Attend Your... County Farm Bureau Annual Meeting!

"STRENGTH—THRU GROUP ACTION"

OCTOBER IS CO-OP MONTH!
Please join me in thinking over last year's annual meeting of your county Farm Bureau. Remember?—Did it start and end on time? Did the meeting proceed smoothly without wasting the time of those attending? No long-winded speakers talking on irrelevant topics? Did the officers answer correctly what they were doing? Were committee reports well written and well presented? Could everyone hear? Were facilities comfortable and favorable toward conducting an important meeting?

Were sound business methods used? Was parliamentary procedure followed? Was there any need for an appeal of the president's decision on any controversial matter? Were procedures carried out in an orderly manner? If so, congratulations. If not, where did we go wrong?

I had a nomination committee been at work to make sure there were good candidates for each office and had these candidates been briefed concerning the importance of the job?

Were there a number of well-thought-out proposed resolutions— and did they stir the people to think and talk, even argue, about them?

Were you invited and were reports of the meeting, the election and the policy statements heard in broadcasts, and found in newspapers?

If the answers to these questions were generally "yes" then it would appear almost certain that Farm Bureau in your county is a vital, effective force dealing in issues of importance to you and your neighbors.

Is it?

Would it surprise you that many counties which did not adopt the right test with little difficulty, remain remarkably ineffective because they have failed to become involved in important local affairs?

Farsighted Farm Bureau leaders have been urging county Farm Bureau officials to become involved, deeply involved, in local issues, even for regional or state problems. They suggest that if facts are missing, Farm Bureau become involved in research, that the organization become known as factual, forceful and effective. It has been said that throughout America, one organization is doing a job that the others are doing a fraction of. This might be a simple method to check the "involvement index" of your County Farm Bureau is to count the number of policy issues in recent years which dealt with county affairs and compare them with those calling for state and nationwide action;

How many truly COUNTY Farm Bureau resolutions requiring local action, were left behind to form an effective COUNTY program of work when the state of proposed state and national policy issues were sent on to the Michigan Farm Bureau annual meeting for consideration there?

What was done about them?

Have they taken the concrete form of improved zoning, economy in local government, lives saved, fairer taxation, and improved rural-urban understanding?

Or is there very little evidence that your county Farm Bureau exists? If home is where the heart is— why does it often appear easier to ignore home problems in favor of those far away, in Washington, or across the seas?

Why do Farm Bureau members appear to spend so much time condemning the idea of a strong central government in Washington and then do so very little in many cases to prevent it, by becoming a prime factor in strengthening local government?

Not that national and international problems should be ignored— far from it, for they need the very best thinking and action so we can give the right direction. But it does seem that often we face an encounter face-to-face in our daily lives and which are ours alone to solve.

It has been said that throughout America there is a drain of "non-involvement" causing a breakdown in law and order. A very "joke" concerns the drowning swimmer who refused to cry for help because his plane had not yet become involved.

Has non-involvement hit your County Farm Bureau?

What are YOU doing about it?
Mich. Farm Bureau

"Strength — thru Group Action"

is 48th Annual Meeting Theme...

Tuesday, Wednesday and Thursday — November 7-8-9, are dates of the 48th annual meeting of the Michigan Farm Bureau, to be held on the campus of Michigan State University, East Lansing.

A major change in this year's program involves scheduling the annual banquet for the first night, November 7, at 6:00 p.m. According to Mrs. Wm. Scrailin, Chairman of the Annual Meeting Committee of the board, this has been done to take advantage of facilities at the Lansing Civic Center.

Others serving with Mrs. Scrailin on the committee include Raymond Lannamut, Clayton Ford and Richard Wieland, all members of the Michigan Farm Bureau board of directors. Staff Chairman is Melvin Woell, Manager of the Information Division.

Announced as banquet speaker is Dr. Kenneth McFarland, nationally-known church leader, farmer and author, who will talk on a favorite topic, "Selling America to Americans".

Earlier in the first day, delegates and guests will share in the formal opening of the Convention at 10:00 a.m. and hear the President's Address by Elton Smith. Farm Bureau Women will gather at noon in Kellogg Center for their meeting and election of officers, while other special-interest groups will meet in the Union building.

Second-day highlights (November 8) include an appearance by Roger Fleming, dynamic Secretary-Treasurer of the American Farm Bureau Federation and director of the Washington office. Also expected is an appearance by Governor George Romney in response to a long-standing policy of the Michigan Farm Bureau to invite the state's Chief Executive to appear at each annual meeting.

With few exceptions these invitations have been honored, giving the Farm Bureau "House of Delegates" a first-hand report of state affairs just prior to their discussion and debate of proposed policy resolutions.

Again, County Farm Bureau presidents are asked to attend the exclusive "President's Banquet" upon the personal invitation of Michigan Farm Bureau president, Elton Smith. Guest for the evening dinner will be Merrill Anderson, Iowa farmer and president of the Iowa Farm Bureau. Anderson is expected to compare Farm Bureau "across state lines" and to help spell out some of the important functions of a county Farm Bureau.

The President's Banquet will be held in Kellogg Center's Red Cedar Rooms, Wednesday night, beginning at 6:00 p.m. At the same hour, a Young Farmer's dinner will be held in the nearby "Big Ten" room of Kellogg Center, where a program arranged by the state Young Farmer's Committee will include a nationally-known guest, Arthur Holst, National Football League official, and well-known inspirational speaker.

Business purposes of the three-day convention include management and financial reports, election of officers, consideration of policy statements and adoption of a program of work for the coming year. Subject to election are members of the Michigan Farm Bureau board of directors from "odd-numbered" districts plus one "Director-at-large". Also to be nominated to positions on the board at special-interest sessions will be a state Women's Chairman, and a Young Farmer representative.

THE CALVARYMEN — famed singing and recording group, will be heard on the evening banquet program (Tuesday, Nov. 7) at the Michigan Farm Bureau annual meeting. They have released seven long-play recordings of their rollicking spiritual gospel music; have been singing together for 11 years. The group is headquartered at Flint, Michigan.

THE CALVARYMEN — famed singing and recording group, will be heard on the evening banquet program (Tuesday, Nov 7) at the Michigan Farm Bureau annual meeting. They have released seven long-play recordings of their rollicking spiritual gospel music; have been singing together for 11 years. The group is headquartered at Flint, Michigan.
Board Stresses COMMUNITY GROUP Importance

Backs Action Programs
-New Treasurer Named

"Action packed"—that would be the best way to describe the most recent two-day meeting of the Michigan Farm Bureau board of directors, September 7-8 at Farm Bureau Center, Lansing.

Besides earmarking budget money for an expanded Community Group program, the board approved continuation of Farm Bureau's efforts in public service television production, and endorsed plans for a series of 12 half-hour color programs to be offered all stations of the state in the coming year.

The forthcoming 48th annual meeting of the Michigan Farm Bureau was reviewed by the annual meeting committee of the board of directors, chaired by Mrs. Wm. Scaramlin. Included in their work was the selection of members for committees of the Community Group program within the Michigan Farm Bureau.

In urging use of the theme at the annual meeting, and elsewhere, the committee said it was appropriate symbolically of many areas of Farm Bureau, with the group action of members through marketing programs bringing more income into agriculture; leg- islation and public affairs, as well as individual abilities of Farm Bureau members, allowing farmers to be heard effectively in Lansing and Washington; and where, the committee said it was, as placing further emphasis on improvement of problem solving for better farm operations. The one ultimately providing the strength of all of the systems available.

Just as it is an "accounting" time for farmers--and so it is for the Farm Bureau board committee to investigate the possibility of some form of community group action within their organization.

Along similar lines, they heard a report from the Market-Development Committee of the Michigan Farm Bureau on expanding farm-recording service, including an analysis of such an effort at the University of Michigan where a university specialist who has been involved in a study of farm records for years, has been especially concerned with the problems now faced by mid-west farmers.

The specialist stated that the farm service area now offered Michigan farmers by the Michigan Farm Bureau in cooperation with the Iowa Farm Bureau, is one of the best in the country for the price, and has the most potential for further service of any of the systems available.

As just another example of the number of board actions were of a fiscal nature and budget-oriented, including approval of an account for discussion leader and a minute-keeper, other recommended "STRENGTH-thru GROUP ACTION."" This prompted artist Smith to write as follows:

Dear Mr. Woell: I was surprised and delighted when I read what you wrote about me, "Mutt and Jeff." Your parallel in agriculture was most interesting and true, and I am pleased that you could use the "deep well" idea to get your wishes.

I am pleased that you could use the "deep well" idea to get your wishes. I was very pleased to receive the articles about me. My Michigan Farm News which contained an article about me, was invited to join or to start a Community Group program this year, with this to be the responsibility of the Community Group Committees.

Need for closer working relationships between groups and the county Farm Bureau was underlined in another recommendation, while another suggested that in order to simplify Community Group structure, the officer lists for the Community Group Committee, and the county board of directors.

Discussion topics should emphasize farm economies as well as philosophical issues. Ideas were suggested, with any group able to call for additional discussion topics at any time.

ANNUAL MEETING THEME—serves to spotlight the importance of Farm Bureau Community Groups, stressed by the Michigan Farm Bureau board of directors as the "foundation of Farm Bureau," the board has endorsed board committee to investigate the possibility of some form of community group action within their organization.

Glutted wheat markets and jammed storage facilities have caused the board of directors of the Michigan Farm Bureau to caution Michigan wheat farmers to go slow in planting their fall crop. Less wheat, they believe, will result in higher prices and more net income.

In a public statement to all news media, the Farm Bureau leaders noted the direct relationship between a probable record crop of one billion, 236 million bushels of wheat, and prices paid—currently the lowest in years.

The board members suggested a "voluntary reduction in wheat plantings of a minimum 20 per cent" under last year's acreage.

Last year, farmers responded to a strong harvest-time price, plus the encouragement of government officials and others to increase plantings to meet rising world food needs. Response was such, the Farm Bureau officials observed, that a bumper crop and glutted markets have caused wheat prices to tumble to their lowest point in 25 years, and to become a prime contributing factor in the drop of the farm parity ratio to 74 percent, lowest since depression days.

It is thought that a 20 per cent acreage cut in the midwest soft wheat crop would mean a price improvement of up to 25 cents per bushel.

**LETTERS TO THE EDITOR**

**Mutt and Jeff**

(In a Farm News editorial entided "Factual Funnies," reference was made to cartoonist Al Smith's nationally-syndicated comic strip "Mutt and Jeff" as one of the few consistently comic strips left. Mutt's fall into a well occasioned an article about me (Mutt and Jeff). The article on page 2 summarises my feelings. I sincerely think that the freedom to think and act, and in accordance with one's intellect and motivations is necessary if man is to make the most of the resources God has given to us. This prompted artist Smith to write as follows):

"Mutt and Jeff" as one of the few consistently comic strips left. Mutt's fall into a well occasioned an article about me (Mutt and Jeff). The article on page 2 summarises my feelings. I sincerely think that the freedom to think and act, and in accordance with one's intellect and motivations is necessary if man is to make the most of the resources God has given to us. This prompted artist Smith to write as follows:"

Dear Editor:

I was very pleased to receive the copies of your September Michigan Farm News which contained an article about me, "Mutt and Jeff." The article on page 2 summed up my feelings. I sincerely think that the freedom to think and act, and in accordance with one's intellect and motivations is necessary if man is to make the most of the resources God has given to us. This prompted artist Smith to write as follows:

Dear Mr. Woell: I was surprised and delighted when I read what you wrote about me, "Mutt and Jeff." Your parallel in agriculture was most interesting and true, and I am pleased that you could use the "deep well" idea to get your wishes. All thanks and best wishes.

Al Smith

Dear Sirs:

Several weeks ago I lost my barn and contents in a fire. I want you to know that I am very thankful that I am part of a family, a Farm Bureau family, that helps you in time of need.

The Farm Bureau Insurance agent, Dale Johnson, was very helpful in outlining the necessary steps for a proper claim settlement. The Farm Bureau representative was also very efficient and settlement of claim was promptly made.

My sincere thanks to all members of the Insurance Group who makes this possible.

Sincerely,

Gerald Waldeck

Caledonia

Kent County

Fire Loss

"Mutt and Jeff" as one of the few consistently comic strips left. Mutt's fall into a well occasioned an article about me (Mutt and Jeff). The article on page 2 summarises my feelings. I sincerely think that the freedom to think and act, and in accordance with one's intellect and motivations is necessary if man is to make the most of the resources God has given to us. This prompted artist Smith to write as follows:

Dear Mr. Woell: I was surprised and delighted when I read what you wrote about me, "Mutt and Jeff." Your parallel in agriculture was most interesting and true, and I am pleased that you could use the "deep well" idea to get your wishes. All thanks and best wishes.

Al Smith

Dear Sirs:

Several weeks ago I lost my barn and contents in a fire. I want you to know that I am very thankful that I am part of a family, a Farm Bureau family, that helps you in time of need.

The Farm Bureau Insurance agent, Dale Johnson, was very helpful in outlining the necessary steps for a proper claim settlement. The Farm Bureau representative was also very efficient and settlement of claim was promptly made.

My sincere thanks to all members of the Insurance Group who makes this possible.

Sincerely,

Gerald Waldeck

Caledonia

Kent County
With all the commotion nationally about "tax exempt cooperatives," one question occurs, "What tax advantages do cooperatives enjoy?"
For some answers to this and other related questions we visited the attorneys for Michigan Farm Bureau, Edwin Steffen and William Wilkinson.
The answer in the case of many Michigan cooperatives is "Virtually, none."
They explained that all business concerns to some degree fall into five general categories of taxes: property taxes, sales and use taxes, social security levies, and income taxes. The only area of significant difference is in the last category, they say.
Most cooperatives pay the same property and social security taxes as any other business. About the only exceptions to this rule are church affiliated organizations or organizations owning no property and doing no business.
"So, we asked, how about this talk of tax exempt cooperatives? How did it start?"
The "answer" said Ed Steffen, who has spent much of his life studying the laws of taxation and their relation to cooperatives, is virtually tied in the fact that there are some which are exempt from income taxation.

THE VIRTUE OF CO-OPTAXES

Virtually, none of the Internal Revenue Code of the United States and are administered very stringently by the U.S. Treasury Department.

"These usually are local organizations which market farm products and distribute farm production supplies. Most of the cooperative associations which limit their activities to marketing farm products of patrons are exempt from Federal income taxation."
He went on to explain that very stringent regulations must be met if an organization is to operate as an "exempt" cooperative. These regulations are based on the Internal Revenue Code of the United States, and are administered very stringently by the U.S. Treasury Department.

v

THE VIRTUE OF CO-OPTAXES

"The majority of the company's business must be with its members; and it must distribute all patronage accounts in qualified form."

- Purchases of equipment and supplies for non-member-non-patrons cannot exceed 15% of the purchases for members.
- All patrons, whether members or non-members, must be treated alike in the distribution of earnings of the cooperative.

The net result of this, according to Steffen, is that most Michigan cooperatives that engage in both marketing and supply business do not qualify for the income tax exemption. Instead of keeping patronage records for distribution to each patron, they pay the income taxes amounts used to pay dividends on outstanding stock, and distribute the balance of their net earnings on member business to members.

"What's the advantage of being an "exempt cooperative"?" we asked.

To this Bill Wilkinson replied that under the 1962 revisions of the Federal Inland Revenue Acts of 1962 were not applied to cooperatives which were primarily engaged in the distribution of Federal income taxes on profits paid out as dividends on outstanding stock or on patronage dividends based on business done with the cooperatives provided. The refund to patrons is in cash, or at least 20% of all refunds are paid in cash to qualify the refunds in the gross income of the patrons receiving them; or the refunds are treated as income to the patrons receiving them. If the cooperatives do not meet those requirements, the corporation pays the regular income tax on refunds failing to qualify as dividends."

Failing to comply with such regulations as issued by the Internal Revenue Service subjects the cooperative to taxation as an ordinary corporation.

COUNTY ANNUAL MEETINGS... IT'S YOUR MEETING! ATTEND, SPEAK OUT!

A COUNTY ANNUAL MEETING USUALLY IS A GREAT LEARNING OPPORTUNITY FOR YOUTH TO LIVE AND EXPERIENCE THE COOPERATIVE PROCESS AND PROCEDURES, MAKING IT POSSIBLE FOR OUTSTANDING CONTRIBUTIONS TO MICHIGAN 4-H YOUTH PROGRAMS. THE RECOGNITION PROCEDURE FOR OUTSTANDING COOPERATIVE LEADERSHIP IS ALSO ON

ALCOLA - Oct. 12, 7:30 p.m., Lapeer Co Center Bldg., Lapeer.
LENAWE - Oct. 5, 7:00 p.m., Forestville Bldg., Forestville.
LIVINGSTON - Oct. 5, 7:30 p.m., dinner, Fowlersville High School.
MACOMB - Oct. 2, 7:15 p.m., supper, Macomb Center.
MANISTEE - Oct. 12, 8:00 p.m., Fit Center, Onekama.
MENOMINEE - Oct. 12, 8:00 p.m., community room, Bank of Michigan.

LEADER HONORED

XXX

1. Cheney, secretary-manager of the Michigan Association of Farmer Cooperatives, was elected to a three-year term on the board of trustees of the American Institute of Cooperative Administration. The action took place at the AIC annual meeting held at Purdue University, West Lafayette.

The AIC is a national educational program for farmer cooperatives on the nation's farms. The organization was organized as a college and incorporated under the laws of the District of Columbia providing for educational institutions. Members of AIC have no "campus," they "hold their annual meetings at one of the Land Grant colleges."

Cheney was also recently recognized by the National 4-H Council. He received the AIC citation for outstanding contributions to Michigan 4-H Youth programs. He is one of several outstanding persons receiving such an award.

Cited for his work with member cooperatives to develop an educational program, Cheney understands the cooperative marketing process. Cheney was also honored for making it possible for outstanding 4-H cooperation to receive the AIC award.

The Institute provides a learning opportunity for youth to learn about and experience the cooperative movement.

The citation listed Cheney's work with member cooperatives, 4-H Club member and patron contacts, public speaking contests, and the development of leader training materials.
F.B. SERVICES MANAGER GIVES VIEWS

Last September, William N. Guthrie was named Executive Vice President and General Manager of Farm Bureau Services, Inc. and Farmers Petroleum, two of Michigan's most important farm cooperatives.

Now, a bit more than a year later, and in commemoration of October as Co-ops Month in Michigan, newsman have asked cooperatives and the role they play in a modern farming community. The results of this interview should not be as profitable as a normal corporate operation?

GUTHRIE: No reason at all that I can think of, and you could make a good case to say that the return on the investment should be greater. We have a three-point program as our objective in Farm Bureau Services, which includes selling only in products that meet the farmer's need, pricing these products competitively at the operation well them, and making better service than the farmer can receive anywhere else.

Further, we also operate the farmer's business within this framework in a profitable manner. With re-organization and proper guidance from the board of directors, I believe we can be just as profitable as a private business.

Romney Proclaims

Farmer cooperatives make significant contributios to the economic prosperity of our state and communities. They are a strong asset in assisting farmers to meet the challenge of changing times, in that they support and encourage self-reliance and the individual initiative so important in the modern cooperative system.

In turn, farmer cooperatives deserve recognition and support for these efforts. For nearly a hundred years, cooperatives have represented a fair and wholesome competition within our nation's business economy. In Michigan there are 290 cooperative associations with over 750 service points representing a very significant segment of Michigan's business enterprise. They have greatly contributed to the rise in standard of living of our rural population.

THEREFORE, I, George Romney, Governor of the State of Michigan, do hereby proclaim the month of October, 1967, as COOPERATIVE MONTH in Michigan, and urge recognition of the importance of the farmer cooperative movement in this State.

QUESTION: Have you mentioned fertilizer as a significant farm input—what are some of the other inputs important to most farmers?

GUTHRIE: Farm Bureau Services and Farmers Petroleum Cooperative have stressed basic improvements in the three major farm inputs—fertilizer, feed and petroleum. We also stress concentration and improvement in our grain and bean marketing activities.

This doesn't mean that we are going to diminish in any way the effort that we now place on our stand programs, farm chemicals, our egg marketing, flour milling or oil processing. But at the point of time we are in today, in Farm Bureau Services and Farmers Petroleum, we do want to concentrate on fertilizer, feed and petroleum, and then the grain and bean marketing.

QUESTION: Do you anticipate that Services' farm chemical business will grow rapidly?

GUTHRIE: Yes, it is growing at a good rate. We have had about a 15 per cent increase in the past year, even with some severe product shortages. The opportunity for more growth is there.

QUESTION: "Profit" appears to be a key word—where have there been profit weaknesses within the cooperative movement? Has it been without what I'll term "professional management"?

GUTHRIE: I wouldn't point the finger at any one area. I would say that as an "off-the-farm extension of the farmer's business."
QUESTION: This brings up the question of the Michigan Farm Bureau Services can adjust itself to deal with both large and small farmers on an equitable basis.

GUTHRIE: The key word is "equitable"—and I don't believe that a one-price policy, which does not recognize the buying power of the large farmer, will in the long run, serve the needs of the small farmer. I've said that we can do a better job of serving the needs of the small farmer, if we are also serving well the large farmer. Unless we have the business of the 20 per cent of the producers who turn out about 90 per cent of our farm products, we cannot continue to serve the needs of the smaller farmer.

QUESTION: Here is the problem of volume again, isn't it? Vol-

cume is the key, isn't it?

GUTHRIE: Yes, in fertilizer, we found that with our past distribution and pricing policies, we were losing our share of the increased fertilizer consumption in Michigan. Further, as our volume declined, our costs increased and we were less and less competitive.

This spring, we began an aggressive price program in southwestern Michigan (in the county area) which had as its base a low price for fertilizer pickup. In each of the communities to which we sell, and paid for in cash. This program was tremendously successful. The increased volume in the amount of fertilizer business done were not uncommon. We sold more fertilizer, substantially reduced the cost per ton, increased fertilizer consumption in the amount of fertilizer business done were not uncommon. We sold more fertilizer, substantially reduced the cost per ton, and we were less and less competitive.

QUESTION: Do farmers generally realize how an added volume such as this can substantially raise the margin.

GUTHRIE: This was our sales approach to our patrons, and I believe that we did get some measurement and increased our share of this increased fertilizer consumption in Michigan. Further, as our volume declined, our costs increased and we were less and less competitive.

QUESTION: We are now developing an inventory control system using our computer. Are you satisfied with the system so far?

GUTHRIE: There's nothing wrong with that if it's managed properly and with the items priced fairly. This is exactly the program we feel we should institute, pricing products to cover all of the service charges inherent in that particular product. But certainly a farmer buying 100 tons of fertilizer shouldn't be charged part of the cost of operating a coal yard. We should realize that part of the service which the farmer doesn't want isn't charged to him.

QUESTION: Do you feel that the one-price policy encourages cooper- a one-price policy encourages cooperative credit—somewhat on the same principle that they are part owner of the business and have freedom to do this?

GUTHRIE: But isn't this a problem with each and every one of our cooperatives? We haven't convinced the patron that he would be better served and it's an efficient and profitable operation of his supply co-operative?

We are in both a problem and an opportunity. Over seventy per cent of our sales are credit sales. So, on one hand, it is a real service to our customers and a benefit to Farm Bureau as an institution. How do they do it? (and both management and the customer share this responsibility.) We work against it, and no one does it for the detriment of the customer who pays his bills on time.

QUESTION: What part does Farm Bureau Services play in all of this?

GUTHRIE: We tend to think only of facilities when we talk about Farm Bureau Services, and try to serve the farmer. To be a good business, it's necessary to have the customer interested in the business. To be a good business, it's necessary to have the customer interested in the business. We need terminals for continued concentration on the manufacture of items they manufacture as a coal yard. We should be able to reduce the cost of transportation of ingredients into the mill and storage capacity there. In addition, we have the capability and the responsibility to accept the leadership position in fertilizer in the state of Michigan, and this will require continued expansion.

QUESTION: October is Co-op Month—What can Farm Bureau members do to improve the services they get through cooperatives?

GUTHRIE: I'm discouraged when I find members are not patronizing their local co-ops, and instead buy their products or market their commodities elsewhere, without first telling us of the area of their concern. Let me give an example of the opposite. Recently, I had an opportunity to address a special Young Farmers committee of Ingham County which took as their project their relations with Farm Bureau Services. They had a fine meeting, and this interest and concern will result in their being able to provide services that meet their needs, competitively priced—and with the service they should have.

JAMES SEDDON

ALBERT CLYDE SPRINGER

In the making the announcement, Guthrie said that Seddon's background and experience "qualifies him uniquely for this important position. We look forward to extending and improving the bean marketing program under his direction."

Clyde Springer, former assistant to Seddon, has been named to replace him as Manager of the Egg Division, which includes packaging plants at Jenison and Brighton, Michigan.

MOdern FEED MILL—similar to the one in this photo, is a current project of Farm Bureau Services, Inc. When completed in southwest Michigan, in the summer of 1969, the million dollar mill is expected to be of significant help in reducing costs of manufactured feeds to Michigan farmers. Presently, much of the feed used in Michigan is manufactured out-state.

We anticipate continued expansion of our fertilizer manufacturing and distribution facilities and equipment. We want to concentrate on fertilizer. We feel that we have the capability and the responsibility to accept the leadership position in fertilizer in the state of Michigan, and this will require continued expansion.

In the current year, we are moving into a new facility. The new facility will be a major expansion of our facilities in that area. In addition, and the most significant development during the current year, is the beginning of construction on a new feed mill in southwestern Michigan. This is a million-dollar project which should help us significantly reduce the cost of manufactured feeds.

Presently, much of our feed is manufactured by the Farm Bureau Milling Company at Hammond, Indiana, which we jointly own with Farm Bureau cooperatives in Indiana and Illinois. This is a large, central, mill, inflexible to operate, and inefficient to operate than our new mill in Michigan where we have the capability and the responsibility to accept the leadership position in fertilizer in the state of Michigan, and this will require continued expansion.

We anticipate continued expansion of our fertilizer manufacturing and distribution facilities and equipment. We want to concentrate on fertilizer. We feel that we have the capability and the responsibility to accept the leadership position in fertilizer in the state of Michigan, and this will require continued expansion.

QUESTION: What can Farm Bureau members do to improve the services they get through cooperatives?

GUTHRIE: I'm discouraged when I find members are not patronizing their local co-ops, and instead buy their products or market their commodities elsewhere, without first telling us of the area of their concern. Let me give an example of the opposite. Recently, I had an opportunity to address a special Young Farmers committee of Ingham County which took as their project their relations with Farm Bureau Services. They had a fine meeting, and this interest and concern will result in their being able to provide services that meet their needs, competitively priced—and with the service they should have.

JAMES SEDDON

ALBERT CLYDE SPRINGER

In the making the announcement, Guthrie said that Seddon's background and experience "qualifies him uniquely for this important position. We look forward to extending and improving the bean marketing program under his direction."

Clyde Springer, former assistant to Seddon, has been named to replace him as Manager of the Egg Division, which includes packaging plants at Jenison and Brighton, Michigan.

MOdern FEED MILL—similar to the one in this photo, is a current project of Farm Bureau Services, Inc. When completed in southwest Michigan, in the summer of 1969, the million dollar mill is expected to be of significant help in reducing costs of manufactured feeds to Michigan farmers. Presently, much of the feed used in Michigan is manufactured out-state.
COTTAGE REPORT

By: Robert Smith, Legislative Counsel

Farm Bureau Leaders Hear Policy Background

Farm Bureau leaders from across the state convened in Lansing to hear the report of the National Policy Development Committee and the Women's Committee. They met December 14 to attend the second annual statewide policy development conference. They had an opportunity to hear about government policy, national and international affairs.

STATE TAX ISSUES

Governor Lodge, Commissioner of the Michigan Department of Revenue, was the luncheon speaker and gave a general explanation of Michigan's fiscal situation. He offered the new tax package. He explained the need for revision; additional revenues resulted from many things, including the fact that the state has spent revenues by more than $150 million. The major increases in expenditures are primarily in the three areas:

1. Education—state's share of these costs has now reached $300 million.
2. Social Services—costs are rising rapidly, primarily due to the Medicaid program.
3. Mental Health—also a rapidly expanding program.

He pointed out that the personal income tax takes effect on October 1 and all other parts of the tax package become effective January 1, 1968. Farmers or other businessmen will be given the option during this year of determining their income for only the first quarter, if the 1 through December or the farmer may take one quarter of his total income, which may be to his best advantage.

Mr. Lock, said that the cost of administering the income tax dual $100 million, but spent $3 million or more than 14. However, it will be paid by the people and to the government policy should take. He also said that advertising some farm products through A.D.A. (American Dairy Association) are one example. However, the board of directors of these states including Ohio, Wisconsin, Minnesota, Kansas and others. Some results are now in.

The Ohio Farm Bureau has been successful this year in obtaining legislation that will result in total elimination of the tax in six years (1974).

The Minnesota Farm Bureau has been successful as part of a general tax package in eliminating taxes on machinery and livestock. Minnesota has adopted a sales tax. They have had an income tax for many years. Feeds, seeds and fertilizers will be exempted from the sales tax, but farm machinery and other supplies will be taxable.

This is an important victory for the Minnesota Farm Bureau; however, Michigan farmers should note and remember that the sales tax exemption in Michigan is for all farm production supplies, including machinery.

It is the most lenient exemption anywhere in the country. It also comes under fire nearly everyday. This year was no exception—$8,792, which was, would, if passed, eliminate most of that exemption.

Other state Farm Bureaus have made important tax gains this last year, but the details are not yet available.

Full text of report...
F OOTBALL LEAGUE OFFICIAL ON YOUNG-FARMER PROGRAM

Banquet is Meeting Highlight

Arthur Holst, a member of the officiating staff of the National Football League and widely-known for his enthusiastic after-dinner appearances, has confirmed his attendance as guest speaker for the Young Farmer's dinner, set for Kellogg Center on the MSU campus, East Lansing, November 8.

Held as part of the Michigan Farm Bureau annual meeting, the 6:30 p.m. dinner session is expected to attract young farmers from all parts of the state. With county Young Farmer committee members will be youthful neighborhood guests, invited to attend this special event.

A popular speaker, Holst wears Number 33 on the back of his striped shirt while relating a collection of humorous and instructive episodes, underscoring the popular appeal of professional football, and woven into the fabric of our American free enterprise system.

Elton Smith, President of the Michigan Farm Bureau, and Ray Launstein, chairman of the state Young Farmer committee, will also speak at the dinner, where Farm Bureau's new Young Farmer program will be stressed.

Inaugurated in March of the past year, the program has been a popular one and widely accepted in that it allows youthful farmers to play a major role in the total Farm Bureau.

To provide every opportunity for this, it has been suggested that members of the Young Farmer group plan now to attend the full three day annual meeting of the Michigan Farm Bureau, November 7-9.

"This year we have deliberately arranged our young farmer activities to avoid conflict with such things as the general sessions of the convention or any of the special interest conferences," reports Jack Deppong, Community Programs Director for the Michigan Farm Bureau.

Deppong considers the Young Farmer dinner and program to be a highlight of this year's annual meeting activities and urges heavy participation. Tickets, he points out, are on sale at county Farm Bureau offices and from all of the 64 county Young Farmer committees.

4-H ACHIEVEMENT AWARDS — are presented by Agent Worthington to top 4-H members of Cass county. Receiving the awards are (from left) Marian Dohn, Carol Johnson, Diana Wyant, Eldon Brabemeyer, 4-H Agent Worthington, and Deon Hess. These youngsters represented more than 150 High School Seniors graduating from the program.

"HONORABLE MENTION" — in the conservation contest, went to Ionia, Sandusky and Unionville F.F.A. Chapters. With representatives of the winning Chapters is Michigan Farm Bureau Secretary, Dan Reed. Earlier, the group toured Leonard Refineries, as guests of Farmers Petroleum Cooperative.

SOIL AND WATER — conservation awards, are made annually to top F.F.A. Chapters by Farm Bureau and affiliates, the Michigan Association of Future Farmers and Soil Conservation Society of America. Here, Lynn Robertson, of the Society gives gold awards to Reed City, Holton, Saranac, Sparta, Leslie and Goodrich F.F.A. Chapters.

Young Farmer Contests

County winners from all parts of Michigan will compete for championships in three exciting contests during the Michigan Farm Bureau annual meeting, November 7-9.

A new "Farm Bureau Queen" will be crowned during the big annual banquet, scheduled for the Lansing Civic Center, November 7 at 6:00 p.m. Miss Mary Jane Milten, popular Women's Editor for radio station WKAR, will present each girl to the audience and interview the six finalists before announcing the new state winner.

Earlier during the day while the queen-contestants are being judged, two other Young Farmer contests will also be taking place, one to select this year's top talent, the other to determine a winner in an annual "Discussion Meet" contest.

State winners in all three events will receive expense-paid trips to the annual meeting of the American Farm Bureau Federation, to be held in Chicago in early December.

All contests are sponsored by the Michigan Farm Bureau Young Farmer committee — and county committees are taking the lead to assure representation from their area in the state contests.

Judging for the state event will be done in rooms of Kellogg Center, Michigan State University, November 7. In urging young farm people to enter these contests, Farm Bureau officials suggest they contact their county President or Secretary, or any member of the county Young Farmer committee for entry blanks or more details.

Citizenship Seminar

Plans have already been made for the 1968 version of the Young People's Citizenship Seminar, now tentatively scheduled for Camp Kett (near Tustin, Mich.) — July 15-19.

A program combining student participation with lectures by well-known personalities is planned, with Dr. John Furby who recently completed his 50th trip around the world expected to be among those staffing the seminars.

Plans also call for a return visit by Dr. Clifton Gannus, president of Harding College, Searcy, Arkansas — whose lectures on Americanism have been widely acclaimed.

It is also expected that economic topics will make an important part of the seminar as will student participation in political parties — always a highlight. Political campaigns, primary elections, county conventions and party rallies were popular activities during past sessions.

Last year county Farm Bureaus of the Upper Peninsula conducted a similar seminar at Escanaba in July. Tentatively, another U.P. seminar will be planned for June, 1968.
TUSCOLA

One of the most popular booths at the Tuscola County Fair was that of the county Farm Bureau, where crowds lined up for 5¢ glasses of milk and free donuts. Over a half ton of milk, 115 dozen donuts, 15 dozen cookies, 2 dozen pecan rolls and 7 dozen cupcakes were consumed by enthusiastic customers during the six-day event.

Their promotion program began prior to the fair when they helped sponsor radio coverage of the local Black and White Show, with Farm Bureau leaders participating in on-the-spot coverage of the four-hour event. The County Farm Bureau also sponsored a trophy for the best 4-H heifer exhibited in the Black and White Show.

During the fair, the Tuscola Farm Bureau awarded beef halties to the two best showmen in the 4-H beef marketing class and trophies to winners of the 4-H sheep showmanship contest.

To cup the campaign, county president John Graham, representing Farm Bureau members, purchased a hog at the 4-H and worth the cost of hundreds of FFA livestock sale.

IN APPRECIATION — for her years of service as state Women's chairman, Mrs. Wm. Scramlin was presented an engraved silver tea set from her committee members recently.

MARGE KARKER
FARM BUREAU SCHOLARSHIP THERMOMETER

<table>
<thead>
<tr>
<th>Minimum</th>
<th>Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>$13,000</td>
<td>$14,000</td>
</tr>
<tr>
<td>$12,500</td>
<td>$13,500</td>
</tr>
<tr>
<td>$12,000</td>
<td>$13,000</td>
</tr>
<tr>
<td>$11,500</td>
<td>$12,500</td>
</tr>
<tr>
<td>$11,000</td>
<td>$12,000</td>
</tr>
<tr>
<td>$10,500</td>
<td>$11,500</td>
</tr>
<tr>
<td>$10,000</td>
<td>$11,000</td>
</tr>
<tr>
<td>$9,500</td>
<td>$10,500</td>
</tr>
<tr>
<td>$9,000</td>
<td>$10,000</td>
</tr>
<tr>
<td>$8,500</td>
<td>$9,000</td>
</tr>
<tr>
<td>$8,000</td>
<td>$8,500</td>
</tr>
<tr>
<td>$7,500</td>
<td>$8,000</td>
</tr>
<tr>
<td>$7,000</td>
<td>$7,500</td>
</tr>
<tr>
<td>$6,500</td>
<td>$7,000</td>
</tr>
<tr>
<td>$6,000</td>
<td>$6,500</td>
</tr>
<tr>
<td>$5,500</td>
<td>$6,000</td>
</tr>
<tr>
<td>$5,000</td>
<td>$5,500</td>
</tr>
<tr>
<td>$4,500</td>
<td>$5,000</td>
</tr>
<tr>
<td>$4,000</td>
<td>$4,500</td>
</tr>
<tr>
<td>$3,500</td>
<td>$4,000</td>
</tr>
<tr>
<td>$3,000</td>
<td>$3,500</td>
</tr>
<tr>
<td>$2,500</td>
<td>$3,000</td>
</tr>
<tr>
<td>$2,000</td>
<td>$2,500</td>
</tr>
<tr>
<td>$1,500</td>
<td>$2,000</td>
</tr>
<tr>
<td>$1,000</td>
<td>$1,500</td>
</tr>
<tr>
<td>$500</td>
<td>$1,000</td>
</tr>
</tbody>
</table>

WHO'S WHO

MRS. LOU DeMATIO
Mrs. Eugene (Louise) DeMatio, West Branch, is a candidate for the office of chairman of the Michigan Farm Bureau Women. The DeMatios, who have two children and two grandchildren, live on a 340-acre general farm in Ogemaw County.

"Lou" currently serves as the third member of the Farm Bureau Women's executive committee, and state chairman of the safety committee. She currently carries the title of "Mrs. Safety," a Michigan Safety Conference honor.

She has served as chairman of the Volunteers of Cancer Society for several years, and is the county Republican Women's chairman. She serves on the board of Catholic Charities and committee on Family Services.

Her nominating county, Ogemaw: "Lou is a woman with ideas and knows how to get a job done. She is loyal and dedicated with a strong sense of responsibility."

MRS. MAXINE TOPLIFF
Mrs. Jerold (Maxine) Topliff, Eaton Rapids, is a candidate for the office of chairman of the Michigan Farm Bureau Women. The Topliffs, who have three children, live on a 420-acre farm in Ingham County.

Maxine is a past state vice-chairman of the Farm Bureau Women and represented the women on the state Resolutions Committee for two years. She was editor of the Women's "County Kitchen Cookbook" and currently serves on the state Scholarship Committee.

She has been a 4-H leader for 14 years, and is an active member of the Methodist Church where she served as superintendent of the Primary Department for five years.

Her nominating county, Ingham: "Maxine has been active in many phases of Farm Bureau for several years, is conscientious and meets the public well."

MRS. FLORENCE CARPENTER
Mrs. Clare (Florence) Carpenter, Cass City, is a candidate for the office of vice-chairman. She represents the Tuscola County Women on the state Resolutions Committee, as chairman of the FFA scholarship committee.

She has served on the state Resolutions Committee, as chairman of her county Women's committee and vice-chairman of District 6 Women. She has also served as Roll Call Manager for her county, and is active in information work.

She is an active 4-H leader, and member of her political party and of the Methodist Church. She represents the Tuscola County Farm Bureau on the Michigan Rural Hospitality Council of which she is secretary.

Her nominating county, Tuscola: "Florence is an enthusiastic and informed Farm Bureau member. She is a conscientious worker; no job is too big or too small."
Women’s Program Completed

Election, One Highlight

Kellogg Center’s Big Ten Room, Michigan State University, East Lansing, will be the scene of the Farm Bureau Women’s 23rd annual meeting, November 7, beginning with a noon luncheon, and followed with an action-filled program.

Election of state chairman and vice-chairman will be a highlight of the afternoon activities. County chairmen are reminded that they must register their delegates in the basement of the Auditorium Building prior to the general session’s call to order at 10:00 Tuesday morning.

Number of voting delegates for Farm Bureau Women is based on membership with each county allowed one delegate, plus one additional delegate per 250 members or major portion thereof in excess of the first 250 members.

Each candidate will be personally presented and will make a brief statement. Nominees for state chairman are Mrs. Eugene DeMatto, Ogemaw County, and Mrs. Jerold Topliff, Ingham County. Vice-chairman nominees are Mrs. Clayton Anderson, Livingston County, and Mrs. Clare Carpenter, Tuscola County. (See page 10.)

Richard DeVos, dynamic president of the Amway Corporation, will be the main speaker. His topic, "Selling America," is sure to be of vital interest to Farm Bureau Women.

Michigan Farm Bureau President, Elton B. Smith, will deliver a short message, as will the 1967 Michigan Mother of the Year, Mrs. Lewis Stueh, Richmond.

Mrs. Maurine Scramlin, whose term expires, will give her annual report to the women, highlighting the past year’s activities. County awards will be presented, based on activities and participation of committees in the Women’s program.

Cost of luncheon tickets will be $2.50 and should be ordered through the county Farm Bureau secretary.

Be the “Toast of the Town” and solve all your Winter Comfort and budget problems with one heating plan!

Farmers Petroleum guarantees to keep you “toasty” warm all winter long with Flame Balanced heating oils, the clean burning fuel that gives you more comfort per dollar!

THE "COMFORT CONTRACT" DOES IT!

The "Comfort Contract" does two things for you . . .

1. It assures you of all the Fuel Oil you need all winter long, automatically delivered if you desire . . . and
2. It budgets your payments to a pre-set amount each month, so you are better able to plan for other household expenses. Try the "Comfort Contract" . . . Be the "Toast of the Town."

"Apple Bonanza" "Apple Bonanza" was the theme of the Peach Ridge Fruit Growers Association 17th annual apple smorgasbord, September 12. Site of the commodity promotion event was the farm of Edward Dunneback, Sparta.

Guests were greeted by fruit growers and wives dressed in cowboy hats and red kerchiefs, a haywagon loaded with processed apple products, a wagon wheel table with spokes filled with unusual "feature" items, and an apple queen who passed out delicious apple candy.

From a horse-shoe table which offered everything from roast beef with apple dressing and applesauce, to countless salads, breads and desserts, guests filled their plates and made their way to red and white checkered-topped tables with apple crates for chairs. Centerpieces were shiny red apples. The setting was the pleasantly shaded rolling lawn of the Dunneback farm house.

Plans for this successful event began early in spring when committee members met to select the smorgasbord site and theme. The previous year’s co-chairmen became the following year’s chairman, giving experience that results in a smoothly-run project. All of the smorgasbord food is furnished by association members.

This year’s general chairmen were Mr. and Mrs. Robert Reister and Mrs. Gordon Goodfellow; Recipe chairmen, Mrs. John Ebers and Mrs. John Vander Laan; and Michigan Farm Bureau President and Mrs. Elton Smith.

Special guests at the smorgasbord included Senator Robert Parmer, who urged that Americans "protect and secure now—or pay later." He pointed to the cycle of great civilizations — in order of occurrence — bond age, courage, liberty, abundance, selfishness, complacency, apathy, dependence, and a return to bond age. He warned that decay of individual responsibility can endanger our freedom.

--end--
FOURTH IN A SERIES

KLINE ON FREEDOM

BY: ALLAN B. KLINE

Allan Kline retired from the Presidency of the American Farm Bureau Federation in 1954 after many years of service to the organization. His interest in the principles for which Farm Bureau stands remains undimmed, as disclosed in this article, the fourth in a series, drawn from lectures on freedom given by Kline in recent years.

The French had a revolution, too. Oh, yes, Louis the XIV was a stinker, but his successors didn't prove so different; didn't live, either.

The French cried "liberty, equality and fraternity." Their Constitution was supposed to guarantee and define the rights of man forever. They gave the central Assembly—the "people's body"—sovereign powers.

What did they do? They got Robespierre and they ended up with Napoleon— an Emperor. After the Terror, they concluded that a tyranny of one was better than a tyranny by everybody. The mob had worked the guillotine to a white heat and the blood ran in the streets. At the last, it wasn't the blood of the nobility or the aristocrats.

Instead, the Americans looked at history, and, in setting up their government worked to avoid any form of highly powerful central authority which took precedent over meaningful decisions of the people. They diffused the authority among several branches of government.

DeToqueville was a young French nobleman who chanced to get a commission to come to America to study the prison system. He was fascinated with what the Americans had done in the way of government. He wished to get the French to learn the American secret. He traveled all over America observing.

He said that America succeeded because she is orderly, she is committed to a deep sense of right, to a participa-
tion in government by the people and to responsibility of the leaders.

He said that the town halls were the important seats of government. They helped to prevent the centralization of power that had herebefore ruined republics.

DeToqueville noted that while America did not have as strong a police force as France, there was less crime than in France. He said that the reason was that the people thought of the government and the community as their property. They either own property or hope to get some, so they're interested in stopping crime.

He noted that in the French Revolution the emphasis was on equality. This insistence on equality led to a tyranny of the majority. The tyranny of the Jacobins was the most vicious you could imagine. Where 51% take over power there is no protection for the other 49%—no basic rights which are accepted as the responsibility of government to protect. Then, freedom doesn't amount to much.

The American Constitutional Conventionists were not in favor of permitting men with the power of concurrence to ride over the opposition and destroy their rights. DeToqueville said that there are dangers in equality. You cannot understand how they spread it through the majority so it ends up in a dictatorship.

The dictatorship may at first be kind and mild. It leads the people gently. It encourages dependency. It does everything for the people. What is left but to save the people from the responsibility of living? They are charged with all the trouble of thinking and all the trouble of living?

DeToqueville said this in 1834. What he meant is getting easy for our own time.

In America, he said, the government is not dangerous to the liberties of the people because it is divided and diffused, because a lot of it is not central government anyway which the national government does not have state and local jurisdiction. He said that there were any republican form of government is replaced with a central, uncontrolled and most-inflammable concentration of absolute power would develop. Where the responsibility to deal with individual interests, freedom will soon vanish from the country.

We are now facing a test of local administration by Washington in the past few years.

Away back in 1834, DeToqueville said, "The American relies on personal interest to accomplish his ends, and gives to the weak and to the unaided strength and the common sense of the people. The Russian centers all the authority of society in a single arm.

"The principal instrument of the farmer is freedom; of the latter, servitude. Their starting point is marked out by the will of Heaven to sway the destinies of half the globe."
Since the Michigan Livestock Exchange was first organized as a cooperative with Farm Bureau help in 1922 (following a survey by the American Farm Bureau showing a marketing need) — it has been a major factor in improving Michigan farm livestock marketing.

It’s role, now and in the future, is explored in this interview by Michigan Farm Bureau board member and livestock producer, David Morris, with R. D. ("Ike") Walton, Exchange General Manager.

MORRIS: What is the Michigan Livestock Exchange, and how is it of value to cattle producers?

WALTON: The Exchange is a cooperative association of livestock producers engaged in the marketing of livestock produced in Michigan farms.

Our membership consists of patrons — a patron of the Exchange is a farmer who makes a cash deposit with us to give our personnel orders to fill on a direct shipping basis. We still find it necessary to inventory some cattle for sale to people who like to look them over and sort them out for themselves. But the service which we believe is in the best interest of the cattle feeder is our service.

MORRIS: Ike, we’ve seen a tremendous change in the marketing of livestock over the years. We’ve gone from the old method of local auctions, assembly, and shipping and shipping them to a marketing system of direct shipment to auction-markets where farmers see their livestock actually change hands and fetch the price. Now, where do we go from here? What’s the next step?

WALTON: My answer to that is that there will be a great deal of change, with better methods found to do the job of assembling, grading and pricing of livestock.

One problem we face (besides pricing) is discovering who would be the best buyer for any given stock of livestock. It could very well (and in my opinion, is a good example of this trend now in Michigan). I believe we’re moving toward a time of larger auction markets proximate to the community. In Michigan, the auction was originally known as a packing plant. This is one substantial change which has taken place.

MORRIS: Ten years ago we were most concerned with having better marketing outlets. Not more, but better, larger outlets.

WALTON: Yes, I’ve often said that you can’t help a man much in his marketing if you aren’t where he is doing it.

MORRIS: Do you care to visit with us about the Exchange’s next evolution in the area of sales techniques and so forth — and how do you expect to meet the changes coming in marketing?

WALTON: I suspect that we will be moving — probably cautiously — in the area of sales from the feedlot, either in the carcass or on a live basis. I think there will be one principle that we will have to maintain, and that is in any program of this kind which we set up, we must be sure that for our commission dollar we are actually representing the producer’s side of the transaction, reflecting back to the producer the most dollars.

MORRIS: If this trend continues — where is the future probably the Livestock Exchange?

WALTON: A cooperative can adjust and develop programs to fit any marketing procedure that is desirable, and I believe that the Michigan Livestock Exchange is that flexible, both in its operations and outlook.

MORRIS: So that you can range your operation to serve patrons at whatever level they may need?

WALTON: Yes, we’re trying to help the grower do the best job he can in marketing his livestock. We don’t care whether it is the Michigan Livestock Exchange or some other arrangement that the need for farm cooperatives in this whole fast-changing area of livestock marketing?

WALTON: I’m sure that I have some built-in bias as a cooperative employee, but I am convinced that whether it is the Michigan Livestock Exchange or some other arrangement (whether it be beef or pork) — that farm people and farm producers who are seriously in the business can no more afford to be without a strong marketing division, than can the Ford Motor Company.

CHAROIS CATTLE — a 200-year-old French breed has become one of the newest beef herd ideas in Michigan recently where supporters say they will become a significant factor in feeder sales by 1969.
Department of Agriculture

Important Complex Agency

Because the countless important functions it performs effects the lives of Michigan's farmers, urbanites, and consumers, the MSU Extension Service, the Michigan Department of Agriculture today is a complex organization of many skilled persons who perform many unrelated functions.

The testing of seeds for germination and purity has nothing in common with the inspection of bee colonies for American foulbrood. Yet they are important, each in its way, to Michigan's vast agriculture which last year brought $875 million to the Michigan coffers.

Such department duties as the checking of elevators to see that the scales are accurate, or the inquiring about the consequences of inspectors' presence, complicate work of the policy division. These duties imply such a huge impact on the economy of the state, consumer protection is taken to heart.

Farmers are consumers. They buy everything that everyone else does; that is, they do not buy. Because expanding agricultural production has such a huge impact on the economy of the state, consumer protection is taken to heart.

These responsibilities confront department executives and personnel. The administrative burden is a heavy one, and it requires a complicated work of the policy division. This five-member bipartisan group meets at least once a month. It also schedules agenda-packed two-day sessions.

The director of the department, with a group of three deputy directors, serves at the pleasure of the Board of Control of Agriculture. An administrative burden is an everyday responsibility. The department also services the director of the department through the various files and records of the department.

The director of the department, in his capacity as director of the complex agency, and in the capacity of the commission and his role as chief administrative officer in the department, is responsible for the direction of the department. His duties include the direction of the department, the direction of the complex agency, and the direction of the commission.

Almost anything one can think of is sold by weight, measure or numerical count. This is true of a bag of potatoes, a can of soup, a pound of cheese, five gallons of gasoline, a ton of fertilizer, three yards of dress goods, a dozen eggs or a child.

Buying by weight or measure goes back to the earliest age of mankind. It was fairly well developed by the time man could record his thoughts on clay, stone, vellum or parchment. There are numerous biblical references to weights and measures, the importance of which was recognized in Proverbs 11:1, "A false balance is abomination to the Lord, but a just weight is his delight."

It is toward just weight that the Food Inspection Division's weights and measures men direct their efforts. Hay scales, fuel oil delivery tanks, grocery scales and even gasoline pumps come within their area of responsibility as does any other device that weights and measures. Business depends on the accuracy of these devices in fairness to both buyer and seller.

In the movement of Michigan's fruits and vegetables as well as poultry meat and eggs, there is growing demand for the inspection and certification of these products by the state. Written certification of fruits and vegetables protects the seller or shipper in cases where a buyer might question if he had received what he ordered. Michigan's $50 million a year dry edible bean crop for years has been under inspection by the department of agriculture, which is accepted for interstate movement or foreign shipment.

The division also serves the people of Michigan in area of research. Programs have been developed to detect the gypsy moth, Japanese beetle, Dutch elm disease, cereal leaf blight and sheep scabies-free status. The testing of fertilizers to the lowest point in the state's history; only a fraction of 1 per cent incidence for these diseases that have cost hired workers millions of dollars over the years. Sharing credit for this achievement with the Animal Health Division and its federal counterparts is the dairy and livestock industries, the Michigan extension service and the MSU extension service area.

The legislation also appropriates programs that have been in progress for years in the department. The legislature also appropriates $50 million a year for Dutch elm disease. Michigan Department of Agriculture is leading the nation in its work, but its work is not unique. The division also serves the people of Michigan in the movement of Michigan's fruits and vegetables as well as poultry meat and eggs. It is toward just weight that the Food Inspection Division's weights and measures men direct their efforts. Hay scales, fuel oil delivery tanks, grocery scales and even gasoline pumps come within their area of responsibility as does any other device that weights and measures. Business depends on the accuracy of these devices in fairness to both buyer and seller.

In the movement of Michigan's fruits and vegetables as well as poultry meat and eggs, there is growing demand for the inspection and certification of these products by the state. Written certification of fruits and vegetables protects the seller or shipper in cases where a buyer might question if he had received what he ordered. Michigan's $50 million a year dry edible bean crop for years has been under inspection by the department of agriculture, which is accepted for interstate movement or foreign shipment.

The division also serves the people of Michigan in the movement of Michigan's fruits and vegetables as well as poultry meat and eggs. It is toward just weight that the Food Inspection Division's weights and measures men direct their efforts. Hay scales, fuel oil delivery tanks, grocery scales and even gasoline pumps come within their area of responsibility as does any other device that weights and measures. Business depends on the accuracy of these devices in fairness to both buyer and seller.

In the movement of Michigan's fruits and vegetables as well as poultry meat and eggs, there is growing demand for the inspection and certification of these products by the state. Written certification of fruits and vegetables protects the seller or shipper in cases where a buyer might question if he had received what he ordered. Michigan's $50 million a year dry edible bean crop for years has been under inspection by the department of agriculture, which is accepted for interstate movement or foreign shipment.

The division also serves the people of Michigan in the movement of Michigan's fruits and vegetables as well as poultry meat and eggs. It is toward just weight that the Food Inspection Division's weights and measures men direct their efforts. Hay scales, fuel oil delivery tanks, grocery scales and even gasoline pumps come within their area of responsibility as does any other device that weights and measures. Business depends on the accuracy of these devices in fairness to both buyer and seller.

In the movement of Michigan's fruits and vegetables as well as poultry meat and eggs, there is growing demand for the inspection and certification of these products by the state. Written certification of fruits and vegetables protects the seller or shipper in cases where a buyer might question if he had received what he ordered. Michigan's $50 million a year dry edible bean crop for years has been under inspection by the department of agriculture, which is accepted for interstate movement or foreign shipment.

The division also serves the people of Michigan in the movement of Michigan's fruits and vegetables as well as poultry meat and eggs. It is toward just weight that the Food Inspection Division's weights and measures men direct their efforts. Hay scales, fuel oil delivery tanks, grocery scales and even gasoline pumps come within their area of responsibility as does any other device that weights and measures. Business depends on the accuracy of these devices in fairness to both buyer and seller.

In the movement of Michigan's fruits and vegetables as well as poultry meat and eggs, there is growing demand for the inspection and certification of these products by the state. Written certification of fruits and vegetables protects the seller or shipper in cases where a buyer might question if he had received what he ordered. Michigan's $50 million a year dry edible bean crop for years has been under inspection by the department of agriculture, which is accepted for interstate movement or foreign shipment.

The division also serves the people of Michigan in the movement of Michigan's fruits and vegetables as well as poultry meat and eggs. It is toward just weight that the Food Inspection Division's weights and measures men direct their efforts. Hay scales, fuel oil delivery tanks, grocery scales and even gasoline pumps come within their area of responsibility as does any other device that weights and measures. Business depends on the accuracy of these devices in fairness to both buyer and seller.

In the movement of Michigan's fruits and vegetables as well as poultry meat and eggs, there is growing demand for the inspection and certification of these products by the state. Written certification of fruits and vegetables protects the seller or shipper in cases where a buyer might question if he had received what he ordered. Michigan's $50 million a year dry edible bean crop for years has been under inspection by the department of agriculture, which is accepted for interstate movement or foreign shipment.

The division also serves the people of Michigan in the movement of Michigan's fruits and vegetables as well as poultry meat and eggs. It is toward just weight that the Food Inspection Division's weights and measures men direct their efforts. Hay scales, fuel oil delivery tanks, grocery scales and even gasoline pumps come within their area of responsibility as does any other device that weights and measures. Business depends on the accuracy of these devices in fairness to both buyer and seller.

In the movement of Michigan's fruits and vegetables as well as poultry meat and eggs, there is growing demand for the inspection and certification of these products by the state. Written certification of fruits and vegetables protects the seller or shipper in cases where a buyer might question if he had received what he ordered. Michigan's $50 million a year dry edible bean crop for years has been under inspection by the department of agriculture, which is accepted for interstate movement or foreign shipment.
Meet Michigan's Agricultural Commissioners...

From State Fair to food inspection, activities of the Michigan Department of Agriculture reach into the lives of every Michigan citizen in some manner.

Mr. Donaldson is a firm believer in the future of farming in his area. Donaldson says: "I think there is a real farming future here in the U.P. — or I wouldn't stay in it..."

Charles Donaldson, Jr., lives near Daggett, Michigan, and this Menominee county dairymen is chairman of the five-member Michigan Commission of Agriculture which established the policies of the state ag department.

H. Thomas Dewhirst
Commissioner

Mr. Dewhirst

The state's "Thumb" section is represented on the Commission by vice-chairman, Walter Lange, Huron county bean and grain farmer who operates 100 acres at Sbegawhing where the family has occupied the same farm since 1894.

Mr. Lange

The Tompkins farm, near Traverse City, is a highly productive operation involving migrant farm workers.

Mrs. Tompkins, secretary, who has brought to the Michigan Crop Improvement Association for 18 years as president. Insuring a wide acquaintance in agriculture and related fields.

Mrs. Tompkins

She was the leader of the 1962 "People-to-People" European Agricultural Tour, the first such group of Michigan agricultural leaders to visit behind the Iron Curtain.

Mrs. Tompkins

Mr. Donaldson had the first registered Holstein herd and was the first in Huron county to administer tuberculin tests to the herd.

Mr. Lange

A Farm Bureau member, Lange has been a member of the Michigan Crop Improvement Association for 15 years, and is a member and has been vice-president of the Huron county Bean Growers' Association.

In December, 1953, Ball was appointed Deputy Director of the Michigan Department of Agriculture, a position he held for 12 years. As Deputy Director, Ball worked with farm organizations and commodity groups, and gained a wide acquaintance in agriculture and related fields.

Mr. Ball

He was appointed Director of the Department of Agriculture by the Commission of Agriculture in October of 1965.

Walter Lange, a man who worked his way through college by milking cows in the Michigan dairy business.

Walter Lange

In 1939 he graduated from Michigan State University with a degree in agriculture, majoring in soils. After graduation he taught Vocational Agriculture for five years, two at Yale, Michigan, and three at Lapeer, including both day school and adult evening classes.

Mr. Ball

He began working for the Michigan Department of Agriculture in 1951 as Coordinator of Institutional Farms and Herds in Michigan, and for 2 1/2 years had supervision of 15 institutional farms, and 11 herds of registered Holstein cattle.

Blaque Knirk

Mr. Knirk has served as secretary, vice chairman and two terms as chairman.

Mr. Knirk

B. Dale Ball
Dept. Director

Mr. Donaldson has been president of the UP Extension agricultural-advisory council. A firm believer in the future of farming in his area, Donaldson says: "I think there is a real farming future here in the U.P. — or I wouldn't stay in it..."
SIXTEEN
October 1, 1967
MICHIGAN FARM NEWS

AGRICULTURE IN ACTION
— PICTORIAL REPORT

SIXTEEN
October 1, 1967
MICHIGAN FARM NEWS

PRESS CONFERENCE

SLOW-MOVING VEHICLE EMBLEMS— are now required by law in six states. Besides Michigan, they are Nebraska, Indiana, Minnesota, Oregon and Ohio. Two states, Iowa and Vermont, have passed "permissive" legislation, and California has okayed the emblem for farm vehicles. In all cases, it should be mounted point up, 2 to 6 feet above the ground.

ROGER FLEMING — Secretary of the American Farm Bureau Federation, Washington, is interviewed by Richard Arnold of WJAR radio, during a Lansing press conference. Fleming appeared on the program at the statewide Farm Bureau Policy Development conference.

SMV EMBLEM USE SPREADS

SLOW-MOVING VEHICLE EMBLEMS — are now required by law in six states. Besides Michigan, they are Nebraska, Indiana, Minnesota, Oregon and Ohio. Two states, Iowa and Vermont, have passed "permissive" legislation, and California has okayed the emblem for farm vehicles. In all cases, it should be mounted point up, 2 to 6 feet above the ground.

SHIAWASSEE VISIT

POLICY DEVELOPMENT — is discussed by Shiawassee County Farm Bureau officers at their recent county picnic. They are (left to right): Clifford Bristol, president; Mrs. Cyril Spike, women's chairman; Rex Byington, chairman of the Policy Development Committee, and Stanley Canze, vice-president.

FRUIT GROWERS SPONSOR "APPLE BONANZA"

DEEP FRIED — apple fritters were in great demand at this year's Peach Ridge Fruit Growers' annual Apple Smorgasbord. Mrs. Wm. Rasch and Mrs. John Spangenburg mix up a batch.

FEATURES TABLE — made from a wagon wheel displayed unusual recipes at the Apple Bonanza, held at the Edward Dunneback Farm near Sparta, September 12. (See page 11.)

SIXTY YEARS AGO . . .

HENRY FORD — (on tractor) built many experimental models before actually placing a tractor into mass production. This experimental "automobile plow" was built in 1907. Gasoline powered, it was one of his first attempts to produce a machine farmers could afford. Ford Motor Company observes the 50th anniversary of the world's first mass-produced tractor, October 8.

TOP AGRICULTURAL DEVELOPMENT — of the year in Michigan, is this 10,000 pound, 12-foot high, mechanical blueberry picker, manufactured by Harvey Machine, Inc., of Grand Haven. Judges looking at the monster are (left to right): Marshall Wells, WJR radio; Melvin Woell, Michigan Farm News, and Dayton Matlick, Michigan Farmer magazine.
Dividend Refund, Proof That Membership Pays...

While the cost of auto insurance continues to rise almost daily, some 55,000 Farm Bureau Mutual policyholders will be receiving belated in the form of a dividend refund, according to N. L. Vermeulen, Executive Vice President.

Company employees have prepared individual payment checks for distribution to Farm Bureau County Offices. The checks will be mailed, along with membership notice, to those families now insuring their cars and trucks with Farm Bureau Mutual.

The dividend payments, expected to total $315,000, are as high as 15 percent of a semi-annual premium for each vehicle insured. Refunds of up to $400 will be made to some large commercial farm operations.

Policyholders dividends were declared by the firm as a result of decreasing accident rates among insureds in recent months. A major driver reclassification program, just completed, was also cited as a factor which made the refund possible.

Farm Bureau Mutual, Farm Bureau Life and Community Service comprise the Farm Bureau Insurance Group, a multi-policy line organization which now serves 150,000 policyholders throughout Michigan.

DIVIDEND CHECKS READIED — Susan Park, policyholder service Specialist for Farm Bureau Insurance Group holds part of a batch of 55,000 auto insurance refunds for Mutual policyholders. For distribution to Farm Bureau County Offices. The checks will be mailed, along with membership notices, to those families now decreasing accident rates among their cars and trucks insureds in recent months. A major driver reclassification program, just completed, was also cited as a factor which made the refund possible.


FOR SALE: 20 ACRE FRUIT FARM: 6600 sweets, apricots, apples — age 3-12 years. Michigan. Phone: Elwon Hoffman — Onekama 889-5732. (Ottawa County) (5-2t-25b) 26


STEWART'S HAMPSHIRE SALE
THURSDAY—Oct. 19, 1967—7:00 P.M. C.D.S.T., AT FARM 40 BOARS — 50 REG. OPEN GILTS — 75 COMMERCIAL OPEN GILTS

SUCCESSFUL YEAR FOR PETROLEUM COOPERATIVE

Stockholders and debarred holders for Farmers Petroleum Cooperative, the petroleum supply affiliate of the Michigan Farm Bureau, received checks totaling over $164,000 during the month of September, according to William Guthrie, executive vice-president and general manager.

Guthrie reported that Farmers Petroleum Cooperative ended a successful year on August 31, and that in addition to the stockholders dividends and debarred interest payments, patronage refunds should be announced soon.

Sales records indicate two product lines handled by the co-op appear to be headed for extra good year-end reports. These were up by 53 per cent in the eleven months and custom diesel fuel sales were up by 27 per cent.

New farm tire lines added in 1967 as well as on-farm tire service now offered in some parts of the state were directly responsible for the big increase in tire sales, the reports indicate.

NORTHERN MICHIGAN FEEDER CATTLE SALES—1967

11,000 HEAD

All Sales... 12:00 Noon

Oct. 5—GAYLORD Yearlings only 1,000

Oct. 9—BRUCE CROSSING Yearlings and calves 1,200

Oct. 12—GAYLORD Yearlings and calves 1,000

Oct. 12—GAYLORD Calves only 2,600

Oct. 13—BALDWIN Yearlings and calves 1,500

Oct. 15—MILAN Yearlings and calves 1,000

Oct. 19—WEST BRANCH Mostly calves 2,600

For Brochure with description of cattle in each sale write:

FARMER MEAT CATTLE Feeders Council Gaylord, Michigan 49735
The Role of Farmer Cooperatives!

What IF —
- Tomorrow morning, it were announced that all farmer cooperatives in Michigan would go out of business?
- Tomorrow morning, it were announced that co-ops were somehow outlawed, and farmers could no longer band together to start new cooperative ventures to help solve problems of agriculture?

What would be your reaction?

What would be the reaction of your neighbors on the farm? Your neighbors in the city?

What would be the reaction of those businesses now in competition with farmer cooperatives? What would happen to the prices farmers pay for goods and services they now can buy through farmer co-operatives? What would happen to the prices farmers get for their products which they now can sell through farmer cooperatives if they choose?

Now, let's apply these same questions to the local cooperatives which serve your community — what would be the effect of closing just those cooperatives which serve you?

October is "Co-op Month" in Michigan. Also, October is "County Farm Bureau Annual Meeting Month" with most county Farm Bureaus holding their annual meeting during this month. This makes it a logical time to take a long, hard look at these powerful farm tools we call cooperatives.

Just how important are farmer cooperatives in Michigan? Farmers and their farm families look to cooperatives for many things, but we are now bigger (and better) farmers — and our use of farmer cooperatives is increasing, rather than decreasing.

Net volume of all cooperatives in Michigan hit a new all-time high in 1965 (the last year for which complete records are available) of nearly $800 million. Some 230 cooperatives with nearly 750 service points serve Michigan farmers.

These co-ops fall in three basic types: marketing cooperatives, helping farmers sell their dairy products, livestock, fruits and vegetables, grain and beans; and eggs; supply cooperatives, selling supplies to farmers such as feed, fertilizer, farm buildings, and hardware items, plus petroleum needs including tires, batteries, gasoline, oil, and other fuels; and service cooperatives, furnishing electric power to rural areas, providing both long and short-term credit for farmers, all types of farm insurance, plus beef and dairy herd artificial insemination.

Marketing cooperatives, such as Michigan Milk Producers Association (the largest) and the Michigan Agricultural Cooperative Marketing Association (one of the youngest), add up the greatest net volume for agriculture with nearly a half billion dollars. The service cooperatives, which include Rural Electric cooperatives, Farm Bureau Insurance Group, Production Credit Associations, etc., are next with a net volume of nearly a quarter billion dollars, with the supply cooperatives such as Farm Bureau Services and Farmers Petroleum Cooperative running a total net volume of approximately $100 million.

So we're big, and getting bigger — but are cooperatives really serving farmers' needs? Are today's cooperatives shaped to modern needs? Or, even more important, is my local co-op really needed today? Maybe we need one that is new, aimed at solving modern problems?

It is thus a question that frequently comes up. — "If cooperatives are really out to help farmers, why is it that some items being retailed by co-op stores are priced higher than that same item in the individually owned store across the road?"

A Vital Part...

"Agricultural cooperatives are a vital part of our private enterprise system. Basically, they supply an economic need, by providing farmers with a means to compete effectively in the marketing of products, purchase of farm production supplies, and by providing needed services."

Farm Cooperatives must be large enough to compete effectively with other enterprises. Cooperatives must have the full and loyal support of all members, and in turn cooperatives should handle all products and services available to them through cooperative suppliers. Any lessening of use of cooperative channels dissipates mutual strength.

"We urge directors and members of cooperatives to make certain that their associations are soundly and adequately financed, well managed, and forward-looking enough to meet the challenges of changing economic conditions."

"We urge that cooperative members exercise their responsibility by attending membership meetings to keep informed of the business affairs of their association and, further, to select and elect competent and qualified board members." — Policies of Michigan Farm Bureau, 1967.

There are many possible explanations for such situations — maybe this particular item is being used as a "loss leader" to bring in customers — most cooperatives try to make every item pay its own way. Perhaps the co-op doesn't move enough of this item to make it worthwhile for them to carry it, except as a service to those members who are there for other business. The member needs to consider that the "profit" made by his cooperative will be paid back in the form of a patronage refund at a later time and perhaps then, the price will indeed be lower.

But he also needs to be aware of the possibility that his co-op might have some problems — that maybe it really isn't being run as efficiently as it should be. Every co-op member owes it to himself and to his co-op to keep himself well enough informed about the business operation to judge this for himself.

What is the responsibility of the farmer-member, the co-op patron, to his cooperative? It is disturbing to many cooperative leaders to find that many of our young farmers today do not seem to have the same feeling of loyalty to their farmer cooperatives that their fathers had. The young farmer is more apt to look at his cooperative strictly from a dollars and cents viewpoint — "How much is it going to save me?"

Why the difference in attitude? From the young farmer's viewpoint, the cooperative is simply a place to buy, sell, or obtain a service. But his father sees it from another angle — this co-op is a product of his own hard work and money. He drove hundreds of miles and talked many hours with his neighbors explaining how this co-op would be of value in solving a problem they had. He spent many evenings, serving on the board as an officer of his local co-op, without pay, because he believed in what it would and could do for him. It is "his" co-op.

This kind of loyalty cannot be expected from his son. And many co-op leaders today feel that they should depend on an "economic" loyalty rather than this type anyhow.

But in considering this economic loyalty, the farmer-member must not overlook the value of his cooperative in the effect it has all the way across a given market — an effect which will be reflected in both the co-op price and the price of the competition. Who sets the market? Who would be the effect of closing just those cooperatives which now serve you?

Today's young farmer is apt to look at his cooperative strictly from a dollars and cents viewpoint — "How much is it going to save me?"

What about YOUR co-op? Is it the modern, well-managed business enterprise you want it to be? Is it an imaginative, inquisitive, competitive organization that wants to meet and serve the needs of its members? Has it kept abreast of times with young, aggressive leadership as board members and as managers? If it hasn't, what have you done or what are you doing about it?
The partnership of Elmer Irish and Sons, Rt. 1, Ceresco, Mich., feeds 700 head of cattle and they say:

“Our Herd Gains at the Fastest Rate in the County!”

“This lot of 265 head of mixed steers gained an average of 2.30 lbs. per day while in our feed lot and we used Farm Bureau Beef Supplement 64%. Going to market, the Angus are 1050 lbs., the Herefords are 1100 lbs. and the Charolais are 1200 lbs. . . . graded high choice and prime, dressing 62½ percent.

“The Herefords and Angus came in late October averaging 400 lbs. and the Charolais at 490 lbs. in early November. These cattle were fed Farm Bureau Beef Supplement 64%, No. 2, at the rate of ½ lb. per head per day and a full feed of urea treated corn silage. The grain ration consisted of mixed cereal feed at 1 percent of their body weight.”

F.B. HIGH UREA SUPPLEMENT

Mr. Irish is enthused about Farm Bureau Beef Supplement 64% for a balancer with urea treated corn silage. And, he believes it is the best ration combination he has ever fed. Farm Bureau 64% is a high quality beef supplement with both urea and vegetable sources of protein. It is highly fortified with minerals and Vitamins A and D and will give you faster beef weight gains at lower cost. See your local dealer today!
AT ONE TIME OR ANOTHER...

EVERYONE needs advice about life insurance

For young and old ... insurance needs are universal. Endowment, retirement, annuity, whole life or term, coverage for all of your possessions, home or business ... these plans and more are available to you. But only an expert, a professional, can properly tailor an insurance program to your needs.

the man who KNOWS

For car trouble, you see a mechanic. You consult a doctor for medical advice and a lawyer for legal counsel. For insurance, seek advice from another professional ... your Farm Bureau Insurance Group Agent, known by his colleagues as an underwriter.

Who is a professional Farm Bureau underwriter? He is a man under constant training in many rigorous insurance courses sponsored by Farm Bureau Insurance Group, Life Underwriters Training Council and American College of Life Underwriters. He has conviction ... that insurance is vital to your security. He has experience ... to implement that conviction. He is interested in you as an individual. He is your advisor and friend. The Farm Bureau Insurance Group Agent ... with everything you need.

when you need insurance advice ... ASK
THE PROFESSIONAL