quality are offered along with beans from France and the Balkan countries. An English buyer tells why ours lose out:

"We like the quality of your Michigan beans very much. But why did you raise your support price on them so that they cannot compete with beans from the Continent? Your beans are good-but our people are not going to pay a premium price just to get beans from the U.S.A.'

That's that! As with many another American farm product we price ourselves out of the world market and then pile up surpluses. These become politieal weapons to force strict government controls on production here at home. While under the umbrella of our support price foreign farmers expand their production and capBen Bosgraaf and Sons and Frito-Lay, Inc.

ture the markets we formerly supplied. Then we repeat the process.

#### Bargaining, . . . No Panacea

The bargaining process has nothing "magic" about it. Some. people seem to think it has. They look upon it as a sort of Aladdin's Lamp. You get farmers signed up, call a strike, and Presto! - favorable prices are yours forever - regardless of production and market conditions!

The intent is to have the "magic approach" sweep the country and deliver high prices across the board-supposedly. And supposedly the magic word is "withholding." How much real vision is behind that word?

To hope that you may realize more favorable prices, on a long-term basis through withholding and bargaining alonewhile your pricing policies (private or political) destroy your markets is the blindest form of wishful thinking possible. You betray your own best interests. Experience should teach us that where we price our products at a "consumer protest level," consumers seek for substitutes at more reasonable prices. They cut their buying of farm products. The genius of modern laboratories and industries has supplied them again and again with synthetic substitutes for food and fibre. By ruthless demands you destroy your market.

15

To establish a sound basis for price negotiation, however, makes sense. Such negotiation can set price levels within the limits of public tolerance and leave some gains for all segments of an industry. The consumer and his dollar still vote for you or against you. It is still important that the consumer shall feel that .

In good bargaining, the power of persuasion is fairly balanced on both sides of the bargaining table. No bargaining program can bring farmers an ENDURING and favorable price unless it considers the

If farmers are to bargain successfully in such a colossal marketing system, they must match the business giants in the power of their organization and in the skills of negotiations on prices. The unorganized, isolated farmer is doomed to become a wee, small voice crying in the wilderness.

#### **A Market Program** To Match the Age

When supply is low and demand is high, farmers have fewer problems in getting Yet, even favorable prices. then, the power of the market system may give the farmer less than might well be his due. The decision as to price still remains all on the side of the buyer.

The pricing problem gets tougher when the farmer has more on hand than consumers want or will use. Prices fall and bids become few. A still larger edge is knocked off what the farmer may be paid.

Those who buy from the farmer prefer to do their own price setting-for obvious reasons. To keep this privilege they have commonly opposed all efforts of farmers to organize for price bargaining action. Bribes, threats and propaganda have sometimes been used to drive a wedge between farmers in their efforts to organize, and many such efforts have failed in the past.

#### Bargaining -**Skill Against Skill**

Sound bargaining is not simply a process of clubbing down the opposition by force and intimidation. Good bargaining becomes a two-way street. The interests of all parties concerned must be reasonably served. Unreasonable demands which undermine one segment of the marketing system can destroy the whole industry.

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general farming

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**Richard Linsday** 

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Lawrence Robison

Mecosta County

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**Roland Russell** 

Lenawee County dairy farmer; farms 365 acres

**Ted Landis** 

Calhoun County 600 acres, dairy

and general crops