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.
Springtime Activity...

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 all have 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 the simple question: Where did all the money go? That's for this year's deficit only — and on top of the $1,746 million we borrowed last year to make it up.

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 million we borrowed last year to make it up.

All the international gold fuss, and much of the talk about inflation, could be settled by the simple question: Where did all the money go? That's for this year's deficit only — and on top of the $1,746 million we borrowed last year to make it up.

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 million we borrowed last year to make it up.

All the international gold fuss, and much of the talk about inflation, could be settled by the simple question: Where did all the money go? That's for this year's deficit only — and on top of the $1,746 million we borrowed last year to make it up.

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 million we borrowed last year to make it up.

All the international gold fuss, and much of the talk about inflation, could be settled by the simple question: Where did all the money go? That's for this year's deficit only — and on top of the $1,746 million we borrowed last year to make it up.

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 million we borrowed last year to make it up.

All the international gold fuss, and much of the talk about inflation, could be settled by the simple question: Where did all the money go? That's for this year's deficit only — and on top of the $1,746 million we borrowed last year to make it up.
LET'S NOT PANIC

A few years ago we dairymen just knew we were being forced into oleomargarine, and a few worse. 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 do better than 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 the advantages the imitations and substitutes 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. Quinnesnous of the Michigan 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 and 40 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 this kind of innovation.

With government manipulation to keep food prices low the profit margin for dairy processors has been 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 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.

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 consider it in their 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 new 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 98 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.

The competent guard released his vigilant 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 torn flag (Booth caught the spur), the balustrade following the shot) and the peep-hole drilled in the door through which Booth watched the President.

Next, the Freedom-Heritage participants stepped at the Archives Building, the Federal Bureau 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 — an 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.

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, Liechtenstein, 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 $100.97 rebate for wives traveling with their husbands.

The tour will include Seattle, 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 485-3121, Extension 317.
**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 Erp, Van Buren county, and Larry Karsten, Presque Isle county, serve as first and second vice chairman of the state committee.

**District**  
**Committee Members**  
**Location**
1. Roger Stoner  
2. Wayne Erp  
3. Lynn Smith  
4. Richard Godfrey  
5. Wm. Middleton  
6. Jack Bougraf  
7. Carl Alvenon  
8. Jim Van Dyne  
9. Mrs. Carolyn Sands  
10. Mike Satchell  
11. Harold Molzon  
12. Mrs. Janet Thompson  
13. Larry Van Sickle  
14. Richard Kadlee  
15. James Call  
16. Don Nugent  
17. Lawrence Karsten  
18. Duane Snow  
19. Wallace Walcher  
20. Wm. Good

**Area**  
**Location**
1. Jones  
2. South Haven  
3. Battle Creek  
4. Jonesville  
5. Lake Orion  
6. Hopeville  
7. Wayland  
8. Ovid  
9. Caro  
10. North Branch  
11. Mcosta  
12. Hart  
13. St. Charles  
14. Grinnel  
15. Frankfurt  
16. Rogers City  
17. Hillman  
18. Stephenson  

**Architectural Roof Systems, Inc.**

3066 3 MILE RD., N.W.  
GRAND RAPIDS, MICH. 49504  
PHONE 453-6336

A.R.S. Company has the type of building for you...  
for all your farm and commercial needs.

Here are a few of the usages:

- MACHINE SHEDS  
- BOATING ALLEYS  
- BARS ONE STORY  
- GRAN STORAGE  
- TWO STORY  
- AIRPLANE HANGARS  
- FACTORIES  
- WAREHOUSES  
- STORAGE BUILDINGS  
- FERTILIZER BUILDINGS  
- GARAGES


BELOW ARE A FEW OF THE TYPES OF BUILDINGS THAT WILL FIT YOUR NEEDS — For any size, shape and spacing not shown, please contact A.R.S. Co., and they will assist with your building plans.

A.R.S. Co. Has One Of The Most Complete Lines Of Laminated Buildings.

**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.

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 R. 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.

**CHARLES BRACEY** — and wife, Patricio, 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.

**JEAN COOK** — (right) and wife, Nancy, are photographed for television. The Buists are Ottawa County Farm Bureau members. They have three children.

**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.
LEGISLATIVE LEADERS PONDER FARMLAND TAX RULES!

Many Michigan farmers are bitter over their farmland taxes, bittter, 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 in where there is less crowding, have brought with them a rural property valuation boom.

Most 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 awfully. 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 taxes are too low to allow us to pay 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..." he said.

At the Bernard Kunz farm 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 assessors.

Surrounding farmland has been raised to what the assessor now considers "true 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 or agricultural land, and not an 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, and 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.

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).

RESOLUTION PROPOSING — a Constitutional Amendment, has been prepared by Rep. Dale DeMaso, (20th Sen. District) and House colleague, Roy L. Spencer, to clear the way for tax improvements.

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.
About ten County Farm Bureaus passed resolutions at their annual meetings calling attention to many problems created for farmers whenever a pipeline 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 discuss the question of action. Those present included Senator G. Bursley, Representative Stanley Powell, Dale Ball, Director, and Stanley Quackenbush, Department Secretary, and Fred Honsen, 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 should be prepared. While negleges, the 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, RohHs, Prescott and Woodman) to make certain requirements of Public Utility Com-

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 would like to be shown by your 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 include a statement by grantor as to whether a tenant has any rights in the tract of land. There should be a blank space for the signatures of both grantor and grantee's attorneys for both grantor and grantee before being executed by either party. We believe the following matters are appropriate for consideration and possi-

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 acknowledgment of receipt thereof.
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, 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 install, maintain, and operate more than one pipeline the parties should be spelled out in 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 which he did not have.
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 de-

About ten County Farm Bureaus passed resolutions at their annual meetings calling attention to many problems created for farmers whenever a pipeline 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 discuss the question of action. Those present included Senator G. Bursley, Representative Stanley Powell, Dale Ball, Director, and Stanley Quackenbush, Department Secretary, and Fred Honsen, 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 should be prepared. While negleges, the 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, RohHs, Prescott and Woodman) to make certain requirements of Public Utility Com-

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 would like to be shown by your 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 include a statement by grantor as to whether a tenant has any rights in the tract of land. There should be a blank space for the signatures of both grantor and grantee's attorneys for both grantor and grantee before being executed by either party. We believe the following matters are appropriate for consideration and possi-

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 acknowledgment of receipt thereof.
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, 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 install, maintain, and operate more than one pipeline the parties should be spelled out in 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 which he did not have.
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 de-

About ten County Farm Bureaus passed resolutions at their annual meetings calling attention to many problems created for farmers whenever a pipeline 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 discuss the question of action. Those present included Senator G. Bursley, Representative Stanley Powell, Dale Ball, Director, and Stanley Quackenbush, Department Secretary, and Fred Honsen, 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 should be prepared. While negleges, the 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, RohHs, Prescott and Woodman) to make certain requirements of Public Utility Com-

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 would like to be shown by your 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 include a statement by grantor as to whether a tenant has any rights in the tract of land. There should be a blank space for the signatures of both grantor and grantee's attorneys for both grantor and grantee before being executed by either party. We believe the following matters are appropriate for consideration and possi-

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 acknowledgment of receipt thereof.
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, 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 install, maintain, and operate more than one pipeline the parties should be spelled out in 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 which he did not have.
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 de-

About ten County Farm Bureaus passed resolutions at their annual meetings calling attention to many problems created for farmers whenever a pipeline 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 discuss the question of action. Those present included Senator G. Bursley, Representative Stanley Powell, Dale Ball, Director, and Stanley Quackenbush, Department Secretary, and Fred Honsen, 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 should be prepared. While negleges, the 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, RohHs, Prescott and Woodman) to make certain requirements of Public Utility Com-

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 would like to be shown by your 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 include a statement by grantor as to whether a tenant has any rights in the tract of land. There should be a blank space for the signatures of both grantor and grantee's attorneys for both grantor and grantee before being executed by either party. We believe the following matters are appropriate for consideration and possi-

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 acknowledgment of receipt thereof.
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, 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 install, maintain, and operate more than one pipeline the parties should be spelled out in 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 which he did not have.
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 de-

About ten County Farm Bureaus passed resolutions at their annual meetings calling attention to many problems created for farmers whenever a pipeline 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 discuss the question of action. Those present included Senator G. Bursley, Representative Stanley Powell, Dale Ball, Director, and Stanley Quackenbush, Department Secretary, and Fred Honsen, 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 should be prepared. While negleges, the 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, RohHs, Prescott and Woodman) to make certain requirements of Public Utility Com-
Recent visitors to the Farm Bureau Center in Lansing were 21 members of the Berrien County Farm Bureau Women. They were on a tour of the building, the group visited the State Capitol downtown.

**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 Topliff, state Women’s chairman, and Dale Sherrin, 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, Orange 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. P.E.P., “Groening Old Gracefully,” with Brigadier General Robert Malone, administrator of Salvation Army Rest Home, Eventide, as speaker — afternoon.**

**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 18, 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, Creswell Methodist Church, Morning, P.E.P.; and a report from Mrs. Eugene DeMatteo, who holds the title of “Mrs. Safety;” afternoon program, “Stylish Tops,” a demonstration of wigs and hairpieces by the Fantasia Beauté Salon of Port Huron, arranged by the Sandusky County Women’s group.**

**District 7 — April 4, Gibbs Restaurant, between Ludington and Scottville. Morning, P.E.P.; afternoon, the Rev. Robert Christopher, 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 5, 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, Sim and Snow Lodges, 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. Knochel 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 Country 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 500 and one-half million women are members.

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 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 Topliff, 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 out-campus arrangements and a trip to Detroit.

Mrs. Harry Wittaker of Lapere 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. Erica Campos, of Ada, Mrs. Arthur Muir of Grant, Mrs. Verena Wheaton of Charlotte, and Mrs. Eugene DeMatteo 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, Informa
tion Services; Terry Buckles, director of communications, Farm Bureau Services; Mrs. Warren Broom 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 Ray 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 Ungren.

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 86¢. You pocket the 34 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 program is 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 these with a go-to-farm background lack the necessary business training to fill such positions, and that even more frequently the business students lacked any knowledge of agriculture.

"Agribusiness 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 Elmer 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 Ijoin many people throughout these 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 too often 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 struggle to replace the Bourbon with 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 on the absolutes, who demand that we sweep away the protections guaranteed to the people by a Constitution that divides power. The evidence of history is against them. It proves that nothing is more ruthless than a majority plus one, with the power to enforce its decisions on the people in general.

Strengthening 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 dealing rubber stamps for the President.

Democrats 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 presumably 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 the people in general.

Inflation is a top issue. Economic prosperity that will last in a free world requires a sound dollar. Governments without a Constitution to guide them spend, spend, spend. Democratists are determined that states shall not have the right to say whether a man has a right to work. The Supreme Court in changing the Constitution to suit its own fancy shows that people were for VOLUNTARY unionism.

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 the people in general.

Inflation is a top issue. Economic prosperity that will last in a free world requires a sound dollar. Governments without a Constitution to guide them spend, spend, spend. Democratists are determined that states shall not have the right to say whether a man has a right to work. The Supreme Court in changing the Constitution to suit its own fancy shows that people were for VOLUNTARY unionism.

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 the people in general.

Inflation is a top issue. Economic prosperity that will last in a free world requires a sound dollar. Governments without a Constitution to guide them spend, spend, spend. Democratists are determined that states shall not have the right to say whether a man has a right to work. The Supreme Court in changing the Constitution to suit its own fancy shows that people were for VOLUNTARY unionism.

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 the people in general.

Inflation is a top issue. Economic prosperity that will last in a free world requires a sound dollar. Governments without a Constitution to guide them spend, spend, spend. Democratists are determined that states shall not have the right to say whether a man has a right to work. The Supreme Court in changing the Constitution to suit its own fancy shows that people were for VOLUNTARY unionism.

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 the people in general.

Inflation is a top issue. Economic prosperity that will last in a free world requires a sound dollar. Governments without a Constitution to guide them spend, spend, spend. Democratists are determined that states shall not have the right to say whether a man has a right to work. The Supreme Court in changing the Constitution to suit its own fancy shows that people were for VOLUNTARY unionism.

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 the people in general.

Inflation is a top issue. Economic prosperity that will last in a free world requires a sound dollar. Governments without a Constitution to guide them spend, spend, spend. Democratists are determined that states shall not have the right to say whether a man has a right to work. The Supreme Court in changing the Constitution to suit its own fancy shows that people were for VOLUNTARY unionism.

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 the people in general.

Inflation is a top issue. Economic prosperity that will last in a free world requires a sound dollar. Governments without a Constitution to guide them spend, spend, spend. Democratists are determined that states shall not have the right to say whether a man has a right to work. The Supreme Court in changing the Constitution to suit its own fancy shows that people were for VOLUNTARY unionism.
For years Farmers Petroleum has brought you the best gasolines and diesel fuel and now they've even been improved with our new additive... and they're available only at Farmer Petroleum dealers.

Want More Power?

Farmers Petroleum's
NEW
Additives

HPA and HPAD
for diesels
Delivers Extra Power in Custom Diesel Fuel and POWER-BALANCED GASOLINES!!

Farmers Petroleum customers get new high octane gasolines blended specifically for top performance all year long... and the "extra power" of HPA, the new high performance gasoline additive. HPA cleans your fuel system and keeps it clean, free from harmful rust and other foreign material. Convince yourself... try a tank today for faster starts and longer engine life.

TOMORROW'S FUEL TODAY!!

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

FARMERS PETROLEUM

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 factory has a daily rated capacity of 350 tons of anhydrous ammonia, 350 tons of nitric acid, 400 tons of ammonia nitrate, 350 tons of nitrogen solutions and 500 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 farmers' price squeeze.

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 idle 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.
 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.

MRS. ANDREW BRZEZINSKI, SR. — boasts an even 100 great-grandchildren, bringing her total living descendants 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 Plamondon Photo

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.
Michigan livestock producers have a way to go before they can produce all the meat consumed by the people of this state. The current production of pork, the head of the department of Spartan Stores. Speaking to a group of Farm Bureau members touring meat marketing facilities he pointed out that Michigan has tremendous potential for raising more and better meat.

Most Michigan packers cannot furnish enough carcasses of a quality which the market will accept. Need of the Wisconsin Farm Bureau, Percy Hardiman, explained that the economics 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 find future contracts to protect their profit margins. He pointed out that these are markets that are not opened for the benefit of the speculator although he is a necessary element of the market.

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.

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 find futures contracts to protect their profit margins. He pointed out that these are markets that are not opened for the benefit of the speculator although he is a necessary element of the market.

Gordon Galickson, 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 exchange the farmer might reduce materially the risk he takes when he starts sows or pigs on a finishing program.

STOCKMEN DISCOVER:

FARROWING STALLS—Complete.

FARM EQUIPMENT

FARM FACTS:

FOR SALE

SPECIAL RATE TO FARM BUREAU MEMBERS: 25 words for $2.00 each advertisement. Additional words, 10 cents each. Figures such as $12 or $12.50 count as 12 words. NON-MEMBER advertisers: 15 cents per word.

SPECIALS

FARM BUREAU MARKET PLACE

NIGHTCRAWLERS AND RED WORMS—Two pounds of Red Worm, $1.00. 2-12t-27p. "Rogers slowly wormer," 2 pounds, $2.00. 2-12t-28p. "Livebait," two pounds, $2.00. 2-12t-28p.

GOAT KEEPERS—Need 20 heifers, 6 months to 1 year. 2-12t-29p.

STOCKMEN DISCOVER:

FARROWING STALLS—Complete.

FOOTNOTE:

STOCKMEN DISCOVER:

FARROWING STALLS—Complete.
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 is probably more misunderstandings about their effect on markets than about any other phase of the entire agricultural process.

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

Given the economic incentive, the probably is no farm product which cannot be successfully synthesized from the job, but FARM INGredients as coal, natural gas, minerals, and air.

PRICING FACTORS

The factors which presently go into the determination of the market, and the general prosperity of farm products, cannot be specified with any degree of accuracy. The factors are too many, and the interaction of these factors is too complex.

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 some difficulty in selling their milk because of the glut of milk in the market.

Another factor which is having more and more part in the markets of the U.S. is the presence of substitutes for the producer things as milk products and fresh fruits.

BARGAINING FOR PRICE

For various reasons, farmers at a group have not been willing to submit to the discipline required to bargain for the best price or the most all farm products have come to glut the market. A for more difficult for the individual farmer to compete in today's market. All too often, we are informed that the sources of information open to the seller are utilized by the buyer.

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 have their members in Michigan the Milk Producers Association, Michigan Livestock Exchange, Michigan Warehouse Services, to name a few.

These organizations assemble the farm products or crops or classify the product and try to get the buyer to the best price. They try to get the farmers more return for the operation and aggressive selling.

In recent years there has been more and more talk of "bargaining for price." As generally understood this will involve setting the price of the product 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 the buyer and seller bargain. It is not the product that is unimportant mark.

If the farmer is serious about improving his bargaining position in the market, there are several alternatives open to him. They are the following: (1) Individual efforts, (2) Government programs, (3) Lending or investment programs, (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 where the product is sold locally.

Another factor is the 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 increase.

One of the earliest efforts at cooperation was the formation of the consumer buying cooperative. The members of the cooperative are given first consideration, the profits of the negotiation will be divided among the members.

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

The most common question, of course, is the right price for this year for the particular commodity? Some organizations have developed rather elaborate formulas to determine what the level of price should be under given conditions.

The most all factors considered, other than crop estimates, in arriving at the price include the following: (1) the average prices of competing products. Another very important factor considered in the carry-over of last year's crop still available for the market. The third consideration 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. The volume offered can be drawn as to affect the market it can be discriminating. In the case of contract operations 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. If strength is gained through the ability to deliver or withhold a large volume of product which the buyer needs. This volume must be the buyers cannot get contracts with coming to the association. This does not mean that 100% of the crop has to be handled.

Bargaining power depends largely on two factors — ability and strength. Ability comes through recognition 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 the buyers cannot get contracts with coming to the association. This does not mean that 100% of the crop has to be handled.

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

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

Wisely and well-informed leadership is vital to their continued well-being as both an organization and as farmers.
Here Are Your Row Starter Production Costs

<table>
<thead>
<tr>
<th>Yield Goal</th>
<th>Fertilizer Per Acre</th>
<th>Bulk Per Acre</th>
<th>Bagged Per Acre</th>
</tr>
</thead>
<tbody>
<tr>
<td>100 bu.</td>
<td>110 lbs.</td>
<td>$5.44</td>
<td>$ 5.72</td>
</tr>
<tr>
<td>150 bu.</td>
<td>150 lbs.</td>
<td>7.43</td>
<td>7.80</td>
</tr>
<tr>
<td>200 bu.</td>
<td>200 lbs.</td>
<td>9.90</td>
<td>10.40</td>
</tr>
</tbody>
</table>

In-Season Delivery — Cash

Fertlizer Program:

225#/ 0 - 0 - 60

550#/ 33 1/3 - 0 - 0

225#/ Special Corn Starter

N P2O5 K2O

Total 204 - 61 - 171

Total Cost $33.25 Per Acre

RESULTS:

NORTHROP K.ING  POPULATION  15 1/2% 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
Check: October 12, 1967

COMPLETE: FROM SOIL TEST TO HARVEST

Our trained specialists assist you in your effort to achieve more profit with less labor. Produced in Saginaw and Kalamazoo, our fertilizer is quality controlled throughout its manufacturing process, to assure you of getting the most from your money. See your local dealer for details or send us a post card and our specialists will show you the whole program.

If you want bulk blend fertilizer at a lower price per ton contact our outlets at Remus, Coldwater and Marcellus.

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

says: Norris Young
Buchanan, Michigan

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

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

* Special Corn Starter Fertilizer now has 2% zinc guaranteed.
Choose a total Farm Bureau insurance program to guard your operation ... fulfill the promise of tomorrow.

Your farm is a valuable investment. And you've protected it. Despite drought, flood, tornado, hail, you've succeeded in the world's toughest business. You've succeeded because you're an idea man ... new fertilizers, pesticides, irrigation, tiling, mechanized farming. You and your farm will continue to grow with change.

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.

Farm Bureau Insurance will also continue to grow with change ... to help you succeed. Your farm ... your future.