

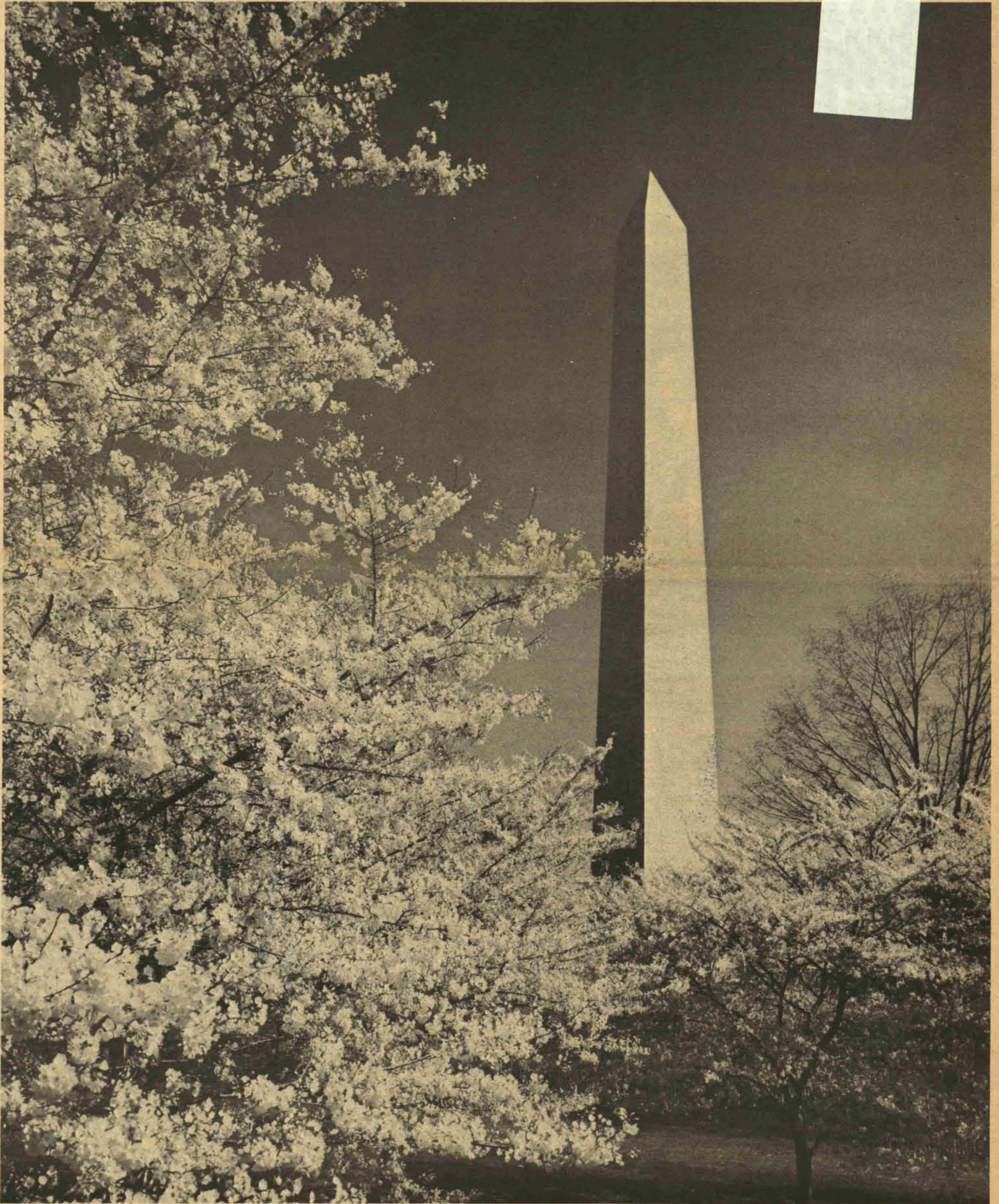
MICHIGAN FARM NEWS

THE **ACTION** PUBLICATION OF THE MICHIGAN FARM BUREAU

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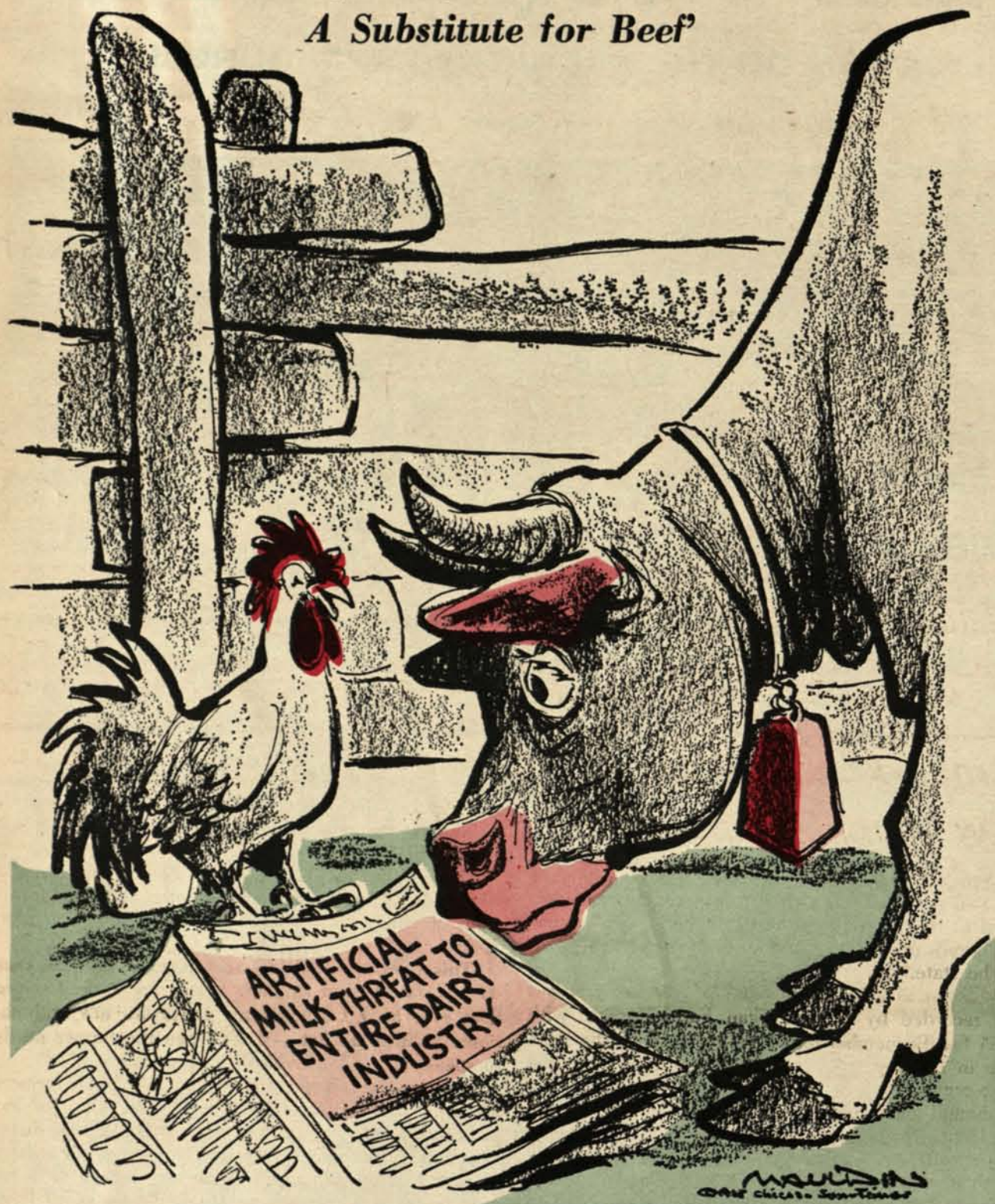
1, 1968



WASHINGTON IN SPRINGTIME:

Lovely scene among cherry trees with Washington Monument in background is symbolic of the annual "Air-Adventure" to our Nation's Capital, sponsored by Farm Bureau Women. Story on page 4.

'Cheer Up. They Still Haven't Found A Substitute for Beef'



Copyright 1968 — Chicago Sun Times, reproduced by courtesy of Wil-Jo Associates, Inc. and Bill Mauldin.

Editorial

MEATLESS MEAT

"Cheer up. They still haven't found a substitute for beef" the rooster says to the cow in the Mauldin cartoon, as she reads about the new artificial milk.

Unfortunately the rooster couldn't be more wrong, for not only are there excellent substitutes for beef now on the market, but the chicken itself is subject to sudden replacement.

Famed war cartoonist and Pulitzer Prize winner Mauldin may not have noticed the artificial beef, pork and chicken now on his grocer's shelves — but they are there.

Now on the market is "Prime" a high quality beef substitute made out of spun protein fiber (Fibroten) — and which looks, feels and tastes like a cut of roast beef. ("Like beef? — Yes Ma'm" advertises the box top) and when slices of prime are simmered in a bit of gravy, it has been known to fool discerning beef lovers.

Or how about "White-Chik" — another meatless meat, with about the same relationship to real meat as coal has to diamonds in that both are carbon in different forms. Both the substitute and the real meat are composed of protein fibers, but in the one case they are in their natural state and in the other, they have been spun out of a machine.

But make no mistake, the imitation meats look, feel and taste like roast beef, breast of chicken, or pork chops and ham. Moulded under pressure, the protein fibers can be made to look, feel and taste like nut meats and vegetables. What they lack in flavor is easily added from laboratory test tubes. Most of the essential amino acids and similar dietary needs are either present or easily added.

White-Chik, for example, contains a formula of vegetable gum, plant seasonings, corn-oil and albumen, all added to the spun protein fiber. The resultant product may be served in dozens of ways; sliced, diced, baked, fried, cold in salads and sandwiches, hot in white sauce, in casseroles and pot pies.

Soya-meats, in dozens of flavors and textures, are now being manufactured with fibers closely approximating those of poultry, beef and pork. They are ideal for allergic persons and others on restricted diets. They entirely by-pass all questions of religious sanction and taboo.

The items mentioned by name are brands of the Worthington Food Corporation, Worthington, Ohio. All are somewhat higher priced than the real product, with White-Chik and Prime selling for about 80¢ in portions to serve four persons — about 8 ounces.

Obviously they are not going to immediately replace natural meat products but they do serve as a warning of things to come. Before we become too excited about what they will do to the livestock business, we must remember they are made of farm products, currently out of soybeans, but with other high-protein plants such as alfalfa and clover offering definite and immediate possibilities.

There is great significance in terms of world food supplies, for protein grasses grow well anywhere, but in much of the world, livestock are expensive and scarce. It makes little economic sense to use animal agriculture to convert grass, as the cow does, into high protein foods such as meat and milk when any more readily available conversion can be found.

But the fact remains that meat substitutes are exactly that, and not real meat. They have some advantages (no blood, skin, fat, bones) but the disadvantages are equally obvious. Aroma is lacking, so is gravy. Fat contains the real meat flavors and is necessary to taste.

Perhaps the greatest drawback to widespread use of the new substitute meats is price.

And the greatest lesson livestock farmers can learn from them is the danger evident in placing too much pressure on our marketplace price structure through such devices as withholding threats and price increase demands.

Nobody can force Mrs. Consumer to pay more and more for something without eventually causing her to switch to a substitute product, and in the case of meat, (just as in milk) we had best realize that these products are now waiting on the shelves.

Mrs. Jerold (Maxine) Topliff

M.W.

A PERSONAL WORD FROM THE WOMEN:

Springtime Activity...

April showers? Well, that's what brings the green of spring — and our farms are benefitting from the many shades of green now beginning to hide the leftovers from winter.

Nature sets the example, and now is the time to help her. Let's clean up winter's accumulation of sticks, tin cans, broken fences or gates and whatever else soon may be hiding in the tall grass.

Spring is a busy time, but not quite as busy as a little later on. Spring is clean-up-and-begin-again time. Let's set a pick-up, clean-up safety pattern and we'll all be happier for it all year long.

Spring is the signal for a new start, and it is no accident that Farm Bureau Women's District Meetings are scheduled for April. A complete schedule of these meetings, listing dates, places, and a bit about the programs, will be found on page 8 of this paper.

Make a note to remind you of the meeting for your district and plan to go and to take a neighbor.

We have all completed our income tax returns by now and are most conscious of the amount taxes remove from our already limited farm incomes. Even with heavy taxation, our government always seems to manage spending much more than is taken in.

All the international gold fuss, and much of the talk about inflation, could be settled by bringing our national budget into balance, annual interest rates on the money we use (but don't have) is a staggering amount each year.

This year's share of the national deficit (if you are an "average" American) comes to \$150 per person, or \$650 per family. That's for this year's deficit only — and on top of the \$1,746 for each person and \$6,984 which each family already had as its share of the national debt!

Let your Congressman know what you think about this! This is an election year — join the letter writing campaign urged by American Farm Bureau President, Charles Shuman — to make our Congressmen realize how determined we are to have the government "spending explosion" brought to a halt.

MICHIGAN FARM NEWS

THE ACTION PUBLICATION OF THE MICHIGAN FARM BUREAU

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President's Column

LET'S NOT PANIC

A few years ago we dairymen just knew we were ruined by oleomargarine, and a few were. But you and I are still in the dairy business. Of course some of us may not make it through this one, but I have confidence in the ability of Michigan dairymen to meet the challenges and to beat the competition as it comes along.

On this matter of substitutes — imitation and filled milk alike — I think we have passed the day when we can depend on government or on legislation to prevent substitutes from coming on the market to compete with our natural products.

But let's not panic about these substitutes — maybe we can eventually take advantage of some of them. If filled and imitation milk do nothing more than make us break down some of our old barriers in pricing and marketing, maybe it will have served a useful purpose.

Recently Dr. Quackenbush of the American Dairy Association said that the dairy industry has lost about a fourth of its market in the last 25 years. There have been a number of reasons for this. *First, it probably has something to do with the fact that we are in prosperous times.* There has been a long-term trend downward in the use of dairy products by American consumers. The same thing has happened to use of wheat and potatoes — people today don't do as much physical labor as they did 30 years ago, and they are more conscious of calories. So in this respect, we are victims of prosperity.

We are also victims of publicity in the areas of vegetable versus animal fats — saturated versus "polyunsaturated" vegetable fats. In both cases, the trend is toward the use of the polyunsaturated vegetable fats. This is a big part of the filled and imitation milk battle.

With government manipulation to keep food prices low the profit margin for dairy processors is naturally limited. Without any other way to compensate for this limitation, the dairy processor has had to innovate, to substitute, and to shift to products that can return a larger profit. Imitation dairy products are an example of this kind of innovation.

I don't think this is the time to panic over the threat of competition from filled and imitation milk. I do say NOW is the time to start working vigorously to meet the competition — and this will require the total effort of every one of us and all of our organizations. *We MUST get together on this one or we'll go broke together without it.* Our solution is in the market place and the market place only. There just isn't any question that the dairy industry is presently hampered by too many regulations to be able to effectively battle our substitute competition. Most of these regulations were needed when we got them adopted years ago, but now the situation has changed. Now we in the dairy industry are finding ourselves saddled with regulations that don't necessarily regulate our competition. We can't regulate these substitutes out of the market — we have to fight off their competition at the grocery counter, not in the halls of the legislature. But we do have to make sure we are all working under the same ground rules — in packaging, labeling, sanitation, and on and on.

For one thing, we have to be sure that the substitutes don't get away with false claims about nutritional qualities and other factors. We can't afford a double standard that ties our hands, but lets the imitators go free.

We then have a choice — do we put these same controls on the substitutes, or do we remove some of ours? I'm thinking of laws like the one we have here in Michigan which won't allow us to market a butter-margarine mixture, even if that is what the customer wants to buy.

There is one thing we want to be careful about when we change these regulations too, and this is one of the reasons we probably will have to loosen the restrictions on real dairy products rather than add them to the substitutes.

We shouldn't give Mrs. Consumer the idea that we as an industry want to keep her from making her own choice in the marketplace.

Elton Smith



SELECTED CHAIRMAN — of the National Dairy Advisory Committee of the American Farm Bureau, is Elton Smith, President of the Michigan Farm Bureau (second from right). Other newly appointed committee chairmen include (from left) Barry Brownell, Oregon, Poultry; W. E. Overton, New Mexico, Livestock; J. Merrill Anderson, Iowa, Field Crops; M. F. Frost, Texas, Horticultural crops; Smith and W. E. Hamilton, Director of research and commodity activities for the American Farm Bureau.

Membership Gain is Recorded!

"Group-Action" Provides New Membership Strength

"Strength — Through Group Action" is the theme of the Michigan Farm Bureau, and new strength has been added to the organization through the "group action" of hundreds of volunteer membership workers throughout the state.

A substantial gain in membership over last year has been recorded by the Michigan Farm Bureau, with 52,055 family memberships now received at the state office in Lansing, compared to 52,014 total members in the organization in 1967.

Although much of the major contact effort has been completed, "membership is an all-year job" according to one official, who added that further substantial growth is expected in the weeks immediately ahead.

A majority of last year's membership have re-joined for 1968, with a 95 per cent "renewal" figure compiled over the state. Officials view this maintenance record as an excellent one, and compare it to other voluntary organizations where a ten per cent, or more, annual drop-out rate is considered common.

Nearly 3,000 new members were included in the "gain" total, with the clear implication that many non-members find the organization attractive and will join if invited.

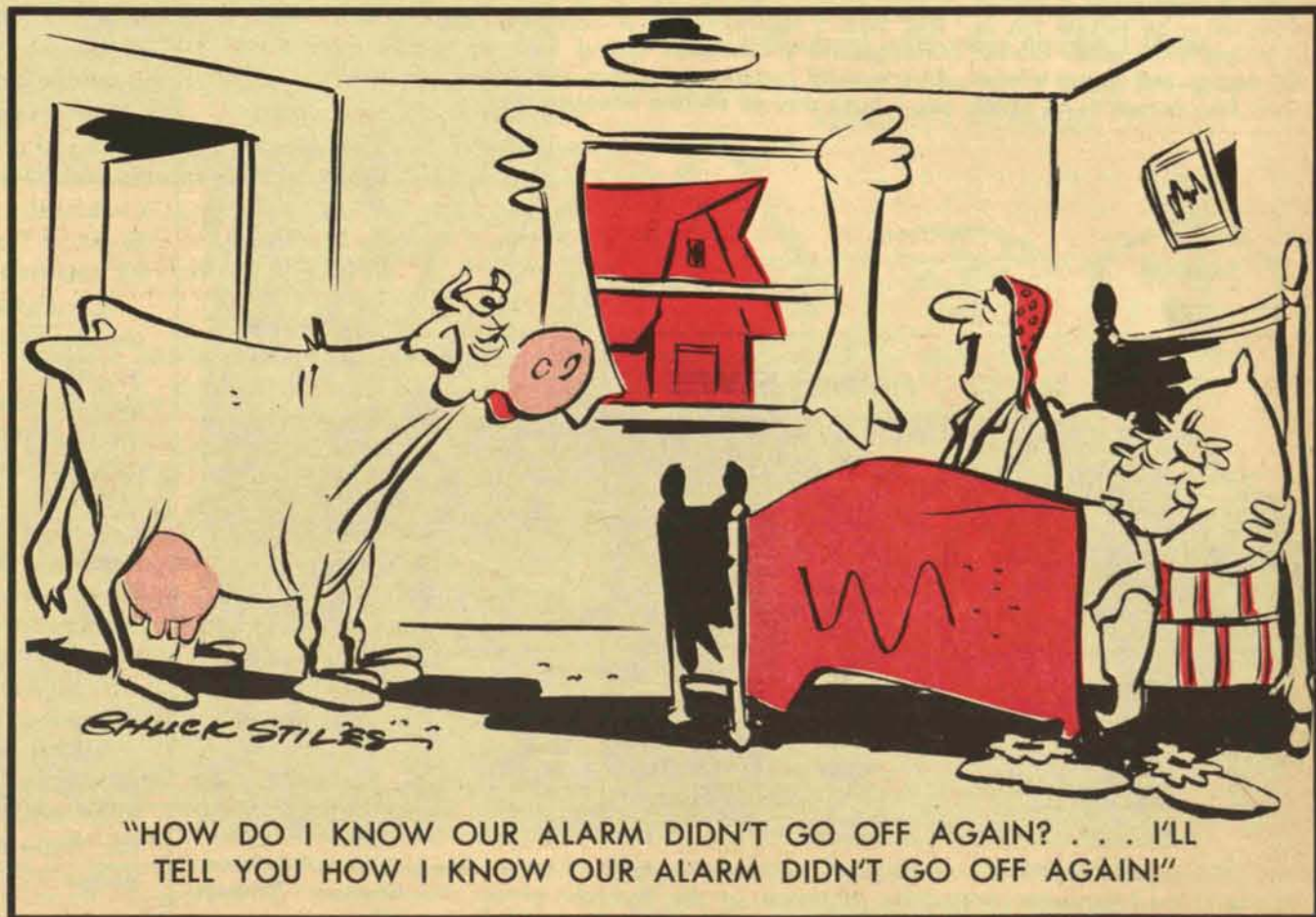
But Larry Ewing, Manager of the Field Services Division of the Michigan Farm Bureau, who has major responsibility for coordinating the membership work throughout the state, reports an additional 1,700 members needed to reach this year's state goal.

However, he said the gain in membership already recorded over last year's total "represents an endorsement of what Farm Bureau is and what it has been doing."

"This increased support comes during a political year when farmers need to show organized strength more than ever before, when farm prices are low and national politics are hot — that's when the farmer needs to speak with a loud voice", Ewing said.

Cited was growing evidence that Michigan farmers are using their organization to keep a wary eye on the state legislature and a number of key issues there. One issue about which they feel strongly is the matter of taxing farmland according to use, rather than according to some potential use, such as for a subdivision or industrial development.

In Washington, a bill to place farmers under the provisions of the National Labor Management Relations act, has been disturbing to Michigan farmers. Sponsored by Representative James G. O'Hara of Michigan's 12th District (Macomb county and parts of Detroit), the bill would force farmers to deal with any union signing more than half of the employees on his farm.



"HOW DO I KNOW OUR ALARM DIDN'T GO OFF AGAIN? . . . I'LL TELL YOU HOW I KNOW OUR ALARM DIDN'T GO OFF AGAIN!"

our heritage of freedom!



"Our Heritage of Freedom" was the theme for this year's springtime "Air-Adventure" to Washington, D. C. March 11-14. Sponsored by Michigan Farm Bureau Women, the tour attracted 86 persons, flying in two Northwest Airlines jets to Washington. Visits there included Congress, the White House, National Archives and George Washington's home at Mount Vernon.

Later, two groups were formed with separate itineraries, one of officially designated "Legislative Leaders", and the other students of our freedom-heritage.

Both were briefed in the offices of the American Farm Bureau Federation, to give them a background of up-to-the-minute Congressional action (and attitudes) prior to their visits "on the hill."

Matt Triggs, Assistant Legislative Director for the American Farm Bureau in Washington, said that attempts to place farmers under provisions of the National Labor Relations Act were of prime concern to all farmers "whether they hire labor or not." He explained that Michigan Representative James O'Hara of Mt. Clemens (D-12th district, Macomb county and portions of Detroit) had introduced a bill which would force farmers to recognize labor union representation.

Under provisions of the bill, the farmer would be forced to "negotiate in good faith" with any union signing more than half of the workers employed on his farm.

Highlights of the Freedom-Heritage touring section were visits to Ford Theatre (where Lincoln was shot); the Federal Bureau of Investigation; and a visit with a long-time staff member of the House Committee on Un-American Activities.

Recently re-opened to the public after complete restoration, Ford's Theatre provided an imposing flash-back into history and the fateful night when President Lincoln sat in his private box as John Wilkes Booth lurked nearby.

An incompetent guard relaxed his vigil long enough to let Booth

assassinate the President at a moment in the play when prolonged laughter could be counted upon to cover his movements and the sound of his gun.

The Michigan group saw the torn flag (Booth caught the spur of one boot in it when leaping the balustrade following the shot) and the peep-hole drilled in the door through which Booth watched the President.

Next, the Freedom-Heritage participants stopped at the Archives Building, the Federal Bu-

reau of Investigation, and visited with a staff member of the House Committee on Un-American Activities.

Chief Investigator Appell said the Communist threat to America remains very real, that the party is actively at work in the country with one objective in mind—complete overthrow of our government and its replacement with "a new economic order" patterned after the Soviets'.

He commended Farm Bureau as an organization for its "constant vigilance" and the touring farmers individually for their interest and effectiveness in maintaining our constitutional government based upon individual responsibility.

"You as farmers have more feeling for freedom than most people—you evidence a greater realization of what it means," Appell said.



THE WHITE HOUSE—on a rainy day was a tour highlight. Changeable Washington spring weather caused some discomfort, but did not prevent group members from making all stops on a busy day of visiting historical sights.



TOMB OF THE UNKNOWN— and a wreath presentation by the Guatemalan Minister of Defense, was one of the impressive ceremonies witnessed by the Michigan group. The Unknown Soldiers represent all fighting men of the First and Second World Wars and the Korean War.



FORMER MICH. CONGRESSMAN— Billie Farnum, now with the National Democratic Committee in Washington, greeted his Michigan friends during a noon luncheon in the new (and impressive) Rayburn building.



HOUSE MINORITY LEADER— Michigan's own Gerald Ford, Grand Rapids, hosted Farm Bureau Legislative Leaders at an early morning breakfast in the House Speaker's Private Dining Room.

Romantic Europe Exciting Alaska

A glimpse into the romantic past which is Europe, a sun-washed beach in Hawaii, or the exciting challenge of Alaska—which will you choose? Any one of them can be yours this summer, on a low-priced Heritage Tour.

You can wander through 11 European countries—Spain, Majorca, England, France, Italy, Austria, Lichtenstein, Switzerland, Germany, Holland and Ireland. Cost of the tour is only \$907.50 for those who join the flight at Detroit Metro airport. The tour leaves July 22, returning to the States on August 12.

A variety of tour dates are available for the enchanting Hawaiian Islands—June 15-30, August 3-18, or October 26-November 10. Cost is \$800.89 for persons boarding the plane in Lansing. Tourists will visit the four major islands of the group, Oahu, Kauai, Maui and Hawaii.

A visit to Alaska, land of contrasts, is scheduled for July 27, returning August 11. Cost is \$1000.94 from Lansing, with a \$33.97 rebate for wives traveling with their husbands.

The tour will include Vancouver, Ketchikan, a cruise through the Inside Passage, Fairbanks, a scenic trip to Mt. McKinley National park, and many other exciting places.

All tour prices include complete transportation, hotel accommodations, sightseeing facilities, transfers and most meals. For further information, you may contact the Information Division, Michigan Farm Bureau, phone 485-8121, Extension 317.

Young Men on the Move

Jaycees Pick "Most Outstanding"

Michigan's Outstanding Young Farmer for 1968, Robert Buist of Allendale, is not only an excellent farmer, he is also an accomplished inventor. Not satisfied with some of the machinery available to cut and size celery on his farm, he developed a grading and sizing system which is now being produced and sold to other celery growers throughout the nation.

Entries from 15 communities throughout Michigan competed in the 1968 search for the state's Most Outstanding Young Farmer. The annual contest is sponsored by the Michigan Junior Chamber of Commerce.

All four of the top winners are members of Michigan Farm Bureau.

Buist's selection was based partly on the innovations he has made to speed up and mechanize his farming operations.

A celery and asparagus grower, Buist and his wife, Nina, have three children. Their Allendale home is in Ottawa County, where they hold Farm Bureau membership.

Second place in the contest was awarded to Charles Bracey of Ovid, Clinton county. A dairy and cash crop farmer, he has shown special skills in the redesign and repair of machines to fit his particular farming needs.

Bracey and his wife, Patricia, have two children.

R. James Cook of Howell, third place winner, is a dairy farmer with a degree in agricultural economics from Michigan State University. Cook is typical of the new generation of well-trained farm management specialists.

He and his wife, Nancy, have two youngsters.

Gerald Slocum, whose farm is located in the Hart area of Oceana county, placed fourth in the contest. Slocum is a fruit and Christmas tree grower who believes in adapting his machinery to his own particular needs. He has also put considerable effort into developing markets for his farm products.

Slocum and his wife, Phyllis, are the parents of three children.

While the annual search for Michigan's Outstanding Young Farmers is sponsored by the Michigan Jaycees, each year it is the special project of a local chapter which acts as host for the awards banquet.

This year the affair was hosted by the Adrian chapter, with dinner at Siena Heights College in Adrian. Afternoon program featured a tour of area farms, and a visit to Adrian College.

Master of ceremonies for the evening's event was Howard Heath, Ann Arbor farm broadcaster. The principal speaker was B. Dale Ball, director of the Michigan Department of Agriculture. Awards to the winners were presented by Patrick J. Duggan, Jaycee president.

Contest arrangements were under the chairmanship of Dr. Howard Pennington of Adrian. Financial sponsorship included the Farm Bureau Insurance group and local farm business.



EXCITING MOMENT — seconds after selection as Michigan's "Most Outstanding Young Farmer," Robert Buist and wife, Nina, are photographed for television. The Buists are Ottawa County Farm Bureau members. They have three children.



CHARLES BRACEY — and wife, Patricia, receive the second-place plaque in the state "Outstanding Young Farmer" contest from Jaycee President, Patrick Duggan (center). The Bracey farm is located near Ovid in Clinton county.



R. JAMES COOK — (right) and wife, Nancy, are given the third-place plaque in the OYF contest. Cook is a 31-year-old dairy farmer from Howell, Livingston county.



GERALD SLOCUM — and wife, Phyllis, are presented with the fourth-place award by Jaycee President, Patrick Duggan. They specialize in fruit and Christmas trees near Hart, Oceana county.

Young Farmer Officers

The state Young Farmer committee is appointed by the Michigan Farm Bureau board of directors and is responsible to the board. Mike Satchell, Caro, is committee chairman and a voting member of the MFB board. Three committee members serve on the state Policy Development Committee.

Wayne Erny, Van Buren county, and Larry Karsten, Presque Isle county, serve as first and second vice chairmen of the state committee.

District	Committee Members	Location
1	Roger Stoner Wayne Erny	Jones South Haven
2	Lynn Smith Richard Godfrey	Battle Creek Jonesville
3	Wm. Middleton	Lake Orion
4	Jack Bosgraaf Carl Alverson	Hudsonville Wayland
5	Jim Van Dyne Mrs. Carolyn Sands	Ovid Eagle
6	Mike Satchell Harold Molzon	Caro North Branch
7	Mrs. Janet Thompson Larry Van Sickle	Mecosta Hart
8	Richard Kadlec	St. Charles
9	James Call Don Nugent	Grawn Frankfort
10	Lawrence Karsten Duane Snow	Rogers City Hillman
11	Wallace Walcher Wm. Good	Stephenson Bark River

The Young Farmer program does not stand by itself, rather it provides opportunities for young farmers to become active in the total Farm Bureau organization.

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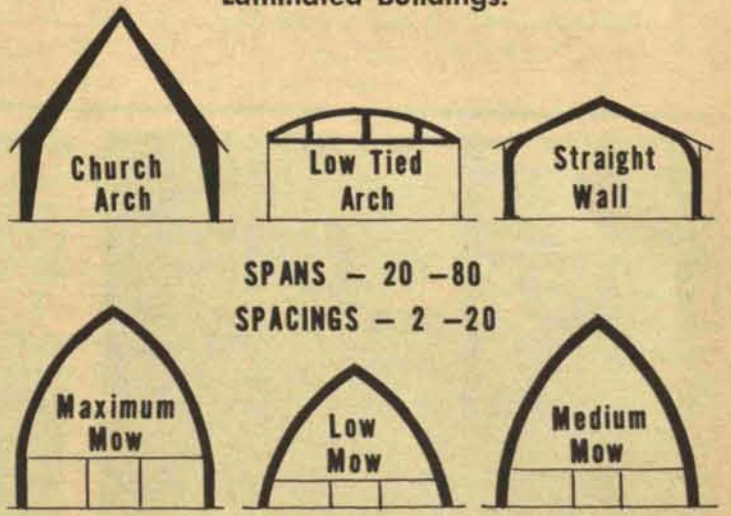
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CHARLES ITSELL — whose farm, and that of his father, is located several miles from the expanding city of Howell, tells the "Accent Agriculture" camera of sharp increases in farmland taxation resulting from urban sprawl.



capitol report

TAX ASSESSMENT FILM TO PINPOINT MAJOR PROBLEM



FEEDER CATTLE — on the Bernard Kunz farm near Howell, are surrounded by a superhighway and encroaching housing developments. He and other area farmers are worried.



HANS HAUGARD — Natural Resources Agent, visits with "Accent Agriculture" host Roger Brown, about need for Michigan tax practices to allow farm land to be taxed upon present use instead of potential for industry or housing. "America has only so much prime farm land," he said.

Many Michigan farmers are bitter over their farmland taxes, bitter, disappointed, and frightened. They are keenly aware that unless drastic changes are made in basic assessment procedures — and soon — they will be forced out of business.

The pressures of "urban sprawl" into rural areas have brought the problem. In hundreds of Michigan rural communities, a mushrooming housing development or a new factory moving out where there is less crowding, have brought with them a rural property valuation boom.

Mostly for farmers it is a paper boom, and not one immediately, if ever, transferred into cash.

Tax assessors are tied to the rule that land taxes must be based upon highest value — and not necessarily upon present use. The results are near-disaster in many rural Michigan communities.

To place this story before the public, the Information Division of Michigan Farm Bureau has begun work on a half-hour color-television documentary, part of the "Accent Agriculture" TV series, which will be offered to all stations of the state when completed.

In gathering material to show the problems brought Michigan farmers by urban sprawl — the filming crew visited University specialists, members of the legislature, natural-resource experts, the office of a tax assessor, and several farmers where land valuations have been dramatically increased.

The film crew was shocked by

the open bitterness and the evident bewilderment felt by farmers who had already high taxes raised again and again.

"Our assessment has gone up just awful. They came through and re-assessed, and now they're about double what they were last year . . .," said Charles Itsell, Farm Bureau member who farms about 220 acres five miles from Howell.

"Farm prices are too low to allow us to pay such high taxes on land used only to farm. True, there are housing developments coming and new office buildings are going up around us — but we're still farming, and while that's true I can't see why our taxes should be raised, until such time as the land is used for something else . . .," Itsell said.

At the Bernard Kunz farm, also near Howell, the filming crew found the owners puzzling over what they could do to survive a two-year increase of four times in assessed valuation.

The sudden increase had come about because a neighbor had sold housing plots to people trying to escape from city living. The corner lots had brought good prices for former farmland, but they also brought along the tax assessor.

Surrounding farmland has been raised to what the assessor now considers "fair market value." What it will mean to Kunz with about 700 acres (500 in corn), and feeding out 600 head of cattle, is the big question. *"There are going to be some changes*

made — there's no question about that . . .," he says.

In Lansing, Representative Roy L. Spencer had introduced a bill which called for treating agricultural land for taxation purposes as agricultural land, and not as subdivision land.

"Agriculture can no longer afford to pay subdivision taxes on land that is exclusively devoted to farming purposes . . .," he says.

Both Representative Spencer and Representative Dale Warner have joined in preparing a House Resolution to change that part of the Constitution dealing with assessments. It adjusts the portion dealing with farm-real property. They remain unsure that such an amendment is needed, but have gone ahead "just in case."

Senator Harry A. DeMaso, Chairman of the Senate Taxation committee, feels that the entire area of "proper" tax assessments has been largely ignored.

"I think the basic foundation of fiscal reform lies in the assessment field. We find over one-billion dollars raised by property taxes, all of which are levied by assessors, very few of whom are trained or completely qualified to do this job . . ."

"Too often we find land — particularly agricultural land — that is far over-assessed.

"Its assessed base has some assumed potential use, whether the use may be tomorrow, five years from now — or 20 years from now. I feel that we have to do something in the assessment field to adjust this . . .," DeMaso said

LEGISLATIVE LEADERS PONDER FARMLAND TAX RULES!



RESOLUTION PROPOSING — a Constitutional Amendment, has been prepared by Rep. Dale Warner (56th Dist.) and House colleague, Roy L. Spencer, to clear the way for tax improvements.



TAX COMMITTEE CHAIRMAN — Senator Harry A. DeMaso, (20th Sen. District) feels that careful assessment is becoming more necessary in rural areas of the state and that assessor training is needed.



FARMLAND VALUE — based on present uses instead of future potential, is the subject of a bill authored by Representative Roy L. Spencer (78th District).

Protect Yourself!

a new check-list to consider in sale of your rights-of-way

SUGGESTIONS OFFERED FOR YOUR PIPELINE-UTILITY DOCUMENTS

About ten County Farm Bureaus passed resolutions at their annual meetings calling attention to many problems created for farmers whenever a pipeline or other public utility crosses their land. This resulted in a strong policy adopted by the voting delegates at the state annual meeting.

Farm Bureau hosted a meeting on January 9 to decide on a course of action. Those present included Senator Gilbert Bursley; Representative Stanley Powell; Dale Ball, Director, and Stanley Quackenbush, Department of Agriculture; Russell Hill, Executive Secretary, and Fred Houseman, President, Michigan Soil Conservation Committee; Charles Maxwell, Public Utilities Division, Department of Commerce; and Dan Reed, Bob Smith and Dale Sherwin of Farm Bureau.

It was decided that both legislation and educational programs are needed. While negotiation for right-of-way is up to the landowner, he should have factual information on what should be included in an agreement. Farm Bureau has had legislation introduced (H. 4176, Rohlfs, Prescott and Woodman) to make certain requirements of Public Utility Companies.

The Public Utilities Division of the Department of Commerce has cooperated to the fullest. The following is a letter which was sent to Director of Agriculture Dale Ball and Farm Bureau. The letter outlines those things of which property owners should be aware. While the letter refers to "pipelines," the suggestions are equally valid for other types of public utility rights-of-way.

Gentlemen:

This is in response to your request expressed at a meeting at the offices of the Michigan Farm Bureau on January 9, 1968, for a model contract form covering a pipeline right-of-way.

Our experience leads us to conclude that any legal document (contract of purchase, option, easement, or deed) for the purchase and sale of pipeline right-of-way should include provisions dealing with particular subjects of concern to the grantor. We do not propose hereby to render any legal advice as to what should or should not be included in such documents but merely to suggest subjects which grantors should be aware of and consider providing for in any legal documents. Of course, any conveyance or other legal document for acquisition or sale of right-of-way should be prepared by an attorney and examined by attorneys for both grantor and grantee before being executed by either party. We believe the following matters are appropriate for consideration and possible inclusion by appropriate provisions in legal documents for the sale of right-of-way for pipelines.

1. Identify by number the tract of land for correspondence and other purposes.

2. There should be a statement of the payment in dollars (or other consideration) for the right-of-way easement together with an acknowledgement of receipt therefore.

3. The grantor of the right-of-way and the grantee pipeline company should be identified by name.

4. The right to survey, clear and excavate for, lay, construct, operate, inspect, maintain, protect, repair, replace, alter, change the size of, or remove one pipeline should be conveyed by the grantor to the grantee. If the grantee wishes to obtain the right to lay more than one pipeline this would be attached to the document as a supplement. We believe this procedure will put the landowner on notice that another pipeline might be installed at a future date when land-use might have changed.

5. The right-of-way should be precisely described on a particular tract of land; e.g., an accurate legal description.

6. The right-of-way should be particularly described as to width, as to the point of entrance of the centerline of the right-of-way, the approximate direction and distance, and the point of exit from the tract of land. The location of the right-of-way should be shown on a plat attached to the document and

made a part thereof. There should be a specific provision that the pipeline may be located any place on the right-of-way. This is necessary for flexibility during construction.

7. The grantor should convey to the grantee the right of ingress and egress to and from the right-of-way, until such easement is exercised and thereafter as long as any facility installed pursuant to the document is in use or remains on the right-of-way.

8. During construction, crossovers should be constructed by the grantee for the use and convenience of the grantor, as requested by the grantor. The grantee should install temporary fences and gates at the request of the grantor. All fences cut or disturbed during any construction or maintenance operations should be repaired in a workmanlike manner by the grantee.

9. The document should provide that all drainage systems, both below ground and on the surface, shall after construction of the pipeline be repaired in a workmanlike manner by the grantee so as to assure continuing proper operation of such drainage system(s). There should be a blank space provided for listing any special requirements of the landowner. This should alert him regarding the necessity of inserting any special conditions.

10. The document should contain a provision that grantee will replace the topsoil at the top of the ditch as specified in a blank space provided for such purpose. It is our opinion that such a provision is not necessary in some locations, and the specific methods would probably be different in different locations, so that it would not be practical to include a more specific requirement in the language of every document. The landowner would thus be responsible for selection of a replacement requirement that would suit his purposes, and there would be provision in the document indicating the need of specific action on his part.

11. The document should contain a statement that grantee will, insofar as practicable, restore the surface of the right-of-way to the original grade, except that earth shall be mounded over the pipe to compensate for settlement of backfill.

12. The document should contain a statement that, insofar as practicable, it is intended that grantee should employ methods to prevent surface erosion, and there should be a blank space for description of particular methods selected by the grantor. This would alert the landowner to select a method suitable to his purposes.

13. The document should include a statement that the grantor has advised the grantee of grantor's intention to install certain improvements in the future as described in a blank space for such purposes, and should provide that the grantee will install its pipeline subject to certain specified conditions to facilitate grantor's convenience in future installation of the improvements set forth. There should be a blank space for listing the grantee's obligations as related to this phase of the matter. There are thus two provisions for insertions in this paragraph of the agreement to alert the landowner regarding these points.

14. The document should provide that the grantee agrees to pay or cause to be paid to the then owners and tenants, according to their respective interests, all damages to crops, timber, livestock, and improvements, including but not limited to the improvements referred to in Item 13 above.

15. The document should specify that the grantor shall maintain the right to fully use and enjoy the right-of-way in any manner not inconsistent with the rights given to grantee. The document should specify that no buildings or structures may be erected on the right-of-way. This is a necessary requirement.

16. The document should specify that the pipeline will be buried at a sufficient depth so as not to interfere with the operation of tile drains and normal tilling methods employed at the time the right-of-way is granted, subject to conditions to be listed in a blank space. In no case may the pipeline be installed at a depth less than 30 inches. This last requirement should be spelled out because it is a part of the Michigan Gas Safety Code promulgated by this Commission.

17. The document should provide that the rights granted may be assigned in whole or in part, and that all rights, privileges and obligations created by such instrument shall be binding on the heirs, administrators, executors, successors and assigns of both grantor and grantee.

18. The document should provide for arbitration in case of dispute between grantor and grantee as to the interpretation of same. The following is a possible arbitration procedure which might be useful to the parties. There should be a requirement for written notice of proposed arbitration by either party to the other. There should be 15 days maximum time for appointment by each party of a person to represent such parties. Such persons should be residents of the county wherein the right-of-way is located. There should be a maximum of 15 days time for such two persons to appoint a third person, not necessarily a resident of the county, to complete the arbitration panel. Such panel shall consider the dispute and within 30 days after appointment of the third person shall render a decision in writing by majority vote. Copies of the decision shall be furnished to grantor and grantee within 10 days. Both grantor and grantee shall agree to be bound by such arbitration. The document should provide that the grantee will pay the costs of such arbitration, including any fees and travel expenses. The point is that the parties should spell out in the documents the arbitration provisions which will apply.

19. The document should state that no person has the authority to make any oral agreements or amendments with respect to the subject matter of the right-of-way agreement other than as set forth in the document in writing and that the grantee or his agent has specifically advised the grantor as to such. The document should contain a separate blank space for the signatures of both grantor and grantee's agent attesting to such advice. This should act to alert the landowner concerning any oral promises.

20. The document should provide that grantee will pay for the cost of all abstract entries relating to the pipeline or to the right-of-way. This is because it is common practice for pipelines to record all indentures. Otherwise, there could be a considerable cost to the landowner to bring the abstract up to date if he sells the land.

21. The document should contain a provision for a statement by grantor as to whether a tenant has any interest and, if so, there should be provision for adoption of such right-of-way agreement by the tenant insofar as his interests are affected.

22. Finally, the document should contain another separate blank space for the signatures of the grantor and agent of the grantee, and should be witnessed, notarized, and dated.

As we advised you on January 9, 1968, one Michigan statute (Act 238, P.A. 1923, as amended, MSA 22.1672(7)), specifically provides that in cases of condemnation of right-of-way by electric or gas corporations, the company shall pay reasonable attorney's fees and witness fees for the landowner. We think this is an important point which should be made clear to landowners.

F. M. Hoppe,
Director of Public Utilities

UTILITY PIPELINES

"There is increasing construction of utilities across private lands. Many landowners are unaware of their legal rights and are seldom informed of a utility route until land leasing or purchasing has begun. Present laws, rules and regulations are designed primarily for safety, with little consideration of land conservation or for landowners' rights.

We recommend that legislation be enacted to protect all the rights of landowners, including protection from land deterioration, vegetation destruction and tile line and open drain interruption. Regulations are also needed to require utility companies to file public notice of impending projects and their routes."


— 1968 Policies, Michigan Farm Bureau.



Recent visitors to the Farm Bureau Center in Lansing were 21 members of the Berrien County Farm Bureau Women, led by Lyd Knuth, chairman. They are pictured here being greeted by Larry Ewing, manager of Field Services division, Michigan Farm Bureau. Following a morning tour of the building, the group visited the State Capitol downtown.




IN WASHINGTON D.C. — Michigan's Most Outstanding Young Farmer (right) Robert Buist, and wife, Nina, visit with their Congressman, Guy VanderJagt. Also pictured is Mrs. Lois Wayer, Hart (left). The Buists were in Washington as guests of Michigan Farm Bureau Women.



FARM BUREAU WOMEN

working, not waiting



Spring District Meetings Emphasize P.E.P. Project

all are welcome. . .

Michigan Farm Bureau women welcome spring with a series of district meetings, in preparation for programs of action to receive their attention through the balance of the year.

One major project, selected by the State Women's Committee, will be P.E.P. — "Political Education and Participation." This project will receive special emphasis in both state and national Farm Bureau programs during the current election year.

Speakers on P.E.P. at the district meetings will be Mrs. Maxine Toppliff, state Women's chairman, and Dale Sherwin, of the Public Affairs Division, and a Legislative Counsel for the Michigan Farm Bureau.

Another highlight of all meetings in the uneven-numbered districts will be the election of a district chairman. Each chairman is responsible for coordination of activities in her district, and serves as a member of the State Women's Committee.

District meeting dates and programs include:

District 1 — April 2, White Pigeon, Grange Hall. 9:30 a.m. coffee; 10:00 a.m. P.E.P. meeting; afternoon program, "Farm Holidays," speaker with slides, and election of officers.

District 2 — April 3, Hillsdale, 4-H Club building at fairgrounds. 9:30 a.m., P.E.P.; afternoon, "Agriculture Around the World," with a speaker from the Kellogg Young Farmer Program.

District 3 — April 18, South Lyon, Methodist Church. 9:30 a.m. coffee; 10:00 a.m., "Growing Old Gracefully," with Brigadier Robert Mahon, administrator of Salvation Army Rest Home, Eventide, as speaker — afternoon,

P.E.P.; Mrs. Maurine Scramlin, speaking on "Michigan Week"; Helen Atwood reporting on ACWW plans; remarks by regional representatives, Donald Ruhlrig and Ken Wimmer; election of officers.

District 4 — April 17, Caledonia Methodist Church. Morning, P.E.P.; afternoon, ACWW participation program, in which five different counties will present special study material on five countries represented in ACWW.

District 5 — April 15, Potterville Methodist Church. Morning, P.E.P.; afternoon, "Drug Addiction," speaker to be announced; Helen Atwood, discussing ACWW participation; and election of officers.

District 6 — April 16, Crosswell Methodist Church. Morning, P.E.P., and a report from Mrs. Eugene DeMatio, who holds the title of "Mrs. Safety;" afternoon program, "Stylish Tops," a demonstration of wigs and hairpieces by the Fantasia Beaute Salon of

Port Huron, arranged by the Sanilac County Women's group.

District 7 — April 4, Gibbs Restaurant, between Ludington and Scottville. Morning, P.E.P.; afternoon, the Rev. Robert Christensen, pastor of Trinity Evangelical Church, Ludington, will show slides and speak on the Republic of South Africa. There will be election of officers.

District 8 — April 10, Delta College. Morning, P.E.P.; afternoon, a panel discussion on "Water and Air Pollution;" mock style show; and music by Miss Alice Spero, harpist, of Saginaw.

District 9 — April 5, Sun and Snow Lodge, Cadillac. Morning, P.E.P.; afternoon, Mrs. Charles Gray, Missaukee County, will show colored slides and describe her visit to South America. Election of officers will be held.

District 10, East — April 25, Rush town hall, Montmorency County. 10:00 a.m. coffee, 10:30 a.m., P.E.P.; afternoon, Mrs. M. Knetchel of Alpena, speaker on "Landscaping and Flower Arranging."

District 10, West — April 26, Advance, Board of Commerce Building. Morning, P.E.P.; potluck dinner at noon; afternoon, Helen Atwood speaking on ACWW; a style show, and reports by regional representatives.

Meetings in District 11-East and 11-West are scheduled for June, and programs for these meetings have not yet been finalized.

"Learning to Live" Countrywoman Theme

"Learning to Live," is the theme for the Triennial meeting of Associated County Women of the World which will attract 5,000 delegates to the Michigan State University campus in September.

Delegates will represent country women's societies in 116 countries, states and provinces. Approximately six and one-half million women are members of ACWW.

Michigan State University in East Lansing was chosen for the 12th Triennial Conference because it is a land-grant college, and because facilities are ample for the total number of delegates and accredited visitors anticipated. It is the first time the ACWW meeting has been held on a university campus, and only the second time the organization has convened in the United States.

ACWW was organized in 1933, after many years of preparatory work among women of different nations. Its aims are: to promote international goodwill, friendship and understanding between the countrywomen and homemakers of the world; to raise the standard of living of rural women all over the world; to further international understanding and friendship and to be a voice for countrywomen in international affairs.

Farm Bureau women will have responsibility for the opening reception, when the meeting convenes September 3. Sessions will conclude on the afternoon of September 14. Thursday, September 5, has been designated as USA Day, when all delegates are asked to wear their native costumes. On this day, meetings are open to all interested persons, when they may enjoy the colorful array of costumes from such far-away places as Pakistan, Ceylon, Greece, Sarawak, and Sweden.

Many Michigan Farm Bureau women will be involved in assignments for the Triennial, with Mrs. William Scramlin of Holly, past state chairman, serving as general chairman for Farm Bureau women.

Mrs. Jerold Toppliff, state Women's chairman, is in charge of the committee handling ushers, pages and messengers. Her committee will also arrange for auditorium seating.

Other committee members, and their assignments, include: Mrs. Scramlin, Transportation committee, which will provide bus services during the conference, including on-campus arrangements and a trip to Detroit;

Mrs. Harry Wittaker of Lapeer and Mrs. Scramlin, Reception on opening evening, Special Events committee; Miss Helen Atwood, Michigan Farm Bureau women's coordinator, Press Room and Publicity committee; Mrs. Alex Kennedy of Posen, chairman, Program Hospitality committee, assigned to meet speakers, arrange for speakers to get to the platform, etc.;

Mrs. Francis Campau, of Ada, Mrs. Arthur Muir of Grant, Mrs. Verness Wheaton of Charlotte, and Mrs. Eugene DeMatio of West Branch, are all serving on the Welcoming committee; Mrs. Dorothy Ward of St. Johns is a member of the Sign committee.

Mrs. Clare Carpenter of Cass City and Mrs. Andrew Jackson of Howell will work on the committee to plan for U.S.A. Visitor's Day at Greenfield Village.

Chairman of the Men's Tour committee is Elden T. Smith, Farm Bureau Services personnel manager. He will be assisted by Charles Bailey, director of education and research, Information Division, Michigan Farm Bureau; Edward Powell, manager of grain merchandising, Elevator Exchange Division, Farm Bureau Services; Terry Buckles, director of communications, Farm Bureau Insurance Group; Mrs. Wilfred Bunyea of Plymouth; and Mrs. Carpenter.



AGRI-BUSINESS OPPORTUNITIES — were the topic at the annual Rural-Urban dinner sponsored by the Mecosta county Farm Bureau. Presenting his colleagues is Roy Thompson, Young Farmer president. Seated (from left) are Mrs. Thompson who serves as District Representative on the state Young Farmer committee; Dr. Robert Eggert, Michigan State University, and Mr. and Mrs. James Myers. — Photo by Big Rapids Pioneer

Give a hoot about savings? Dial direct.

Want to be a wise moneysaver? Then just dial your Long Distance calls direct instead of placing them Person-to-Person. It's one way to cut your phone bill if you are reasonably sure the party you are calling will be there. And it's easy, too.

Just dial "1", then the Area Code, if it's different from your own, and the number you want.

For an idea of how much you can save, here's an example. A 3-minute Person-to-Person call between Detroit and Cincinnati costs \$1.30 at the day rate. Dial direct Station-to-Station and that same call costs only 85¢. You pocket the 34 per cent difference.

So be smart. Give a hoot about savings. Dial Direct. It's the moneysaving way to call Long Distance.

Crowd Told of Agribusiness Training Need

The annual Rural-Urban banquet sponsored by the Mecosta county Farm Bureau each year is an important affair. The programs are well arranged and well attended.

This year, an unusually large crowd was present at the school gym in Big Rapids when guest speaker, Dr. Robert Eggert, told of the expanding opportunities to be found in "agri-business".

A dynamic speaker who knows his topic well, Dr. Eggert recently left the Ford Motor Company after 17 years, to work at the challenging job of establishing a new program at Michigan State University — aimed at teaching a balance of agriculture and farm-related business subjects.

He cited evidence that many farm-related business firms are seeking college trained persons to fill important jobs. He said that all too often those with a good farm background lack the necessary business training to fill such positions, and that even more frequently the business students lacked any knowledge of agriculture.

"Agri-business is a constantly expanding field and one offering solid opportunity for both young men and women" Dr. Eggert said.

The annual banquet was largely planned by the county Young Farmer Committee, under the direction of Roy Thompson, president.

TO THE EDITOR:

I was saddened to learn while reading the March "Farm News" of the passing of Einar Ungren.

Mr. Ungren was a dear friend of my parents, and in the summer of 1951, when I was a student at Lansing Eastern High School, he gave me my first "public relations" job. As I recall, I stuffed envelopes, licked stamps and the like, in your old Cedar Street offices.

He was a credit to the Farm Bureau and his profession, and I know I join many people throughout Michigan in mourning his death.

Sincerely,
Charles E. Harmon
Press Secretary
Office of the Governor

SIXTH IN A SERIES

KLINE ON FREEDOM

BY: ALLAN B. KLINE

Former American Farm Bureau President, Allan B. Kline, used his retirement years in reminding Americans how our nation has drifted away from our original concept of government "by the People" to a government strongly guided by the President and Supreme Court. This article concludes a six-part series.

I have noted that the power of the President has grown very, very rapidly. The power has been centralized and provisions for keeping the power in the people — Congress, state and local governments — have been downgraded. Congress has become little more than a tool of the President rather than a voice of the people.

The Court has moved up in power, too. John C. Calhoun said that "Constitutional government tends to deteriorate in its absolute form." Now we know what he was talking about. For a century and three quarters we kept our government constitutional — to guarantee rights and provide freedom by limiting power and authority.

Leftist leaders drive us around in a century-wide circle, back to the point from which our ancestors started when they revolted in the name of liberty against the tyranny of absolute monarchs. This is the course of the democrats.

Remember, all the modern tyrannies have had tumultuous popular support. In our time, Mussolini, Hitler, Peron. There were the emotionally-crazed masses in the public squares shouting their support of the demi-god. The French backed Napoleon in the plebiscite of 1804 by a vote of 1,500 to one. People then preferred a tyranny of one, to a tyranny of the majority.

I am not sure where we are going. But the burden of proof lies heavy on the shoulders of the flaming liberal democratist who demands that we sweep away the protections guaranteed to the people by a Constitution that divides power. The evidence of history is against him. It proves that nothing is more ruthless than a majority plus one, with the power to enforce its decisions on the people in general.

Stopping such a tide in the affairs of men will take some doing. You can work to check centralization. You can work at making government effective in the states. You can work to get people active in government at home.

Burnham says that "if Congress does not recover a responsible position, freedom in this country is done for." The Congress could do some things now. It could stop being a rubber stamp for the President.

Democratists are determined that states shall not have the right to say whether a man has a right to work without having to join a labor union. The Gallup Poll showed that people were for VOLUNTARY unionism. Here is an issue where Congress could stand for, and protect, the rights of individuals.

The union shop violates the most fundamental elements of American freedom. We have hundreds of thousands of men supporting a democratist system against their wills — working under a union contract made by someone who presumes to represent them.

We have had folks in Farm Bureau from time to time who wanted to have people join through some kind of a check-off method. I have opposed it. We want those people in Farm Bureau who want to belong and who understand that they should belong because of what Farm Bureau enables them to do.

Inflation is a top issue. Economic prosperity that will last in a free world requires a sound dollar. Governments like to spend. When, in this country or in any other, there is a persistent inflationary bias, the central government is always to blame. It not only controls monetary policy, it can unbalance the budget by promising all sorts of things that cost more money than it cares to collect in taxes.

It pays these bills with printing press money. Of course, with a little sleight of hand concerned with "selling" bonds to banks, etc.) You may be sure that the government will blame others for the rising cost of living. It would be far more difficult to buy votes with promises of public money if more people understood inflation. That's your job — to help them understand.

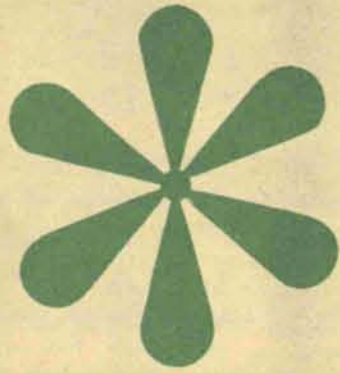
Only the people can stop this practice of the Supreme Court in changing the Constitution to suit its own fancy — and the democratist variety of politics.

As long as there is liberty, we shall not lack for issues, nor for the need to understand them. The threat to freedom is clear. We are part of the decision as to what shall be done about it.

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You can depend on Farmers Petroleum to keep ahead of the rest, to give you Tomorrow's fuel Today. The new diesel high performance additive, HPAD, makes outstanding Power Balanced Custom Diesel Fuel better than ever. Get quicker starts . . . more power . . . and less smoke from Custom Diesel with HPAD. Increase your tractor life with a tankful today.



FARMERS PETROLEUM



Farmers Petroleum reminds you that State law forbids the use of studded snow tires from May 1 to November 1 on State highways.

4000 N. GRAND RIVER AVENUE / LANSING, MICHIGAN

Farmers Benefit When Cooperatives Cooperate!

Farm Bureau Services Co-owner Of Central Farmers Fertilizer

Nearly 3 million tons of fertilizer were delivered to member firms during fiscal 1967 by Central Farmers Fertilizer Company, a record year which set the pace for continued expansion of manufacturing and distribution facilities in 1968.

The 21-year-old company is an international cooperative owned by 22 regional farm cooperatives in the United States and Canada, including Farm Bureau Services of Michigan.

Through the owner-relationship with Central Farmers Fertilizer Cooperative, Michigan farmers are able to have a direct voice in setting prices of one of their larger-volume agricultural "inputs."

A not-to-be-ignored economic factor within the ag-industry, is the competition which Michigan cooperatives represent within the fertilizer industry, and which is a major factor in keeping total prices within reasonable levels.

Central Farmers markets anhydrous ammonia, urea, nitrogen and nitrogen solutions, phosphates and potash, using barges and a fleet of more than 700 leased railroad cars, many of which are 100-ton covered hopper cars.

Central Farmers also markets the full output of an anhydrous ammonia plant located on the Mississippi river at Donaldsonville, Louisiana, which produces 1,000 tons-per-day. An identical plant constructed by Central Farmers, now nearing completion, will double the total volume. A fleet of six refrigerated barges is used to move the product from the Donaldsonville plant. All are equipped with two refrigeration systems, regular and standby, to hold the product at 28 degrees below zero during shipment. An additional three barges, with 8,500 ton capacity, handle ammonia.

Nitrogen is supplied by a complex in Terre Haute, Indiana, which includes four plants. The facility has a daily rated capacity of 350 tons of anhydrous ammonia, 350 tons of nitric acid, 400 tons of ammonium nitrate, 350 tons of nitrogen solutions and 300 tons of aqua ammonia.

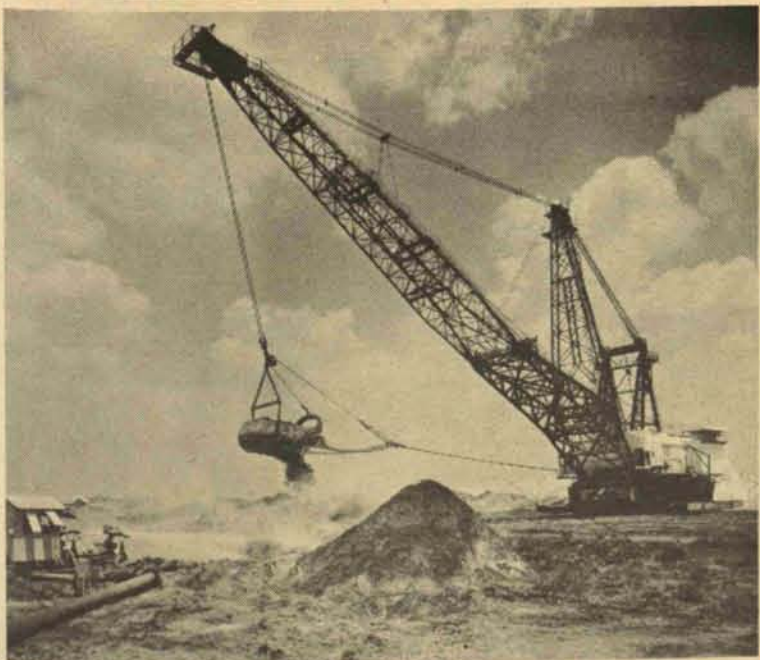
For its phosphate supply Central Farmers takes the entire output of a plant near Tampa, Florida, which has a rated capacity of 400,000 tons annually. Supplies are transported by railroad tank and hopper cars, and by barges across the Gulf of Mexico and up the Mississippi river.

Construction of a new potash plant in Saskatchewan, Canada, is scheduled for completion in late 1969. This facility will have an initial capacity of 1.2 million tons of muriate of potash per year, and most of this production will be marketed through Central Farmers.

The cooperative idea is an old one, with farmers long realizing the many benefits of working together. More recently, they have taken the larger step of cooperation between cooperatives—local, state and regional, and now through Central Farmers'—national and international.

An obvious advantage is a pooling of the accumulated know-how from all parts of the country, a steady source of quality products and the amassed competitive pressure that can be placed on all major fertilizer manufacturers.

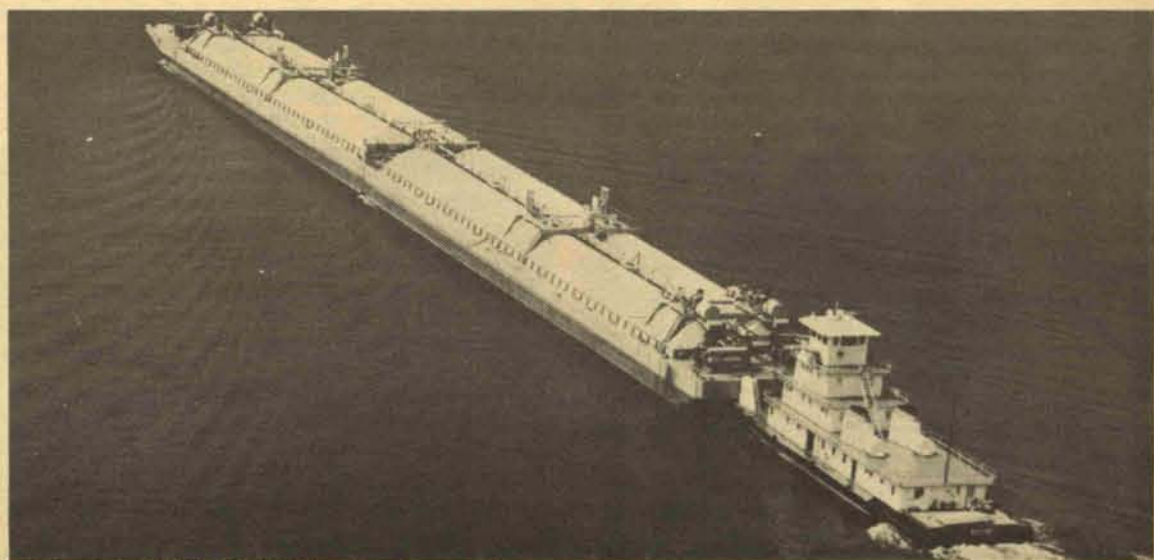
For Michigan farmers, it means lower prices for higher analysis fertilizer—an important answer to the growing farm cost-price squeeze.



GIANT DRAGLINE—excavates phosphate ore in Florida, the state with the richest deposits of phosphate in the United States. The ore is pumped from a nearby mine for washing, screening, drying and shipping.



CENTRAL PHOSPHATES, INC.—began operation of this \$14 million plant early in 1966. The full annual output of 200,000 tons of high analysis phosphates is distributed by Central Farmers Fertilizer Company.



A "TOW" OF BARGES—carrying 5,600 tons of anhydrous ammonia, moves up the Mississippi enroute to Central Farmers' terminal system. Four such giant barges are in operation—two more are now under construction.

Farm Program Needs Careful Appraisal

From The State Journal
Lansing, Michigan

In the unlikely event that anyone has forgotten this is a presidential election year, a reminder came Tuesday in the form of President Johnson's message to Congress in which he called for permanent extension of basic farm support programs plus new steps to create non-farm jobs and better housing in depressed rural communities.

The lawmakers were asked to make permanent the mainstay of his program—the authority to pay farmers billions of dollars annually for idling land not needed for crops.

This provision, which has long been under sharp criticism, was voted by Congress in 1965 and is scheduled to expire next year. One thing it has accomplished is the spending of a lot of money, much of it going to the operators of large commercial farms who have found idle acres a lush source of income.

Payments have amounted to more than \$3 billion a year under so-called supply and price stabilization programs for wheat, feed grains, cotton and wool.

Johnson's plea for permanent extension of this and other parts of the farm program will come as a disappointment but hardly as a surprise to those who have urged a gradual phasing out of government farm controls and costly subsidies and the eventual return of agriculture to operation in a free economy.

Back in December, 1966, Charles B. Shuman, president of the American Farm Bureau Federation, said at the organization's annual meeting that the time had come "to get rid of the whole

sorry mess of government farm controls, direct subsidy payments and price manipulations."

At that time he said that instead of phasing out the program the new "Congress should end all production controls, direct payments and price management authorities as rapidly as possible."

However, he suggested several protective measures that should be taken in making the transition from government manipulation prices to the market price system.

A little more than two years later, President Johnson is asking permanent extension of basic farm programs along with other actions and says the entire package is designed to bring "new prosperity to rural America" by aiding commercial farmers, small low-income farmers and millions of other rural people whose economic outlook is bleak because the number of farmers is declining and they are being forced, untrained, into urban slums.

It would be unrealistic to expect Congress, especially in an election year, to scrap the entire farm program in one fell swoop. Doubtless such a move would meet stiff opposition from many individual farmers.

But, election year or not, Congress has a clear responsibility to carefully review all aspects of the present program and consider Johnson's new proposals in the light of conditions that now exist.

Any operations which serve no proper purpose and thus result in an unwarranted drain on the people's tax money should terminate without delay.

EUROPEAN FOOD MEN VISIT



FOOD PROCESSING EXECUTIVES — from Italy, France, Belgium, West Germany, The Netherlands and Great Britain, recently visited Farm Bureau Center where they took part in a television filming session. Earlier, they spent three days studying bean canning techniques at M.S.U.

HAS 100 GREAT-GRANDCHILDREN . . .



MRS. ANDREW BRZEZINSKI, SR. — boasts an even 100 great-grandchildren, bringing her total living descendents to more than 170. She keeps her great-grandchildren and 68 grandchildren supplied with mittens, aprons, quilts and rag rugs, shown here as she puts finishing touches on a rug for her latest. She remains active in community affairs and in the Good Harbor Community Farm Bureau group of Northwest Michigan.

— Ray Plamodon Photo

AGRICULTURE IN ACTION — — PICTORIAL REPORT

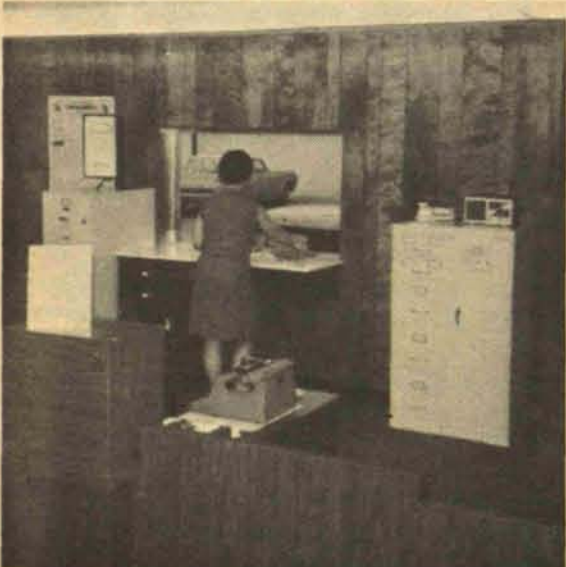
SAGINAW FARM BUREAU ANNOUNCES "OPEN HOUSE" APRIL 21



JOAN ULMAN — Receptionist at the new Saginaw Farm Bureau building, will join in greeting visitors at an open-house planned for Sunday afternoon, April 21. All Farm Bureau friends are invited.



GREYNA VAN FLEET — Office Manager, joins county Farm Bureau president Rudolph Reinbold, and Credit Union President, Otto Schluckbier, in extending the open-house invitation. Refreshments are planned.



MILDRED BARKO — of the Farm Bureau Credit Union, demonstrates the drive-up window, a feature of the modern building. Membership, Insurance and Credit Union offices are included on two floors.



LOUIS WEISS — Treasurer of the Farm Bureau Credit Union (1000 members, one-million dollars in assets) is shown with a patron. Credit Union services are for all county Farm Bureau members.

LONG TIME EMPLOYEE . . .



TWENTY-FIVE YEARS — of continuous service, are represented by a watch, presented to Mich. Farm Bureau Secretary-Manager Dan Reed (left) by President Elton Smith. "We cannot repay the hours spent or miles driven for Farm Bureau, but we can let you know we appreciate your efforts" — Smith said.

ON-THE-RAIL INSPECTION



TONS OF MEAT — in the cold-storage lockers of Spartan Stores are inspected by Michigan livestock men during a recent tour of meat marketing and handling facilities. See story nearby.

STOCKMEN DISCOVER:

a long way to go...

Michigan livestock producers have a long way to go before they can produce all the meat consumed by the people of this state, according to Gil Vandercook, head of the meat department of Spartan Stores. Speaking to a group of Farm Bureau members touring meat marketing facilities he pointed out that his company has trouble getting sufficient meat in Michigan.

Most Michigan packers cannot furnish enough carcasses of a grade at one time to meet the need of this huge combine of local stores. Spartan members sell over half of the groceries sold in the western part of Michigan.

Moving on to the Chicago Stockyards offices of the Interstate Livestock Producers Association, the group visited with vice-president Larry Colvis and Manager Gray Daley. Many who had never been to the stockyards were disappointed at the apparent decline of the yards and the small number of animals in the yards.

At the Interstate offices the group saw the limited facilities and personnel who sell over a million head of livestock a year and sell over 200,000 head of selected feeder pigs produced by southern Illinois breeders for the central Illinois feeders.

The feeder pig program and a new feeder steer program of the Interstate group got much attention from the visitors. Under these programs graded and tested feeder stock is produced for the feeder who doesn't have the time or facilities to produce his own.

At the Oscar Mayer plant in Madison, Wisconsin, the group saw a 7,000-a-day hog slaughtering facility. Although the Mayer operation goes heavily to sausages, they also produce such items as smoked hams and bacon.

At the Mayer plant the President of the Wisconsin Farm Bureau, Percy Hardiman, explained to the group the grade and yield selling project which is being jointly sponsored by the Farm Bureau and Mayer. The farmer's price for the hogs is based upon a set of premiums and discounts

which are computed on the final cutout of the individual hogs.

At the present time top quality hogs may earn a premium of around two dollars per animal.

In conjunction with the grade and yield program, the Wisconsin Farm Bureau has also been working on a new market system of quality hogs known as MorLean. Operated in conjunction with the Wisconsin Producers Marketing Research, a Farm Bureau affiliate, the project was organized to produce breeder stock with more of the meat characteristics desired by the packer.

The final evening was spent with representatives of the American Farm Bureau, the National Livestock Producers Association and the National Livestock and Meat Board.

In discussing the market facilities and techniques available Manager Mylan Ross of the Livestock Producer's Association urged the group to consider ways to strengthen their own organization, Michigan Livestock Exchange, and to utilize its services for their selling. He also urged them to consider the use of the livestock futures market services now being offered by the Michigan Livestock Exchange.

Jacques Filiatreau of the National Livestock and Meat Board discussed with the group the promotional aids which the organization makes available to the food editors of newspapers and magazines.

The final morning of the tour was spent visiting the Mercantile exchange where the group saw the ordered madness of the futures exchange in such items as fed cattle and fed hogs, and frozen pork bellies.

Probably the highlight of the entire trip was a visit to the floor of the exchange where the mechanics of the various "pits" selling a specific commodity were explained by the vice-president of the Exchange, Carl F. Heimke. Here they learned how a packer or feeder might buy futures contracts to protect their profit margins. He pointed out that these are markets that are not operated for the benefit of the speculator although he is a necessary element of the market.

Gordon Gullakson, of the National Livestock Producers Association, explained how the futures market might be used by the farmer to protect himself from the wild gyrations which the live market sometimes makes. He explained that through the use of the market the farmer might reduce materially the risk he takes when he starts steers or pigs on a finishing program.



WORLD'S LARGEST — that's the record supposedly held by Chicago's Merchandise Mart office building. Michigan farmers taking part in the Livestock Tour stopped here to visit the headquarters of the world's largest farm organization . . . The American Farm Bureau.



STRICT SANITATION — is the rule at the Oscar Mayer plant, Madison, Wisconsin. There the livestock tour group saw the newest in automated meat handling equipment. Guides help them don white coats and caps.



TRADING PITS — of the Mercantile Exchange, Chicago, provided an exciting stop. Although most visitors are not allowed on the trading floor, Exchange Vice President Karl Heimke, took the group down.

FARM BUREAU MARKET PLACE

SPECIAL RATE TO FARM BUREAU MEMBERS: 25 words for \$2.00 each edition. Additional words, 10 cents each. Figures such as 12 or \$12.50 count as one word. NON-MEMBER advertisers: 15 cents per word one edition, two or more editions, 10 cents per word. Copy deadline: 20th of the month.

8 FARM EQUIPMENT

FARROWING STALLS — Complete — \$24.95. Dealership available. Free Literature. Dolly Enterprises, 219 Main, Colchester, Illinois 62326. (11-tf-15b) 8

WANTED: An Allis Round Baler. Give price and description. Alfred Roeder, Seneca, Kansas 66538. (4-1t-13p) 36

WHOLESALE CHAIN SAWS. Chains, bars and sprockets for all saws. New. Guaranteed. Mfg. Supply, Box 157, Dorchester, Wisconsin 54425 (1-4t-19p) 36

CALF CREEP FEEDERS — 30 bushel capacity \$88.50. Dealerships available. Free Literature. Dolly Enterprises, 219 Main, Colchester, Illinois 62326. (11-tf-18b) 8

13 HELP WANTED

COUPLE — RENT FREE — Ages 30 to 50. Private living quarters, 3 room, 1 bedroom, partly furnished. Both must be able to drive a car. Some chauffeuring, lawn care and laundress for 3 adults in the family. Man can work out. 19375 Canterbury near 7 Mile, Detroit, Michigan. UN. 1-4407. (4-1t-46b) 13

14 FOR SALE

NIGHTCRAWLERS AND RED WIGGLERS. "B & W" Worm Ranch, Route #1, Steele, Missouri 63877. Phone 695-4984. Area Code 314. (2-2t-14p)

OLD STYLE SLEIGH BELLS: 20 heavy nickel plate new 1 1/2" diameter 7' strap \$10; 30 bells \$15. Colored Spinner Straps. Alfred Jensen, Little Falls, Minnesota 56345. (2-1t-24p)

14 FOR SALE

CALIFORNIA SOUVENIR GOLD DOLLAR \$1.50. Half .75¢. Old Silver Dollar \$1.98. Eight different Indianhead Cents or V-Nickels \$1.98. Free Pricelists. Edel's, Carlyle, Illinois 62231. (2-2t-23p)

FOR SALE: Two Beltone Hearing Aids. Excellent condition — Test and adjust — Free. Mrs. George F. Cooper, 847 Broadway Avenue, Owosso, Michigan 48867. Phone 723-5705. (3-2t-21p) 14

NATURAL BUILDING STONE — Indiana Limestone (Bedford Stone) for Homes, Churches, Schools, Commercial and Industrial Buildings. Send for our illustrated catalog showing a large variety of stone veneer patterns, patio stone and sill stock. Victor Oolitic Stone Company, Dept. MF, P. O. Box 668, Bloomington, Indiana 47401. (4-5t-45p) 36

FARM PROPERTY

ARKANSAS: LIVESTOCK FARMS. Year ranches, land. Reasonable prices. Free lists, round grazing, mild winters. Free lists, photos. FARM AND RANCH LAND COMPANY, Box 383MFN, Fort Smith, Arkansas 72901. (1-4t-25p)

FOR SALE: CLARKSVILLE — 143 acres. 20 miles east of Grand Rapids. Clay loam, 2 family house, 2 barns, silo, room for 50 head feeder cattle. 20 acres alfalfa, about 100 acres workable, 20 acres timber, flowing well. \$27,500 terms — will consider trade. Edward Tanis, Route #1, Jenison, Michigan (Ottawa County) (2-tf-45b)

20 LIVESTOCK

WANTED TO BUY: Holstein Heifers bred for base months. Also open heifers. Edward W. Tanis, Route #1, Jenison, Michigan 49428. (3-2t-21b) 20

20 LIVESTOCK

HEREFORD BULLS — pure bred herd sires. Ready for service. Also, registered heifers and calfs. Egypt Valley Hereford Farm, 6611 Knapp St., Ada, Michigan. Phone OR 6-1090. (Kent County) (11-tf-25b) 20

22 NURSERY STOCK

BEAUTIFY YOUR GARDEN with plants and trees from "Michigan's Fastest Growing Nursery". Strawberry plants, fruit trees, brambles, asparagus crowns. Send for a free price list. Fruit Haven Nursery, Kaleva, Michigan 49645. (2-12t-30p)

600 ASSORTED SWEET ONION PLANTS with free planting guide \$3.00 postpaid. TOPCO, "home of the sweet onion," Farmersville, Texas 75031. (1-4t-20b) 24

CERTIFIED STRAWBERRY PLANTS. Blakemore, Florida 90, Premier, New Robinson, Howard 17, \$8.00 thousand, 100-\$2.50 prepaid. Tennessee Beauty, Dixieland, Surecrop, Pocahontas \$9.00. Sunrise, Albritton \$10.00. Everbearing Gems, Superfection. Streamliner, Ozark Beauty \$12.00 thousand, express collect. 100-\$3.00 prepaid. Orders filled promptly. Orr's Plant Farm, Harrison, Tennessee 37341. Phone 344-6054. (3-2t-48p) 22

26 POULTRY

DAY OLD OR STARTED PULLETS — The DeKalb profit pullet. Accepted by the smart poultryman for high egg production, superior egg quality, greater feed efficiency. If you keep records, you'll keep DeKalbs. Write for prices and catalog. KLAGER HATCHERIES, Bridgewater, Michigan. Telephones: Saline HAZEL 9-7087, Manchester GARDEN 8-3034 (Washtenaw County) (tf-46b) 26

26 POULTRY

SHAVER LEADS AGAIN . . . 3 years in a row. Three in a row for Shaver — first time in history. Three in a row! The Hat Trick! "The Hat Trick" is a sports expression indicating three successive accomplishments. For an unprecedented third consecutive time, Shaver Starcross 288 has led the U.S.D.A. — A.R.S. Two year summary of Random Sample Tests in North America, with highest net income of \$2.73. Try some Shavers from your Michigan distributor. MacPherson Hatchery, R#3, Ionia, Michigan 48846. (4-4t-76b) 26

KLAGER'S DEKALB PROFIT PULLETS — Order your started pullets that have been raised on a proven growing program. The growing birds are inspected weekly by trained staff, vaccinated, debeaked and delivered by us in clean crates. If you keep records, you will keep KLAGER DEKALBS. KLAGER HATCHERIES, Bridgewater, Michigan. Telephones: 313 429-7087 and 313 428-3034. (Washtenaw County) (9-tf-50b) 26

36 MISCELLANEOUS

PRINTING — 50 bond envelopes and 100 (1-fold) noteheads, (6 x 7) \$2.50 delivered. Other letterpress printing, reasonable. Write or call on: Colin Campbell, Barryton, Michigan 49305. (4-1t-25p) 36

"ZIPCODE DIRECTORY" — (All 35,000 Postoffices): \$1.00 MAILMART, Carrollton 72, Kentucky 41008. (3-tf-11b) 14

OVERSEAS JOBS — Australia, Europe, South America, Far East, etc. Openings in all trades and professions. \$400. to \$2,500 monthly, free information write: National Employment Service (Foreign Division) Box 2235 A.M.F. Miami, Florida 33159. (4-1t-33p) 36

36 MISCELLANEOUS

PLAN-A-YIELD SALESMAN — Farm Bureau Services, Inc. has openings for men with agricultural backgrounds and understanding of soil and fertility programs. Requires a college degree in agriculture and/or business administration or an equivalent in business experience. Salary range: \$6300 to \$7600 plus commission. Preferably between 22 and 49 years of age. Reply to: Elden T. Smith, Personnel Manager, Farm Bureau Services, Inc., 4000 N. Grand River Ave., Lansing, Michigan. (4-1t-71b) 36

DO YOU LIKE TO BARBECUE? Tangy, spicy, different, delicious, old fashioned, deep south barbecue sauce recipe. \$1.00. John W. Laverty, Jr., Farwell, Michigan 48622 (3-2t-20p) 36

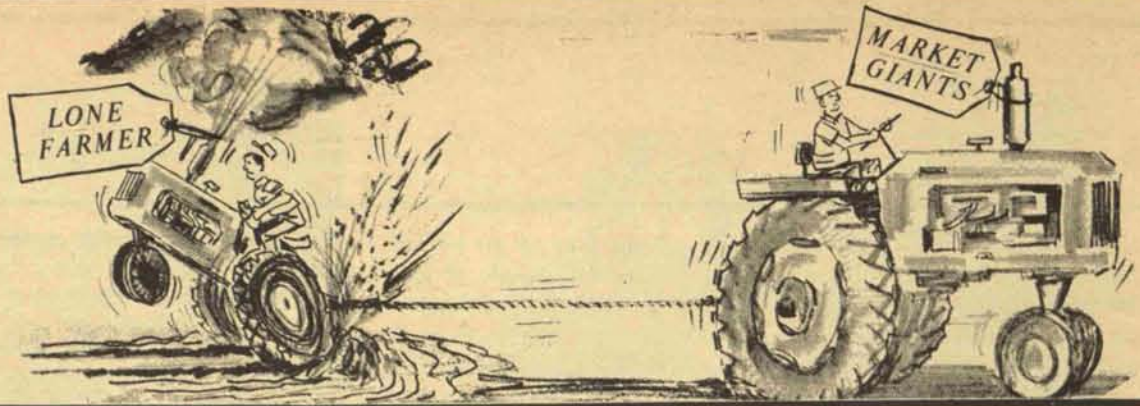
2 for 1 MEN'S EASTER SUIT SALE now on at Dick Butler's, O.P.S. (Opposite Police Station) in Grand Ledge. Very latest styles and colors. Our regular Men's \$60 suits now 2 suits for \$61. Big selection — all sizes thru 46. Tall, medium and shorts. If you don't need 2 suits — bring a friend — divide the cost — share the savings. Michigan Bankard's good here at DICK BUTLER CLOTHING CORP, Opposite Police Station in Grand Ledge, Michigan. (4-1t-76p) 36

ILLUSTRATED WHOLESALE CATALOG. Imported Merchandise, 25¢. Sample item included! Imports, 2506 West Lloyd, Pensacola, Florida 32505. (2-4t-15p)

AGENTS — Farmers, dealers. Make extra money in spare time! Sell farm equipment. Some territory open. Write: Ottawa-Hitch, FN321, Holland, Michigan 49423. (2-3t-20b) 34

1,000 ADDRESS LABELS with name, address, zip code. ONLY \$1. Rush order to Golden West Gifts, Box 5296, Long Beach, California 90805. (4-2t-20p) 36

DISCUSSION TOPIC



Farm Pricing AND Bargaining

BY CHARLES H. BAILEY

Director, Education and Research
Michigan Farm Bureau

The fabulous job of production by the American farmers has not been matched by as complete an understanding of the marketing processes. There probably is more misinformation about prices and their affect on markets than about any other phase of the entire agricultural process.

As an instance, there are those who still insist that all the farmer has to do is set the price he wants and hold the goods until the hungry consumer meets the terms. They completely ignore the threat of substitutes.

Given the economic incentive, there probably is no farm product which cannot be successfully synthesized from such basic NON-FARM ingredients as coal, natural gas, minerals, and air.

PRICING FACTORS

The factors which presently go into the determination of the price for any product include some or all of the following: crop size and quality, carry-over from past crops, prices of competing crops, government programs, imports and their availability to our market, and the general prosperity of the consumers.

Perhaps the facet of marketing least understood is that of the role played by competing products or crops in the setting of prices. Almost all farm products have competing crops or products. Until recent months, dairy farmers had assumed they were relatively safe from direct competition for "their" market.

Carry-over from previous crops can wreck the price for the new crop if the carry-over is large. Although the stored stocks may be legally "isolated from the market", the traders are acutely aware of their presence and make allowance for their possible release to the market. **THE VERY PRESENCE OF THESE SUPPLIES HAS A DEPRESSING INFLUENCE ON PRICES TO FARMERS.**

The availability of transportation at reasonable prices has increased the competition between producing areas and nations. It also has made available to the American consumer the broadest range of foods in the world and made them available all year around.

The availability of good transportation makes the job of bargaining for price infinitely more complicated because of the relatively easy access to the market of competing supplies.

The point is, most farm production control programs have generally produced reams of regulations, squads of regulators, and in several cases, generated unneeded production to glut the market.

Another factor which is having more and more part in the markets of the U.S. is the presence of substantial imports of such things as milk products and fresh fruits.

BARGAINING FOR PRICE

For various reasons, farmers as a group have not been willing to submit to the discipline required to effectively utilize the bargaining techniques of the labor unions.

Coupled with the reluctance to turn over the sales of their products has been a reluctance to adequately finance sales and promotion organizations.

Yet, the increasing complexity of the marketing process makes it more and more difficult for the individual farmer to compete in today's market. All too often, we find that few of the sources of information open to the seller are utilized by the producer.

What are the alternatives open to the producers to increase their portion of the consumer's dollar?

One of the oldest solutions has been the use of cooperative sales organizations. They assemble and often do primary processing of farm products. Such organizations here in Michigan include the Michigan Milk Producers Association, Michigan Livestock Exchange and Farm Bureau Services, to name a few.

These organizations assemble the odd-lot sales of farmers, grade or otherwise classify the product and try to get the producers the best price for their products. They try to get the farmers more return by efficient operation and aggressive selling.

In recent years there has been more and more talk of "bargaining for price." As generally understood this would involve acting as the agent for the producer, without ever taking physical possession of the product.

The term "bargaining" implies that the organization has some form of power in the market place. The term assumes that the price for a product comes only after give and take between the farmer and the buyers rather than being the product of an impartial market.

If the farmer is serious about improving his bargaining position in the market, there are several alternatives open to him. They generally fall within one of the following categories: (1) Individual efforts, (2) Government programs, (3) Conventional farmer cooperatives, (4) Bargaining associations.

As an individual, the farmer is limited in the things he can do to improve his lot in the market. Intensive efforts to produce better quality, more uniform crops

may be of help in some markets, especially those where the product is sold locally.

Another source of help to improve markets is government. For nearly forty years there have been Federal programs of one kind or another to improve farm prices and income.

One of the earliest efforts at cooperation was the formation of the farmer cooperative to sell the farmer's products for him. Some of them became attached to large investments in facilities which affected their ability to change with the changes in demands of the market. They often do some preliminary processing of the product such as grading and bagging in consumer packages.

Another form of market organization is the bargaining cooperative. These organizations, such as the Michigan Agricultural Cooperative Marketing Association (MACMA), act as exclusive sales agents in marketing the products of their members.

Services performed by these bargaining co-ops ordinarily consist of a comprehensive market information service coupled with experienced negotiators who deal with the buyers in setting the price for a given commodity. They attempt to keep members fully informed on market supplies, prices and supplies of competitive products and current crop conditions. They also try as a group to arrive at the best price at which the members can move their crops. Once this price is agreed upon, the co-op management sets out to convince the buyers that the price being asked by their members is the correct price. This process of negotiation is often a tedious process spread over several weeks.

Those buyers agreeing to the terms and prices set by the cooperative are given first consideration in moving the products of members at harvest time.

What are some of the points of consideration in contract bargaining?

The most common question, of course, is what is the right price this year for the particular commodity? Some organizations have developed rather involved formulas to determine what the level

MARKET PROGRAMS

"Withholding products from the market in an attempt to fix prices above the true market level cannot achieve a lasting improvement in farmers' market power. A far more effective approach is the use of contracts negotiated by voluntary associations of farmers as far in advance of production as practical . . ."

(1968 resolutions,
American Farm Bureau)

BULLETIN AT PRESS TIME

By a vote of 232 to 90, the House has passed the Farm Bureau backed "Marketing Rights" bill (HR-13541) which prohibits unfair practices against producers because they join a bargaining association. The Senate is now urged to accept this House version of Senate-passed S-109

of price should be under given conditions.

Some of the factors considered, other than crop estimates, in arriving at the price include the relative availability and prices for competitive products. Another very important factor considered is the carry-over of last year's crop still available for the market.

Another factor which must be considered is how the established price will affect the market in the long run. Will it encourage competing products? Will it prevent movement into foreign markets? Will it enable foreign producers to compete in the American market?

Another area for negotiation frequently is that of market operational procedures. These procedures are much like the "fringe benefits" of the labor contract, they are often worth as much as any negotiated price increase.

The question of quantity can often spell the difference between profit and loss for the producer. If the terms are not carefully drawn as to exact specifications and time of delivery, as instances, the profits of the negotiation will be disappointing.

In the case of contract operations, the spelling out of who will bear each cost and the practices required by the buyer become even more critical.

Farmers have to realize that most processors are not happy to see any organization speaking for "their producers". They much prefer to work with individuals because they are easier to manage this way.

There have been several means used by some buyers to deal with producers who organize or join bargaining associations. The most common way is to refuse to buy from the farmers who participate. Companies which use contracts sometimes refuse to give contracts to those farmers who are bargaining association members, although the reason may not be publicly stated. On occasion they have refused to talk with bargaining representatives, or if they did talk, refuse to commit themselves to anything beyond the time of the day.

On several occasions the members of the bargaining associations have been offered special contracts as individuals but nothing as an organization. Some buyers even pledge the farmer to secrecy about the terms of his individual

contract. This tends to further divide the growers; to make them suspicious of one another.

Another device used by some buyers is the refusal to help the bargaining association in collecting marketing fees from settlement checks of members who deliver them. Ironically, many of these plants collect dues for local unions in the plant.

There is presently in Congress Senate Bill 109 which would prohibit some of the practices we have just discussed. Farm Bureau has been leading the efforts to get this legislation enacted. Most other farm organizations are also in support.

S. 109 basically would prevent the use of bargaining or grower association membership being used as an excuse to withdraw or withhold sales or contracts from a producer. If he produced products that meet the requirements of the buyer, legally his membership could not be used to prevent his selling his crop.

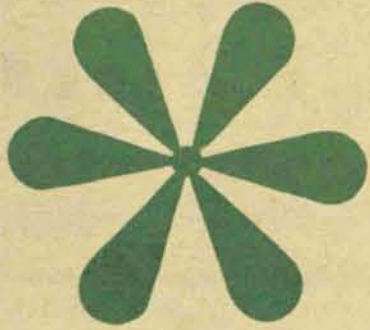
Bargaining power depends largely on two factors—ability and strength. Ability comes through complete knowledge of the product which the market association is selling, proficiency in evaluating these facts and skill in convincing the buyer of the merits of the terms being offered. Strength is gained through the ability to deliver or withhold a large volume of product which the buyer needs. This volume must be such that the buyers cannot get enough without coming to the association. This does not mean that 100% of the crop has to be controlled.

Where the bargaining association can accumulate sufficient volume to affect the market it can through effective bargaining have much influence in determining the market price and contract terms.

Probably the greatest danger facing such a successful marketing cooperative is the power to force unwise short term price increases.

Wise and well-informed leadership is vital to their continued well-being as both an organization and as farmers.

**NEXT MONTH:
Youth Labor,
Opportunity and
Restrictions**



Does Farm Bureau Services *PLAN-A-YIELD* Program Really Work? **YES!**

Here Are Your Row
Starter Production Costs

says: **Norris Young**
Buchanan, Michigan

In-Season Delivery — Cash

Yield Goal Per Acre	Fertilizer Per Acre	Bulk Per Acre	Bagged Per Acre
100 bu.	110 lbs.	\$5.44	\$ 5.72
150 bu.	150 lbs.	7.43	7.80
200 bu.	200 lbs.	9.90	10.40

FARM BUREAU SERVICES, INC. HYBRID CORN DEMONSTRATION PLOT
Norris Young's Farm, Buchanan, Michigan

According to Soil Test we needed: 60# P₂O₅
150# K₂O

FERTILIZER PROGRAM:

225#	0 - 0 - 60	Bulk	@ — \$ 5.51 Per Acre
550#	33½ - 0 - 0	Bulk	@ — \$17.05 Per Acre
225#	Special Corn Starter	Bagged	@ — \$10.69 Per Acre
	N P ₂ O ₅ K ₂ O		
Total	204 - 61 - 171	Total Cost\$33.25 Per Acre

RESULTS:

NORTHRUP KING	POPULATION	15½% MOISTURE	BU. YIELD
KE 497	18,000	26.3	111.0
PX 560	19,600	28.6	152.0
PX 44	22,800	29.8	173.0
PX 52	21,000	27.7	164.0

GREAT LAKES HYBRIDS

402-2x	20,600	26.8	160.0
463-3x	20,600	26.8	160.0
550	17,600	28.4	132.0
500-2x	22,000	28.7	161.0


Planted: May 18, 1967
30" rows

Harvest
Check: October 12, 1967

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 Special Corn Starter Fertilizer
now has 2% zinc guaranteed.



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Farm Bureau Insurance Group can help. Our Farmowners policy guards your home, farm buildings, machinery and legal liability. An employee injury will never cripple your farming operation . . . not with Farm Bureau *total* Workmen's Compensation coverage. *Employee coverage begins with the first work day and medical benefits are unlimited.*

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