

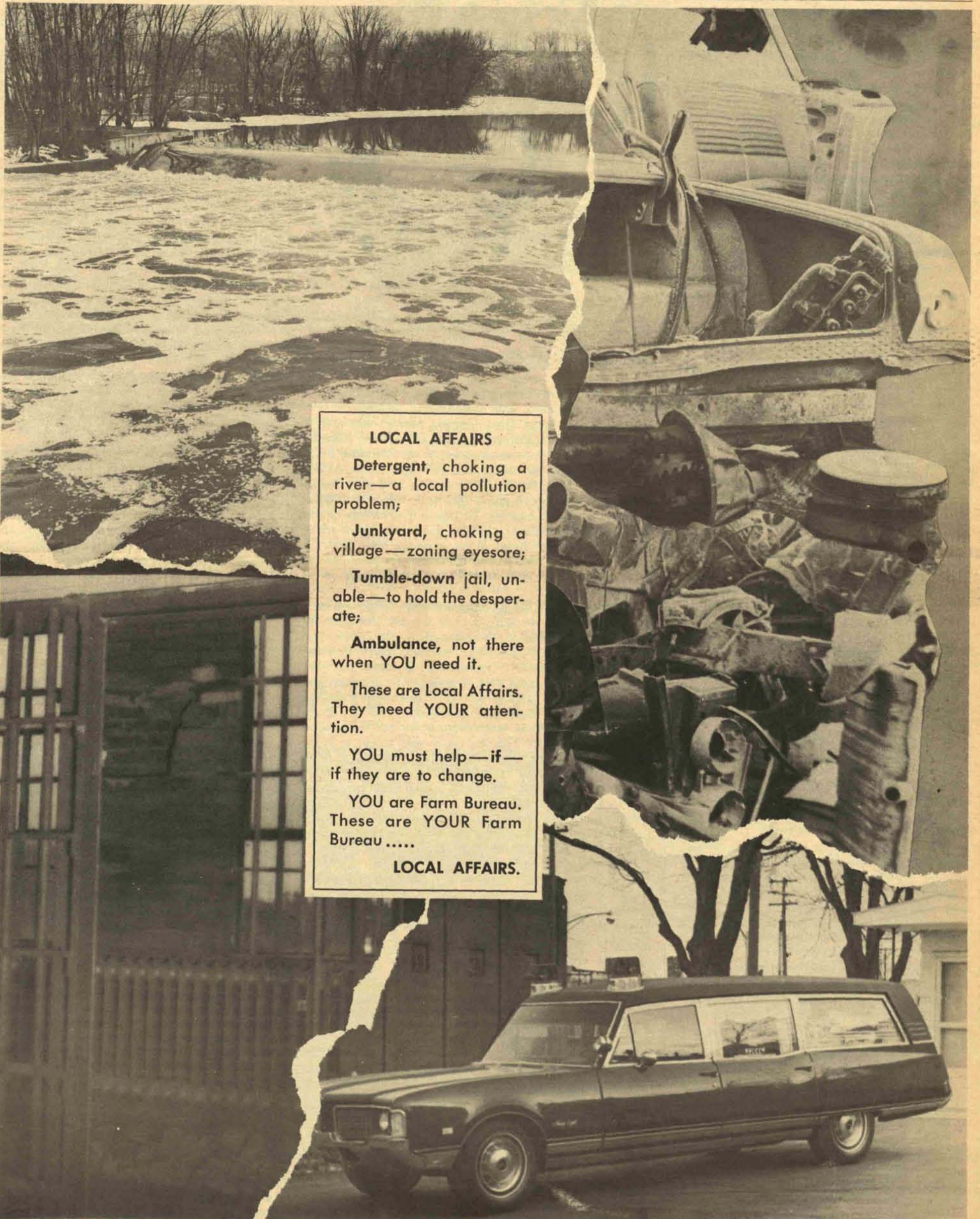
MICHIGAN FARM NEWS

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

VOL. 48, NO. 3

—1919—GOLDEN OPPORTUNITIES FOR A GOLDEN ANNIVERSARY—1969—

MARCH 1, 1969



LOCAL AFFAIRS

Detergent, choking a river—a local pollution problem;

Junkyard, choking a village—zoning eyesore;

Tumble-down jail, unable—to hold the desperate;

Ambulance, not there when YOU need it.

These are Local Affairs. They need YOUR attention.

YOU must help—if—if they are to change.

YOU are Farm Bureau. These are YOUR Farm Bureau

LOCAL AFFAIRS.

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Editorial

URBAN SPRAWL

Several groups of Michigan dairymen have made recent trips to California to see for themselves how the highly concentrated dairy industry of that bustling state has specialized.

There, encroaching city complexes and high land prices have brought problems which Michigan farmers are also beginning to feel.

Orange county—in the Los Angeles milk shed, is a dramatic example of what happens when people begin contesting with chickens and cows (and orange groves) for space.

The orange groves were chopped down long ago, but because a good supply of fresh milk is important to people — (and at one time, most people recognized this fact) the dairy herds held on after the trees had been removed. It was common to see 500 to 1,000 dairy cows compacted into a few acres of feedlot, serviced by some form of mechanized milking parlor, and just across the road from fine city dwellings valued at \$50,000 to \$75,000.

The cows were there first and for a time most zoning ordinances took this into account. All was well for the first eight or ten years, then, more and more people moved in. They didn't like the noise, they didn't like the smell and they didn't like the hours that cows and cow-keepers kept. One day, they declared the cows to be a nuisance.

The non-farm old-timers joined the newcomers in voting the cows out of the city. Banished, the bovine population moved 60 to 100 miles away, to the edge of the desert.

Water was a problem and hay was a problem, lack of shade was a problem and lack of farm labor was the worst problem of all.

New wells were drilled and reservoirs were filled, and hay was shipped over the mountains. Feed mills were set up by the farmers who survived by doing much as the desert creatures themselves — adapting because they had to.

All of which is a fascinating story to Michigan farmers, many of whom see the handwriting on their own cow-barn walls.

Many Michigan farmers find the city reaching out to their feedlots and the neighbors wrinkling their noses at what the springtime winds bring.

Sometimes the smell of money is on the wind, and this not all bad; people pressures bring money pressures, and once largely useless farm land sometimes ends up as prime subdivision acreage, providing the best crop that farmer ever had.

If the land being used is poor and sandy, that's one thing. If it is some of Michigan's prime farming land, that's another. "There is only so much land for any purpose," observes Bernard Kuhns, beef feeder near Howell in Livingston county, where the tentacles of the nearby city have begun to reach.

But a subdivision is a one-time crop — and what if the farmer wants to farm, not subdivide? What about land-values grossly inflated by the very possibility of subdivision — but without buyers of any kind in sight. What kind of farm crops can pay tax assessments boosted sky-high in anticipation of future values?

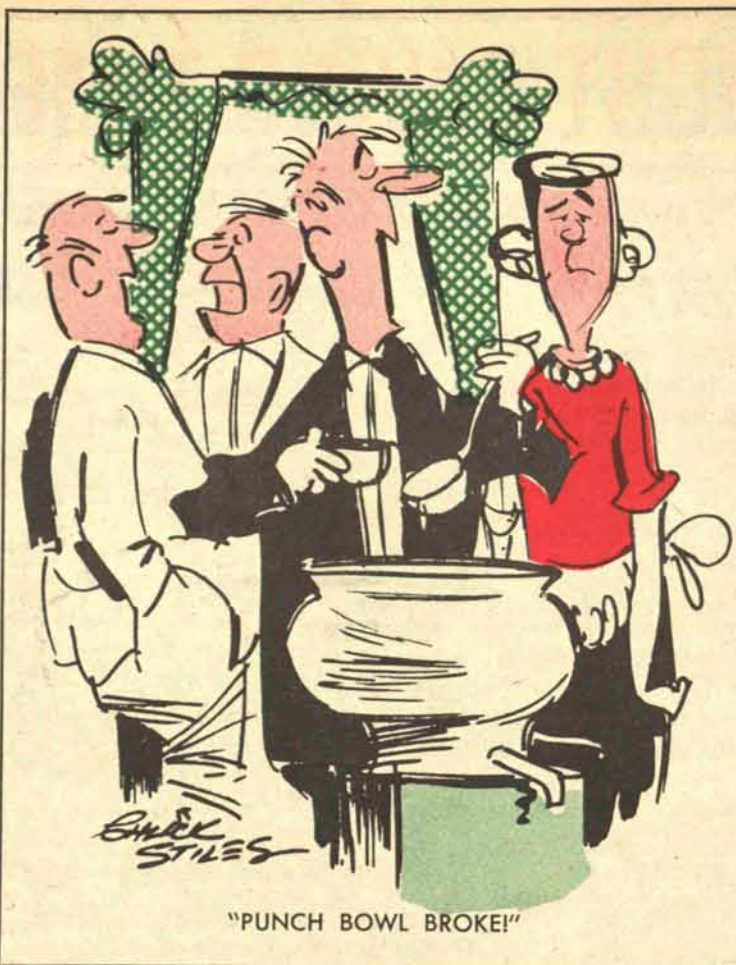
"We recommend legislation that will protect prime agricultural lands and require assessors to consider only agricultural factors in assessing land used for that purpose . . ." wrote voting delegates to the Michigan Farm Bureau at last fall's annual meeting.

Farmers feel that proper tax structure can do much to save better farm lands for future food, and future recreation needs, guaranteeing the open spaces which most people require for a healthful atmosphere.

Fortunately for Michigan's farming future there are those in both the House and Senate of our legislature who realize that the folly of unwise land use often becomes apparent only after it is much too late.

These far sighted people can be counted on to introduce and support bills to carry out Farm Bureau's policy of assessment for farm land based on actual use, instead of somebody's idea of a possible non-farm use.

Melvin Woell



"PUNCH BOWL BROKE!"

maple syrup time . . .

Soon, it will be wake-up time for the great out-of-doors starting at our house with maple syrup making.

I received a letter from Virginia Smith, chairman of the American Farm Bureau Women's Committee, recently. She wrote that at a recent meeting of the American Farm Bureau Women's committee, Mr. Jack Lynn, from AFBF, said, "1969 offers the best opportunity in a good many years for Farm Bureau philosophy to be reflected in legislation enacted by Congress. To take full advantage of this favorable Congressional climate, the interest and active support of county Farm Bureaus across the nation is essential — active support through letters, telegrams, phone calls and personal visits from Farm Bureau members at the 'grass roots.'"

Virginia said that the AFBW Committee would like each County Chairman to talk to their County President, or County Board, offering the services of the women on Policy Execution Committees, National Affairs Committees, Sentinel Programs — in any and all committee work and activities that are a part of your county program and to help implement Farm Bureau Policy at both state and national level.

It's time to get those reservations in for our Washington Legislative Seminar. This is a good way to get to know your representatives and senators in Washington. For those of you who want to see American Heritage, we want you to go with us too, but don't forget those Legislative leaders in your county.

Soon it will be planting time down on the farm and I thought I'd like to leave the thoughts in this little poem with you for some planting that each of us can do.

Lord, make me an instrument of thy Peace . . . Where there is hatred, let me sow Love . . . Where there is injury, let me sow Pardon . . . Where there is doubt, let me sow Faith . . . Where there is despair, let me sow Hope . . . Where there is darkness, let me give Light . . . Where there is sadness, let me sow Joy.

— Mrs. Jerold (Maxine) Topliff

MICHIGAN FARM NEWS

THE ACTION PUBLICATION OF THE MICHIGAN FARM BUREAU

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President's Column

20th BIRTHDAY

On the 7th of March we celebrate the 20th birthday of the founding of Farm Bureau Mutual insurance.

Back in 1949, Michigan Farm Bureau leaders went out on a charter drive and sold 3,600 charter policy applications to get the new company going.

A need for better farm insurance protection was recognized almost from the beginning days of Farm Bureau, but farmers of that time were afraid to tackle it on their own.

Instead, seven years after the Michigan Farm Bureau got underway in 1919, contractual arrangements were made so that our members could get farm-tailored coverage with an already established company.

At first nobody knew much about insurance.

And it wasn't long then before Farm Bureau folks began talking about starting their own insurance companies to build more special features into their policies — so they would better fit farming conditions and needs.

Shortly after that, Farm Bureau Mutual was born.

How well it was built and how solidly it has grown, is best shown by such things as the third consecutive semi-annual dividend just recently paid to auto policyholders of Farm Bureau Mutual, and amounting to about \$300,000.

As soon as the success of Farm Bureau Mutual was assured, a study was made by management to find out if Michigan farmers needed and could get adequate farm liability insurance.

Since only a few commercial companies were then offering liability to farmers — it became apparent that this area was wide open and a real need existed.

In January, 1950, Farm Bureau insurance was authorized to write general liability, and in May of that year, the first such policy was issued. It could be said that from this point, the concept of an over-all Farm Bureau Insurance Group — offering a wide package of protections, came into being.

During the middle of 1951, a Charter Life insurance drive was made and as a result, \$20 million in life "reservations" were taken.

The immediate success of these stock and charter drives and the quick growth of the new companies, testify to a great farm need and to how well that need was met.

Such growth of Farm Bureau Insurance Group, under the excellent management of Nile Vermillion, has led us into many more — increasingly important, insurance ventures. Sometimes we have been forced into such moves, and it is on such occasions that the value of farmers operating their own, flexible insurance services really shows.

For example, after months of hearings and several legislative delays to allow farmers to get ready, "agricultural employers" were placed under the state's Workmen's Compensation law in July of 1967.

At this point Farm Bureau Insurance Group "built" a special coverage which provided three separate programs tailored to fit all kinds of farm operations.

We got into the insurance business in the first place, back when Farm Bureau was new, because we had to have the newer kinds of programs to fit farming. The sudden need for Workmen's Compensation protection, and the Insurance Group's leadership in providing it, shows that the original concept remains true. Farmers now benefit from all kinds of other special farm coverages, ranging from estate to retirement planning.

This is our Golden Anniversary year in Farm Bureau, and because the 20th anniversary of Farm Bureau Mutual falls in March, it has been especially good to review the beginning and growth of our famed Insurance Group.

In the months ahead, I'll review other important service programs that we farmers have built to serve us — through Farm Bureau in Michigan.

Elton Smith

DOUBLE DAYLIGHT SAVING TIME DEFEATED—*unless*

fast-time loss is declared official!

Newspaper reports have declared it to be official! "Fast Time" has lost in Michigan—again. "Michigan will stay on Eastern Standard Time, April 27, when daylight saving time begins for nearly all other Americans . . ." declared the Detroit Free Press after the State Board of Canvassers certified a recount of votes cast in the November 5th election.

It is a nice feeling to think that farmers and Farm Bureau, joined by hundreds of thousands of city folks who also thought fast-time silly, have won—once again, unless . . .

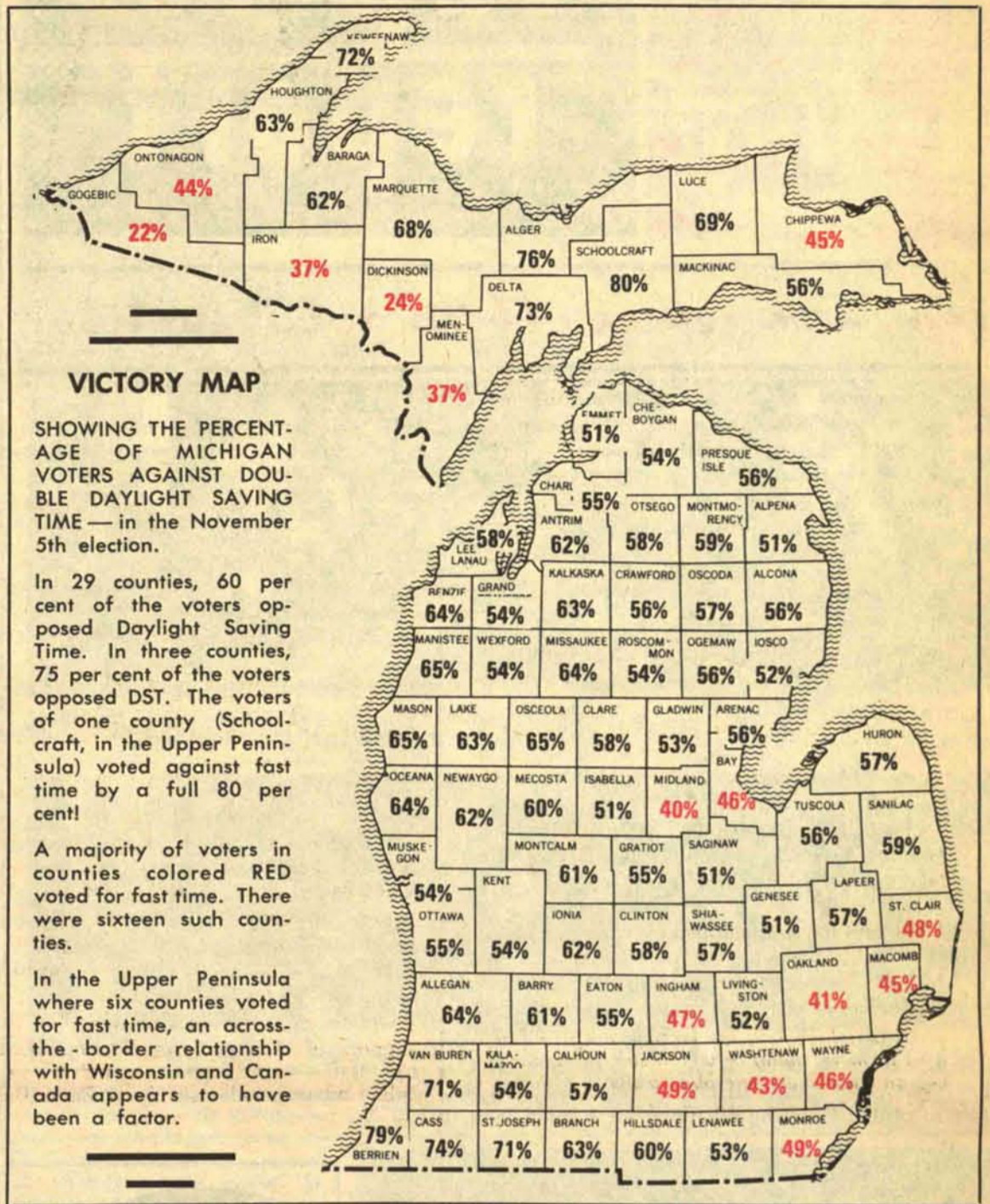
Unless, that is, a bill introduced in the state legislature by Lansing Representative, Thomas L. Brown (R) to repeal the 1967 law exempting Michigan from DST, were to pass. A two-thirds favorable vote would be needed to make daylight saving effective this summer. It hardly seems possible that such an action of the legislature could come about—but farmers are mindful that within our governmental system, one legislature (or one Congress) cannot bind the actions of another. What the legislature has given, the legislature can also take away. Right now, passage of such a Daylight Saving Time bill seems doubtful—unless.

Michigan will remain on Eastern Standard time—unless the action by two Grand Rapids law students, who have petitioned the Court of Appeals to nullify the November vote, somehow causes the Daylight Saving Time issue to once again be placed on the ballot.

Michigan will NOT go on fast-time this year, unless those who support Double Daylight Saving time care so little for the wishes of voters that they will take the whole issue to Washington for hearings and appeals before officials of the Department of Transportation, which has authority regarding such things as time-zones.

Reports the Detroit Free Press: "While the issue was apparently set at rest for this year and next, fast time backers considered a petition drive to get it back on the ballot in 1970. Harry H. Hall, president of the Michigan State Chamber of Commerce, said collection of signatures would not start before next fall . . ."

Meanwhile, County Farm Bureau leaders deserve high commendation for their work during the recent period. Farm Bureau folks were impressive! Legislative Counsels Robert Smith and Dale Sherwin say: "No other organization could have done this job . . ."



THE CROWN CLUB



ALWAYS ONE OF THE HIGHLIGHTS of the President's Conference is the handing out of the Gold Crowns to County Farm Bureau Presidents and Membership Chairmen, worn in recognition that 'their' county has made its membership goal. Those attending the Conference and 'reporting in' included: seated, 1 to r., Carl Anderson, Muskegon; Harvey Gosen, Saginaw; and Carl Conant, Saginaw. Seated, 1 to r., second row, Walter Frahm, Saginaw; Ed Broadworth, Arenac; Rudy Rhinebold, Saginaw and Frank Schwiderson, Chippewa. Standing, 1 to r., Pete Lutz, Manistee; Ken Bull, Muskegon; Tom Kop, Arenac; Harvey Leuenberger, Saginaw; Ben Veliquette, Antrim; Alvin Shearer and Jake Wolford, both of Gladwin County.

Golden Opportunity

If Michigan County Farm Bureau members have their way, their president, Elton R. Smith, will be receiving one of the coveted "Gold Coats" at the 1969 American Farm Bureau Federation's meeting next fall. President Smith's coat would be in recognition of his state having reached—and (hopefully) passed—their membership goal this year, Michigan Farm Bureau and AFBF's Golden Anniversary year!

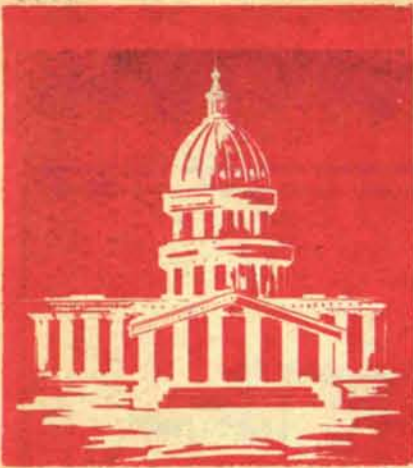
Michigan Farm Bureau is one big step closer to being a winner in the state-wide membership drive, needing only 1726 members to meet the state-set goal. Charles L. Burkett, Director of Field Operations, reports that "we are 96.78 percent of goal, having 51,981 members. Of this total figure, 2317 are new members and 48,664 renewals. In 1968 we had 2238 new members and 48,654 renewals. At that time we were aiming for 2944 additional members to make goal."

Twenty five counties have made goal. Included in this list are Antrim, Mac-Luce, Chippewa, Charlevoix, Saginaw, Manistee, Gladwin, Muskegon, Arenac, Montcalm and Oceana. Others are Washtenaw, Kent, Clare, Missaukee, North-West, Ottawa, Jackson, Benzie, Macomb, Calhoun, Alpena, Iron, Houghton and Kalamazoo.

According to Burkett, Michigan and Ohio are continuing their exciting membership race. Michigan is more than anxious to pass along the well-known "Tail End" trophy to Ohio by "beating" them.

County Farm Bureau officials attending the President's Conference at Camp Kett recently, readily admitted that "a good campaign manager is necessary to direct a goal-buster drive and we seem to have the kind that are needed."

Persistence has paid off, and the increase, both in new and renewals, proves it. To take a line from a well-known television star: "Keep those memberships coming in, Folks! WE READ AND LOVE EVERY ONE OF THEM!"



capitol report

Seminar series off to good start...



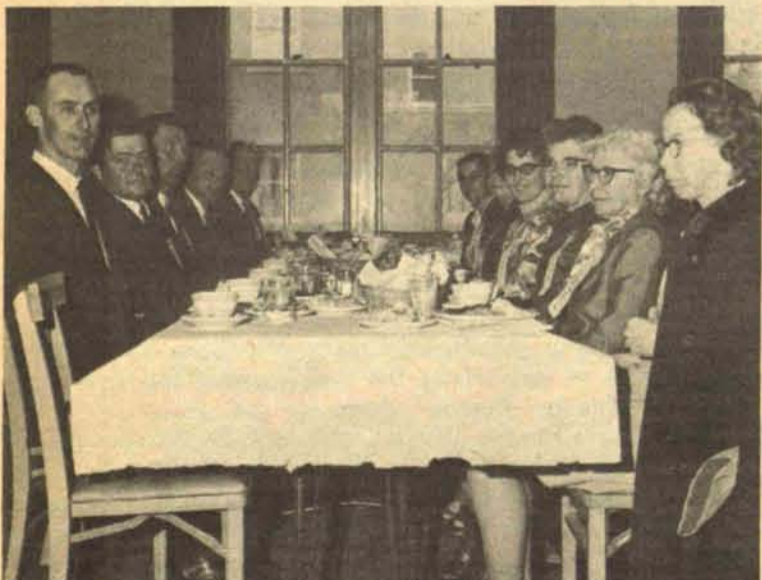
LEGISLATIVE COUNSELS — Dale Sherwin and Robert Smith, along with MFB Secretary, Dan Reed, pause for pre-luncheon words with Representatives C. P. Ogonowski and T. Guastello.



REPRESENTATIVE DAISY ELLIOTT — told Seminar guests how "I thoroughly enjoy my work and hope to continue serving Michigan for a long, long time."



MORNING BRIEFING SESSION — is conducted by Legislative Counsel, Dale Sherwin — assisted by Regional Representative Ken Wiles, of the West Central region.



CLARE COUNTY — proud of its attendance number, sat together at the West Central Seminar. Warren White, county President, was especially pleased to have Representative Donald E. Holbrook as luncheon guest. White and Holbrook are at the extreme far-left, nearest window.

INVITATION TO..... MARCH SEMINARS

Heavy attendance has marked the first three of eight Legislative Seminars sponsored by the Public Affairs Division of the Michigan Farm Bureau for county State and National Affairs committees.

"Judging from the first three of the series, the Seminars are filling a real need in briefing Farm Bureau leaders on current and expected actions of the legislature, and in bringing them together with their Representatives" reports MFB Legislative Counsel, Robert Smith. Every member of each State Affairs Committee is invited to attend.

Smith and co-Counsel, Dale Sherwin, handle the legislative briefings at each session, bringing the Farm Bureau leaders up to the minute on current legislative affairs, including behind-the-scenes position reports on important Farm Bureau issues.

A considerable amount of time has been spent on tax matters — an issue of grave concern for most farmers, especially at this time of year. Tax-reform progress is reported in detail, along with possible farm labor laws and proposed changes in school finances.

Following the morning briefing sessions, a luncheon is arranged with county committee-members hosting their Representatives. In the first two seminars held this year, a total of 24 House and Senate members shared luncheon with their constituents and each reported the work of their assigned legislative committees.

Seminars to be held in March include: **March 11:** Saginaw Valley Region, counties of Arenac, Bay, Gladwin, Gratiot, Midland and Saginaw.

March 12: Central Region, for the counties of Clinton, Eaton, Genesee, Ingham, Livingston, Oakland and Shiawassee.

March 19: Northeast, Northwest and Upper Peninsula regions, including these counties: Alcona, Alpena, Cheboygan, Emmet, Iosco, Montmorency, Ogemaw, Otsego, Presque Isle; Antrim, Benzie, Charlevoix, Kalkaska, Manistee, Missaukee, Northwest and Wexford; Baraga, Chippewa, Delta, Houghton, Iron, Mackinac-Luce, Marquette-Alger and Menominee.

March 25: Thumb Region: Counties of Huron, Lapeer, Macomb, St. Clair, Sanilac and Tuscola.

March 26: West Region: Counties of Allegan, Barry, Ionia, Kent, Montcalm, Muskegon and Ottawa.

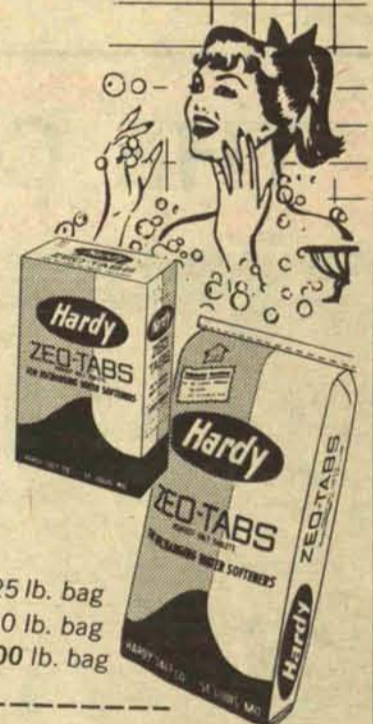
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Regenerate Lazy Water Softeners

Zeo-Tabs restore full softener capacity, give you more soft water. Convenient, dependable Zeo-Tabs dissolve completely, act fast without sludge — for trouble-free soft water all the time! Excellent for all types of softeners.

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Hart, Michigan

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FARM BUREAU SERVICES, INC.
Traverse City, Michigan

HOW Wool Growers Keep From Getting Clipped

For over fifty years the Ohio Wool Growers Association has been offering cooperative wool marketing services to thousands of Ohio sheepmen. In recent years, many Michigan sheepmen have also made use of the Ohio based wool coop's marketing facilities. Wool growers may consign their wool to the annual pool, or if they prefer they may sell outright at a cash price.

Approximately ten years ago a group of Michigan sheepmen requested Ohio Wool Growers Association make available its services to Michigan and as a result the Coop set up various representatives to assemble wool for interested sheepmen. A considerable volume of Michigan wool has been handled in the past few years. An effort is being made by the Coop to establish additional interested handlers and representatives so that co-operative wool marketing can be available to most of Michigan's wool producers.

At the Coop's recent Annual Meeting, where about 250 members and delegates were in attendance, the Manager, Paul A. Getz, reported that 1968 had been a very successful year for wool consignors. Their net returns for good staple wool ran from 38¢ to as much as 47¢ per pound. Some growers of high quality wool received about 1/3 more than the local purchase price at shearing time in 1968. These growers also will receive considerably more on their government incentive payment.

Average margins in 1968 were about 4¢ on every pound of wool consigned, which included lamb wools, short clothing types and all reject grades such as burry, black and so forth. Consequently, the Coop was responsible for several thousand Michigan and Ohio sheepmen getting many thousands of dollars additional wool money.

Headquartering at Columbus, Ohio the Association owns one of the most modern wool warehouses in United States. With 60,000 square feet of floor space, Association members have adequate space to store their own wool and also furnish additional storage space for other wool cooperatives in the National Wool Marketing Corporation.

The Ohio Wool Growers has been guided throughout the years by several general objectives in their wool marketing and services program. These objectives are:

An orderly marketing program to serve all sheepmen throughout the year.

Offer advance cash payments on consigned clips or full market value on outright purchase.

The grading of wool to reflect value to sheepmen according to quality and to meet the requirements of the textile trade.

An efficient warehouse and marketing operation to provide maximum returns to growers.

A continuing program of education to help sheepmen improve their returns from wool and lamb.

Work for future marketing improvement through promotion.

Pursue a vigilant legislative program.

As one studies these objectives, it becomes easy to see that there is more to a successful marketing program than just getting a price for the product—important as this may be. "Orderly marketing" was one of the objectives which helped to bring about the organization back in 1918. The Association gives the grower a choice of wool marketing and will handle the wool on consignment or if the grower prefers, an outright purchase. If he chooses to consign, the grower is advanced about 75% of the prevailing market price at the time of delivery. Final payments then are made near the end of the season when sales have been completed and each grower is paid on the basis of his grading report.

The wool may be delivered by the grower direct to the warehouse, or if distance is too great, he may deliver to one of the Association's many country representatives. The representatives can also take the wool on consignment or outright purchase.

The Ohio Wool Growers feel that grading is an important service to the benefit of producers of good quality wool. All wool is graded, no matter how it's marketed. The Coop feels that wool should be graded and handled in terms of being to advantage to the grower. Mills are usually interested in only certain types of wool. They choose the kinds which are best for their particular type of finished product. Generally the mills will pay the highest prices for graded wool bought direct from the Association's warehouse in carload lots.



WOOL ASSOCIATION GRADER — inspects a high quality premium "clip" from Michigan.

Ohio Wool Growers has developed an excellent reputation among the wool mills, which are located mostly in the east. For this reason, the Coop is able to deliver wools on grade description and receive good dividends in price.

When wool arrives at the warehouse in Columbus, it's handled by modern equipment which has greatly reduced costs. There is space to store several million pounds of wool at one time, which allows the Association to hold it and ship it to the mills in order to obtain the best prices.

The Coop has been a pioneer in developing better packaging and shipping methods. A portable baler compresses compact, attractive bales which average about 600# in size.

The Ohio Wool Growers Association is a member of the National Wool Marketing Corporation in Boston. This makes it possible for the Ohio growers to have the advantages of an industry-wide sales service, as well as up-to-the-minute market information from the nerve center of the wool industry.

In addition to wool storage and marketing, the Association offers a number of other services to sheepmen—one is a supply department which carries a full line of shearing equipment and repair parts. They also handle instruments, exhibitors supplies and the recommended drenches and dips for parasite control.

The Association is controlled and operated by policy set by a thirty member board of directors. 26 of these are district directors being elected by the sheepmen in various districts of the state. Four directors-at-large then are elected by the board to represent the industry at large. One of these directors-at-large represents Michigan growers on the board. The present Michigan director is Earl Phillips of Blissfield. Elwin C. Newcomer, a Shropshire breeder in northwestern Ohio is the Association President.



BUSY BUYERS — representing most major U.S. wool mills, are pictured at a recent sealed-bid sale, held in the Columbus warehouse . . . another useful tool in cooperative marketing.

Present representatives of the Association in Michigan include:

Climax Farm Bureau, Robert Whaley, Mgr.; St. John's Coop. Co., John Williamson, Mgr.; Farm Bureau Service, Ward Witeman, Mgr.; Roger Brooks, Rt. 2, 14600 Ely Rd., Manchester; Harold F. Brunner, Wayside Trailer Ct., 2900 N. Whitehall, Muskegon; Malcolm Cuddie, Rt. 4, Gladwin; Floyd Esch, Rt. 1, Mio; Walter Gnepper, 5985 Dryden Rd., Dryden.

Other Michigan representatives are: Aaron L. Gilmore, Rt. 2, 510 W. Territorial, Camden; Raymond Hutchins, Rt. 3, Mount Pleasant; Gene Mater, Rt. 2,

Nashville; Frank Myers, Rt. 1, Clare; Fern Payne, Rt. 4, Eaton Rapids; Ben Seely, Rt. 2, Reading; Omar Tacia, Spruce; Carl Wiggins, 3820 Parmenter Road, Durand.

An effort is being made to find more representatives to more completely service sheepmen in Michigan. Any interested organizations or persons should make contact with the Ohio Wool Growers Association, 3900 Groves Road, P.O. Box 27068, Columbus, Ohio 43227.

The Association will also furnish growers more information about cooperative wool marketing when requested.



MODERN WAREHOUSE — for Ohio Wool Grower's Association.



SPACE-SAVER — is this new, heavy-duty wool baler which compresses the fleece into storable 500-pound bales.



SPRINGTIME SCENE — when growers deliver wool to the warehouse. Deliveries range from one fleece to many thousands.

**Young-Farmer
Director**



DAVID COOK

David L. Cook, former regional representative of Michigan Farm Bureau in the "Thumb" area, has been appointed Director of Young Farmer Activities, according to Larry Ewing, Manager, Field Services Division, Michigan Farm Bureau.

Cook, married and the father of 3 children, served as liaison representative between local Farm Bureau members and state headquarters, representing the six counties of Huron, Tuscola, Sanilac, St. Clair, Lapeer and Macomb for the past year.

Cook replaces John A. Deppong who resigned February 1, to become Director of Vocational Education in Shiawassee county.

The Cook family will move to the Lansing area from Sandusky as soon as possible.

**TO THE
EDITOR:**

In the January edition of your paper there was a poem printed on page 4, which was recited by Harold Sponburg at the Michigan Farm Bureau Institute.

It was titled "I am only one" — author unknown.

That author was Nathan Hale, the great American patriot.

I believe every American should recite this poem every day of his life. Yes, I am only one, but I do my share to preserve my country. Everyone else should too.

How much longer can we allow the Communist to run our Republic (not Democracy)? Cesar Chavez is doing a job with the grape boycott (with the help of Walter Reuther) — I sure hope the Michigan farmers can be made to see through this brainwashing!

Louise Rebandt (Mrs.)
Garden City, Michigan

Thanks for your interesting comment concerning both the poem and the grape boycott. See page 15 for a late report in the grape propaganda war. Because we too think Nathan Hale's poem should be recited frequently, we are reprinting it, suggesting our readers pause at the end to reflect that a member of the Michigan legislature would nullify the votes of more than half of Michigan's citizens who opposed Daylight Savings Time — because, in his opinion, the margin opposing it was not great enough . . .

I AM ONLY ONE

I am only one;
But I am one.
I cannot do everything
But I can do something.
What I can do, I ought to do:
And what I ought to do,
By the grace of God,
I will do.

—Nathan Hale

price increase means golden fleece. . .

Consumption of wool in United States, as well as world-wide, showed a healthy increase and the U. S. D. A. and the Wool Bureau predict it will continue some increase during the present year of 1969. World production, however, is also increasing a little and total stocks of wool are reported to be relatively large, with resultant slowing of the rise in prices that is normally expected in case of expanded usage.

The U. S. D. A. estimates a U. S. wool clip moderately under last year's 176 million pounds and the industry looks for a repetition of last year's good business to extend into 1969. It is expected too that there will be some relief on cloth imports from the Nixon Administration. Thus, we can look forward to seeing a reasonable amount of competi-

tion for the available wools.

Government reports seem to indicate a mildly stronger price tone in 1969.

At the time of this writing, some 1969 wool has been sold to the mills at slightly higher levels than a year ago. The mill buyers, however, have been very reluctant to pay higher prices and

most of them are not yet ready to start adding to inventories. The high interest rates now facing the nation, could have a drastic effect on the buying policies of mills this year.

Many mill customers say they will probably buy wool this year as they need it, rather than carry a huge inventory as has been the custom in past years. If the high cost of money continues through the shearing season, growers may want to make wider use of storage and marketing facilities through pooling. Prevailing country prices in the fleece wool states (midwest) are starting in

some areas about the same as last year, and in Michigan, Ohio and Indiana, present prices seem to range from 32 to 35¢ for medium wool. The price is 4 to 5¢ higher on fine wool. The present advance on consigned wool is 25¢. However, if the market strengthens the advance will likely be raised.

The Wool Act, extended by Congress this past year, continues through 1970. The 1969 shorn wool support price has been set at 69 cents, which is 2¢ above last year. If the same formula is used for figuring the 1970 price, it could be raised to 72¢.

**SPRINGTIME SHAPES
THE HARVEST**

**MACMA
SHAPES
MARKET
SUCCESS**

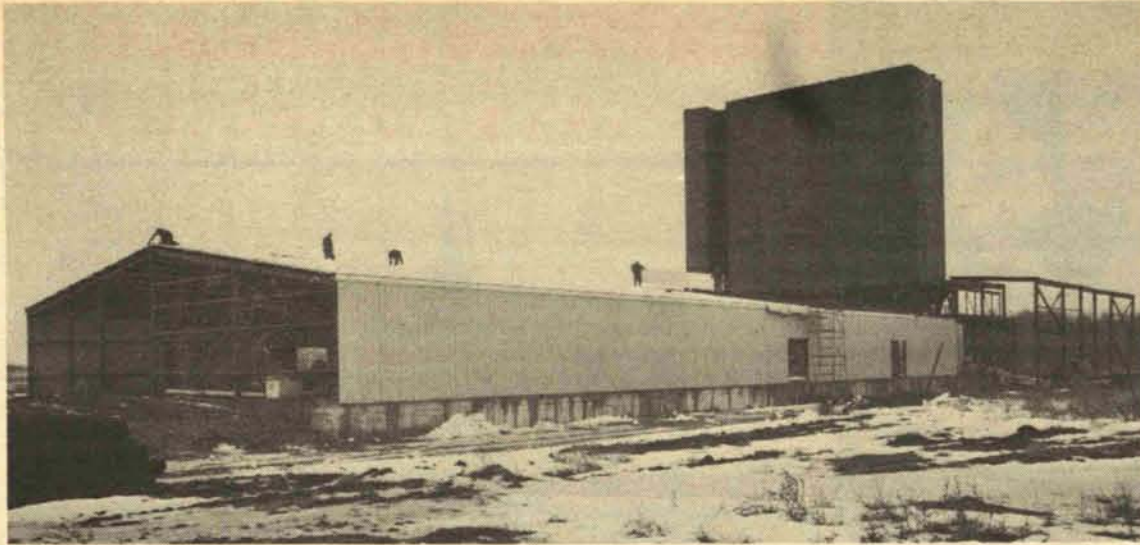
JUST AS IMPORTANT AS
THE JOB OF PRUNING,
ARE PLANS YOU MAKE
NOW TO SHAPE THIS
YEAR'S MARKET SUCCESS
THROUGH THE RED TART
CHERRY DIVISION OF
MACMA. . . (the Michigan
Agricultural Cooperative
Marketing Association.)

INCREASE YOUR INCOME
OPPORTUNITIES THROUGH
A MEMBERSHIP IN MACMA!
YOU ARE INVITED TO
JOIN.



SPRING IS MACMA SIGN-UP TIME!

-- Processing Red Tart Cherries, Apples, Vegetables, Asparagus, Grapes --



WORKMEN POSITION SHEATHING — on Farm Bureau Services new million dollar feed mill, located near Battle Creek. Nearly all major exterior construction work has been done.

PLANT MANAGER NAMED

More than 15 years of experience in feed-mill operation is the solid background of Paul D. Mullineaux, newly named Plant Manager for Farm Bureau Services new Battle Creek mill.

Mr. Mullineaux comes to the new work from Frankfort, Indiana. While awaiting the scheduled June 1 opening, he is becoming acquainted with farmers and dealers of the area.

The million-dollar plant is being financed by public sale of Farm Bureau Services, Inc. debentures. When completed it will be one of Michigan's most up-to-date milling and feed formulating centers.



PAUL MULLINEAUX

HOW MUCH CORN DID YOU PUT AWAY IN 1968?



Chester Metz farms 700 acres in the Ida, Michigan, area and the Ida Co-op is his local dealer. To get his yield of 120 bushel per acre, Mr. Metz used certified seed, 300 lbs. of Farm Bureau Special Corn Starter Fertilizer per acre and side dressed with 130 actual units of nitrogen.

Chester Metz Put Away 120 Bushels Per Acre!

Farm Bureau Services PLAN-A-YIELD program is tailor-made for each farmer, farm, field, crop and yield goal. 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, Marcellus, Lapeer and Chesaning.




FARM BUREAU
Services

INC.

4000 N. GRAND RIVER AVENUE

LANSING, MICHIGAN

 Special Corn Starter Fertilizer now has 2% zinc guaranteed.

Factory Versus Family



Are "factory" farms squeezing family farms out of business?

William H. Scofield, agricultural economist, economic research service, U. S. Department of Agriculture, says "no."

Addressing the recent National Farm Institute at Des Moines, Scofield said a department survey showed that corporations account for only 1 percent of all commercial farms in the nation and nearly 80 percent of these corporations are family or "one man" enterprises.

Scofield pointed out that many family farms have incorporated because of inheritance taxes and problems involved in transferring ownership of farms within families.

Another speaker, Neal E. Harl, professor of economics, Iowa State University, voiced an opinion, based on recent studies, that on the basis of size, well-organized, well-financed and well-managed family farms can compete successfully with larger operations using outside capital.

Harl also added that in most instances, the greatest threat to the small farmer is not the very large farm business owned by non-farmers, but the neighbor down the road who is operating at or near the minimum cost point and is rapidly expanding his operation in an attempt to remain at the point of minimum cost on the volume scale.

Should non-farm interests be restricted from investing in farms? Harl believes our price-oriented, capitalistic economy functions best when resources, including capital, are allocated according to expected profits, and this requires a free movement of capital.

Another side of the issue discussed at the Institute dealt with tax treatment of farming "losses" of non-farm interests.

Many people believe that there is a need to restrict the deduction of farm losses from non-farm income.



LET A WINNER LEAD THE WAY . . . and the winner and newly crowned Gratiot County Dairy Council Queen Patti Robbe accepted her crown from retiring Princess Linda Jean Way at the Council's recent 10th annual dinner. Looking on are Gratiot County Farm Bureau President Dale Stoneman and Candy Hubbard.

RESERVATIONS REMAIN FOR WASHINGTON TOUR



THRILLING SIGHT — to Michigan travellers, will be the Capitol dome, Washington, D. C. The city, and famous building will be visited by Michigan Farm Bureau members and friends, March 17-20. Reservations remain (\$127 each) for seats on the jet planes which will carry the Michigan group on the "American Heritage" tour.

Plans have been completed for the March 17-20 1969 Washington Seminar . . . and annual and outstanding event that is one of the main projects of the Michigan Farm Bureau Women's committee . . . and an occasion for County Farm Bureau Legislative leaders, Farm Bureau members and others to visit our nation's capitol in Washington, D.C.

All Michigan guests will be staying at the Hotel Washington. The total cost of the trip is \$127 per person, which includes air transportation from the Detroit Metropolitan Airport, lodging at the Hotel Washington (based on two people sharing a twin-bedded room), transferring from air port to the hotel, tips for baggage handling, sightseeing, breakfast and lunch on March 18.

Legislative Leaders will meet at Metro Inn, near the Detroit airport, Monday, March 17, at 2 p.m. for a briefing. They will then leave Detroit by Northwest Airlines at 5 p.m., arriving in Washington at 6:10 p.m. The second flight leaves Detroit at 2:30, arriving in Washington at 4 p.m. Return flights will arrive in Detroit at 6:49 p.m. and 8:17 p.m. Thursday, March 20.

The Seminar will offer an opportunity for Farm Bureau members to become acquainted with their Senators and Congressmen and discuss Farm Bureau policies. The group will also visit the White House, the Bureau of Printing and Engraving, Washington Cathedral, the Washington, Lincoln and Jefferson memorials as well as the Lincoln Theatre. Plans are to witness the Changing of the Guard at the Tomb of the Unknown Soldier, an afternoon visit to Mt. Vernon, the Smithsonian Institute and the Library of Congress.

One of the highlights of the trip will be a Legislative Leaders briefing on policies and issues in the American Farm Bureau Federation office.

Legislative leaders will have breakfast with Michigan Republican Congressman and lunch with Michigan Democratic Congressman.

FARM BUREAU WOMEN



working, not waiting



partners in Farm Bureau

Following a theme of "Farm Bureau Women in Action," the Michigan Farm Bureau Women of Districts 1 and 2, have planned two days of learning and interest for those attending Holiday Camp at Wesley Woods Methodist Camp March 26 and 27.

The guests . . . all Farm Bureau Women are invited . . . will see a film, "Time and Two Women" and hear about "Breast Self-Examination." This discussion will be led by a Calhoun County Cancer Society representative and a doctor or nurse.

After the Wednesday luncheon, LeRoy F. Smith, Assistant Personnel Safety Superintendent, Consumers Power Company, Battle Creek, will discuss "The Pulse of Life." "Women Partners in Farm Bureau" will be the subject of Helen Atwood's talk, leading into "Adventures in Collecting," (antiques, no less) as narrated by Mrs. Leo White.

Robert Smith, Legislative Counsel for Michigan Farm Bureau, will outline "What Legislation Means to Farmers." Another subject that is receiving a lot of attention lately, narcotics, will be discussed by Detective Allen Pols, Battle Creek Police department. Detective Pols will also show a film relative to the subject.

Mrs. Mary Jane Swartz, a familiar face at Holiday Camp, will give another one of her interesting book reviews and Mrs. Maxine Topliff, Michigan Farm Bureau Women's Committee Chairman, will review the two days program.

Reservations must be into Miss Atwood's office by March 13. The total cost is \$7.75 (to be paid at the time of registration) for four meals, overnight and registration. Individual meals may be purchased for guests and those wishing to attend part of the two days program.

An attendance prize will be given to the county having the most participants in the two day camps. Please use the printed reservations.

Sew Sew

Michigan Farm Bureau Women will have an opportunity to display their prize winning Needlecraft contest entries at the State Annual Meeting in November, according to a newly named Needlecraft Committee.

Mrs. Ann Campau is chairman. Members of the committee are Mrs. Mary Edith Anderson, Mrs. Florence Carpenter, Mrs. Claudine Jackson, Mrs. Hattie Lockhart and Mrs. Maxine Topliff.

Sewing, embroidery, rug making and any type of article done with needles and made in 1969 by a Farm Bureau member or a member of a Farm Bureau family, will be eligible for entry. One contestant can enter all categories but will be limited to one entry per category at county level.

All decisions will be made at a county or district level and not any prizes will be given at a state level. The only state level activity will be the display of winning articles at the Annual Meeting.

Further information will be given in the Michigan Farm News and will be available from Committee Members.

LOCAL AFFAIRS.

"The strength of Farm Bureau springs first from the strength of its local membership. Much of the work of Farm Bureau should be done by these members, locally" — (from policy statements, Michigan Farm Bureau)



MICHIGAN FARM BUREAU QUEEN DIANE TRAVER entertained guests at the Farm Bureau's Insurance Group's All American convention held in Grand Rapids recently. She also appeared on the WZZM-TV Farm Show. Hosts were Dick Richards, left and camera man Rod Caszatt.

HOLIDAY CAMP—MARCH 26 and 27, 1969

Please make reservations for:

Name: _____

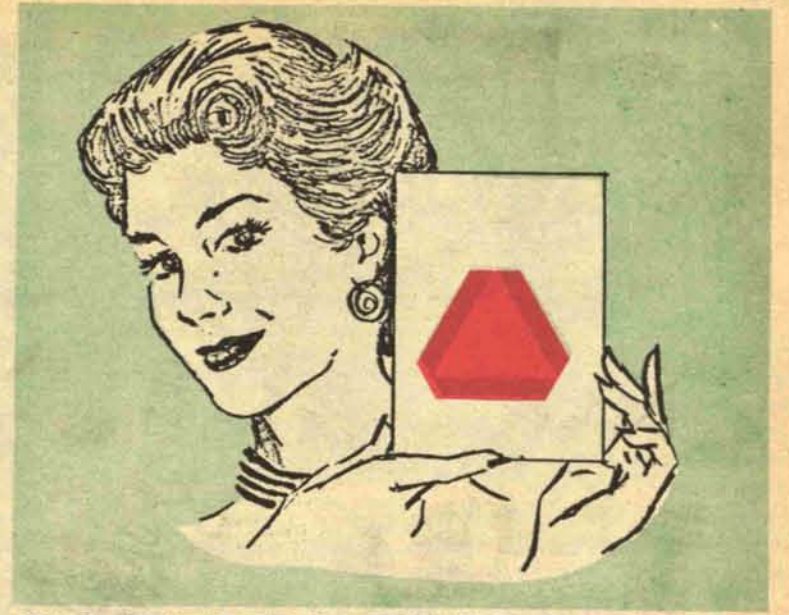
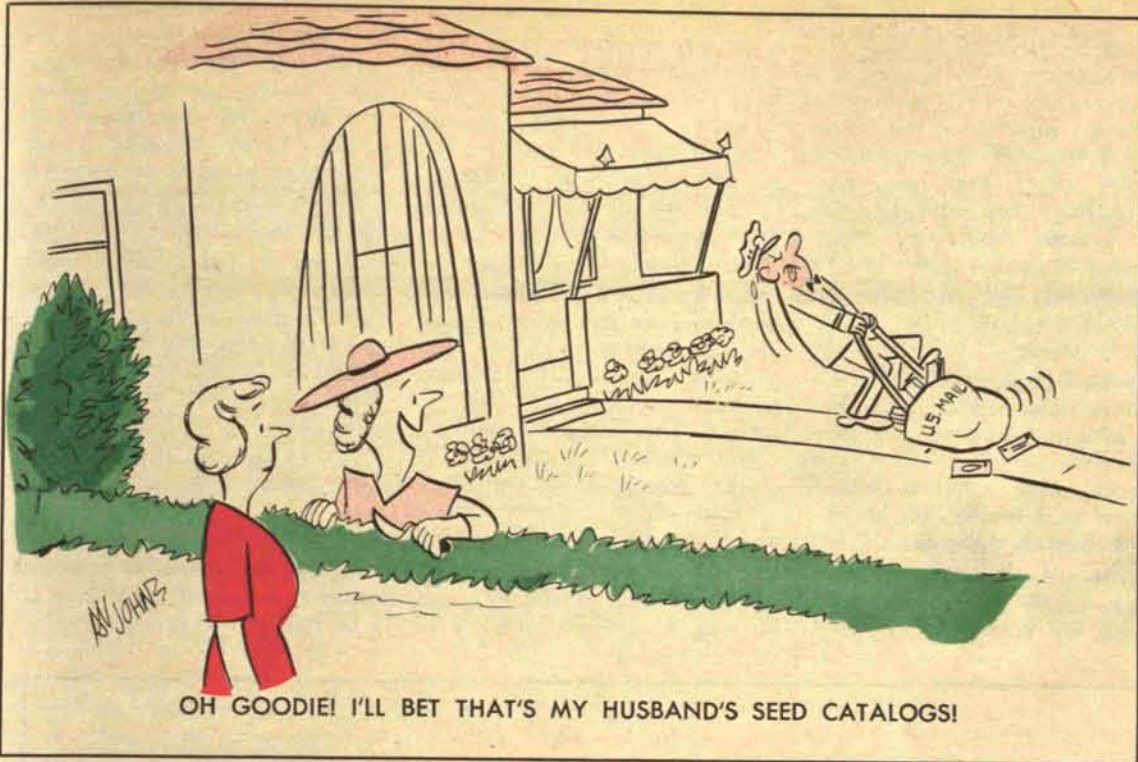
Address: _____

County: _____

Telephone: _____

Clip and Mail to:

Miss Helen Atwood, Coordinator, Women's Activities
Michigan Farm Bureau, Box 960,
Lansing, Michigan 48904



SAFETY EMBLEMS BEING MISUSED?

It's only a small piece of metal . . . measures 16 x 14 inches, covered with an orange and red highly reflective covering, but it is designed to save lives. There are rules for the installation of this emblem, known as the Slow Moving Vehicle emblem . . . and the disregard of these rules can cost a loss of life the same as when we had no ruling.

In 1966 the State Legislature decided that our farm machinery related deaths were going as high in number as they wanted them to. In fact, they were going too high. So they followed the plan as set up in other states throughout the country and passed a law . . . House Bill No. 3267, an amendment to Section 688 of No. 300 of the Public Acts of 1949, regarding (in part) "an act to provide for the registration, titling, sale and transfer and regulation of vehicles upon the public highways of this state, etc."

Since many of the accidents involved tractors, slow moving vehicles such as trailers, wagons and other farm machinery, the amendment asked for the special insignia "to be used on vehicles that had a maximum potential speed of 25 miles per hour upon the public highways of this state." Said vehicle (an implement of husbandry, farm tractor or special mobile equipment) shall be identified with a reflective device as follows:

"An equilateral triangle in shape, at least 16 inches wide at the base and at least 14 inches in height, with a red border, at least 1 3/4 inches wide of highly reflective material; a center triangle, at least 12 1/4 inches on each side of yellow-orange fluorescent material. The device shall be mounted on the rear of the vehicle, broad base down, not less than three nor more than 5 feet above the ground and as near the center of the vehicle as possible. The use of this reflective device is restricted to use on slow moving vehicles, specified in this section, and use of such reflective device on any other type of vehicle or stationary object on the highway is prohibited.

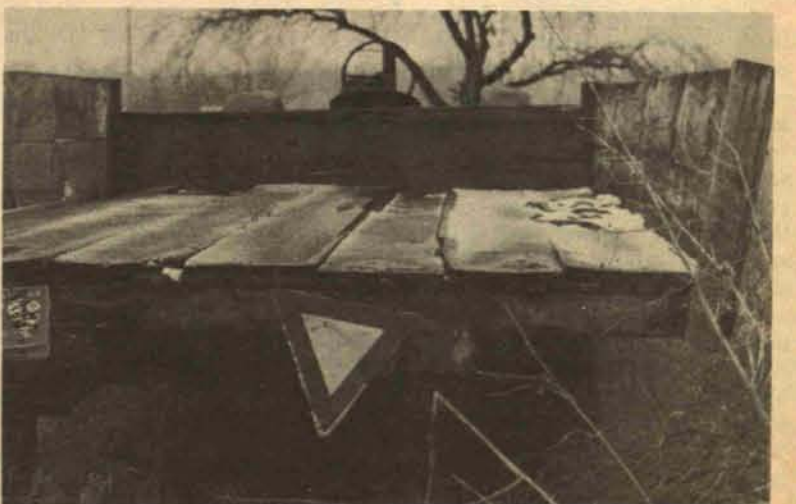
On the rear of the vehicle, on each side, red reflectors or reflectorized material visible from all distances within 500 to 50 feet to the rear when directly in front of lawful upper beams of headlamps."

Research recently completed proved that 9 out of 10 collisions of vehicles carrying the SMV emblem occurred during daylight hours on good roads, free of rain, snow or ice hazards. Two thirds of these accidents occurred on state and federal highways; over half of the collisions happened on open, level highways and the SMV was hit from the rear in two thirds of the accidents. Two thirds of the fatalities and injuries from moving vehicles and slow moving vehicles accidents occurred and involved farmers who had intended to travel less than one mile on the highway.

Everyone is prone to stretch a point . . . if the law reads 'on a slow moving vehicle' some one is sure to think it's alright to mount it on their barn or mailbox because the law did not read that it cannot be done. This misuse takes away the effectiveness of the emblem . . . it is designed for use on a public road or highway as a sign of warning to a motorist who is approaching from the rear and may come up suddenly behind the SMV (slow moving vehicle.)

How effective has the SMV emblem been? In 1966 there were 196 car-farm machinery highway accidents compared with 154 in 1967 . . . in other words, 21% fewer accidents. There will be less as soon as farmers realize that the emblem is not to be hung upside down . . . used on the back of the pick-up truck just going to town for staples . . . or hung on their mailbox.

Michigan State Police are now preparing the 1968 report . . . hoping for a greater decrease in farm machinery-automobile related accidents.



MEMBERSHIP TEAMWORK — paid off with goal reached in Kalamazoo county. David Adams, F.B. Insurance agent (left) signed 8 new members and secured 22 renewals. Co. President Arthur Bailey (right) wrote a total of 11 new members. Both were congratulated by Roll-Call Manager, Newell Dean, who added that unusual cooperation by all affiliated-company employees brought the county to goal. "Farm Bureau Services and Farm Bureau Insurance employee-interest made the difference" President Bailey said.



MICHIGAN WAS ONE of 26 states in attendance at the A.F.B.F. Young Farmer Leader's Conference held at the Tan-Tar-A Resort in Osage Beach, Missouri, January 26-29. The conference attendance was the largest ever with 248 young farmers and their wives.

Conferees attended classes devoted to problems facing young farmers and agriculture in general. The members of the Michigan Farm Bureau Young Farmers' Committee came back to Michigan with ideas on ways to get young farmers active.

what's a funny place for a phone?

That depends on what you think is funny. If rushing in from the barn or back forty to answer a telephone leaves you out of breath, then perhaps an extension telephone is the answer. You can put an extension telephone nearly anyplace you'd like, inside or out. Then instead of interrupting work to rush back to the house, you can do your telephoning from where you are. Call your Michigan Bell Business Office or ask your telephone man. You can have an extension telephone in any funny old place you'd like.



CONSUMER... meets PRODUCER

By: Margaret G. McCall

"Consumer Meets Producer," theme of recent Michigan State fairs, typifies some of the problems and potential solutions currently facing agriculture. Many farmers believe that seldom have consumer and producer met to discuss their mutual problems and develop cooperative assistance.

Since the Michigan Department of Agriculture plays a dual role in protecting the interests of both consumers and producers, a name-change within the Department may help to bridge the gap of understanding. The Regulatory Bureau of the Department has become the Bureau of Consumer Protection, to more clearly identify its functions.

Agriculture, as Michigan's second largest industry, has an almost immeasurable impact upon the state's economic well-being. By joining hands with consumers and working together in a common effort to provide our citizens with plentiful, wholesome food products at reasonable cost, agriculture can establish a new and effective alliance, resulting in greater strength and increased benefits to both producers and consumers.

Farmers need to seek the advice of the buying public in merchandizing their products. Consumers need to become aware of the vital role agriculture plays in supplying them with foods. Latest figures indicate food costs the American housewife only 18 cents of every dollar. Her counterpart in Russia must allocate more than 50 percent of the family income to food purchases.

B. Dale Ball, director of the Michigan Department of Agriculture, estimates that about 75 percent of the Department's work involves a wide range of services to consumers, while approximately 25 percent deals directly with producers.

Historically, those functions of the Department which involve enforcement of laws and regulations pertaining to agricultural products have been designated as part of the Regulatory Bureau, but there has been no public indication of what was being "regulated." With the name change, the Bureau's services to Michigan residents is more apparent.

It is almost impossible to separate some direct consumer benefits from those for producers. For example, programs for eradication of brucellosis are of direct benefit to producers. But indirectly they are of at least equal value to consumers, since brucellosis is the source of undulant fever in humans.

A classic example of such mutually beneficial projects is the cattle backtagging program, providing early detection of brucellosis. Adult female cattle are tagged at time of sale, and a blood sample is collected by the Department meat inspector when the animal is slaughtered. Tag and blood sample, enclosed in a plastic bag, accompany the carcass through the entire process. If blood analysis indicates infection, the back tag provides immediate identification of the owner and the herd in which the infected animal originated is tested.

Programs which provide protection to consumers also safe-

guard Michigan's farmers. The dairyman who produces high quality, wholesome milk would be adversely affected if impure milk found its way onto the market and caused consumers to stop buying dairy products.

Through its consumer protection services, involving enforcement of more than 200 laws and regulations, the Department assures Michigan housewives that they can "buy with confidence" the products grown and pro-

cessed in our state.

Divisions within the new Bureau of Consumer Protection remain the same as in the former Regulatory bureau: Animal Health, Dairy, Food Inspection, Laboratory, and Plant Industry. Dr. George Whitehead, deputy director in charge of the bureau, emphasized that personnel will continue to carry out the regulatory functions of the department.

Animal Health division administers 22 laws and 33 regulations. In addition to state-wide meat inspection which protects consumers, other activities include control and eradication of livestock diseases and pests.

Within the Food Inspection division, nearly 100 laws and regulations are enforced. Inspection

of sanitary conditions in all types of food establishments, checking labels for false, misleading and deceptive advertising, seizing violative products to prevent sale of misbranded, adulterated or decomposed foods are among its responsibilities.

This division also checks the accuracy of all weighing and measuring devices used in sale of commodities, to insure that consumers get full measure. Farmers, in their role as consumers, have an equal right to a full gallon of gasoline at the service station, a 50-pound bag of seed when that's what they purchase.

Preventing the introduction and spread of plant pests and diseases is the responsibility of

the Plant Industry division. This includes the inspection of nursery stock, seeds, economic poison applicators and even Christmas greens. Apiary inspection and certification of seeds are just two of the division's programs of direct benefit to Michigan farmers.

Closely related to all of these activities is the work of the Laboratory division, which provides analytical, diagnostic and technical services to all Department divisions and to other state agencies.

The Laboratory division tests seed purity and germination, enforces laws pertaining to feeds, fertilizers, livestock and poultry remedies, and economic poisons. All are necessary if agriculture is to be well served in Michigan.

Volume Discount Sale



Save
On
Oils,
Greases,
Filters



The More You Order...
...The More You Save!

Take advantage of this Volume Discount Sale on all motor oils, hydraulic oils and gear and transmission oils at your local participating Farmers Petroleum dealers and agents. Order now for big savings and take delivery anytime before May 1, 1969.

BIG DISCOUNTS ON GREASES, TOO!

We're offering bargain prices now on our complete line of greases. This is the time to get everything ready for the first sign of spring.



**FARMERS
PETROLEUM**

*Ask your local Farmers Petroleum man about our farm tire sale!

4000 N. GRAND RIVER

LANSING, MICHIGAN

4-H and FFA
WINNERS

Reported . .
With Pride

Farm Bureau is intensely proud of the 27 Michigan young people who have been honored for their achievements in both 4-H and Future Farmers.

Almost without exception, these youngsters are from Farm Bureau homes. Each received an educational award trip to Detroit and Ontario, in late February.

Selections were made by a committee of the Farmers and Manufacturers Beet Sugar Association, with guidance from both Michigan State University's 4-H program and the Michigan FFA.

Receiving awards were: *Kent Houghtaling*, son of Mr. and Mrs. Allen Houghtaling, of Reese, Mich.; *Jack and Robert Knochel*, sons of Mr. and Mrs. Victor Knochel, Kawkawlin, Mich.; *Pat Roedel*, daughter of Mr. and Mrs. Howard Roedel, Frankenmuth; *Scott Carruthers*, son of Mr. and Mrs. Wayne Carruthers, Standish, and *Thomas Schian*, son of Mr. and Mrs. Clifford Schian, Saginaw. All families are members of Farm Bureau.

Other winners include: *Lois Schleder*, daughter of Mr. and Mrs. George Schleder, Farm Bureau members of Ithaca, and *John Jessup*, son of Mr. and Mrs. Henry Jessup, also of Ithaca.

Winners from the Caro area include: *Daniel Buchinger*, son of Mr. and Mrs. Charles Buchinger, Reese; *Judy Campbell*, daughter of Mr. and Mrs. Blenford Campbell, Fairgrove; *Rickey Russell*, son of Mr. and Mrs. Leonard Russell, Akron; *Stuart Bierlein*, son of Mr. and Mrs. Ruben Bierlein, all members of the Tuscola county Farm Bureau.

Others winners include *Bill Palm*, son of Mr. and Mrs. George Palm, Reese, Mich., and *Edward Dankers*, son of Mr. and Mrs. Edward Dankers, Bridgeport.

Ann Marie Hetzner, daughter of Mr. and Mrs. Rudolph Hetzner, Saginaw; and *Susanne Simons*, daughter of Mr. and Mrs. Clifford Simons, Saginaw. Both families are members of the Saginaw Farm Bureau.

Others on the list of 27 winners are: *Harold Blaine*, son of Mr. and Mrs. William Blaine, Farm Bureau members from St. Charles, Mich.; *Fred Gottschalk*, son of Mr. and Mrs. Herman Gottschalk, Farm Bureau members of Filion; *Richard Klee*, son of Mr. and Mrs. Frank Klee, Sr., Farm Bureau members of Minden City; *Luther Markwart*, son of Mr. and Mrs. Robert Markwart, Farm Bureau members of Yale.

Receiving awards also were: *Kathy Miller*, daughter of Mr. and Mrs. Joe Miller, Yale; *Duane Steuwer*, son of Mr. and Mrs. Al Steuwer, Capac.

Awards in the Sebewaing area include *Leslyn Harrington*, daughter of Mr. and Mrs. Clare Harrington, Akron; *Tim Leipprandt*, son of Mr. and Mrs. Charles Leipprandt, Pigeon, *Howard Riebig*, Sebewaing, and *William Herford*, son of Mr. and Mrs. Welland Herford, Elkton.

All families are members of the Huron county Farm Bureau.

MARTIN-MAFC GUEST

At an unusual luncheon meeting held in Lansing recently, the Michigan Association of Farmer Cooperatives hosted Dr. Blanche Martin, newly elected Trustee at Michigan State University.

Dr. Martin shared in the lively discussion of farmer-cooperatives and modern farming, and showed remarkable insight into the changes now shaping agriculture.

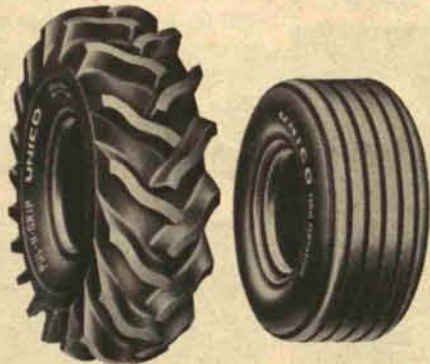
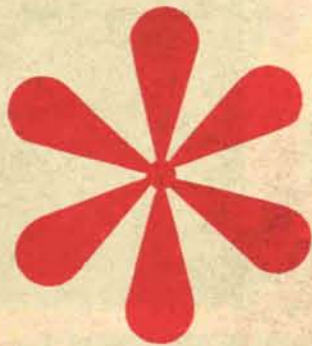
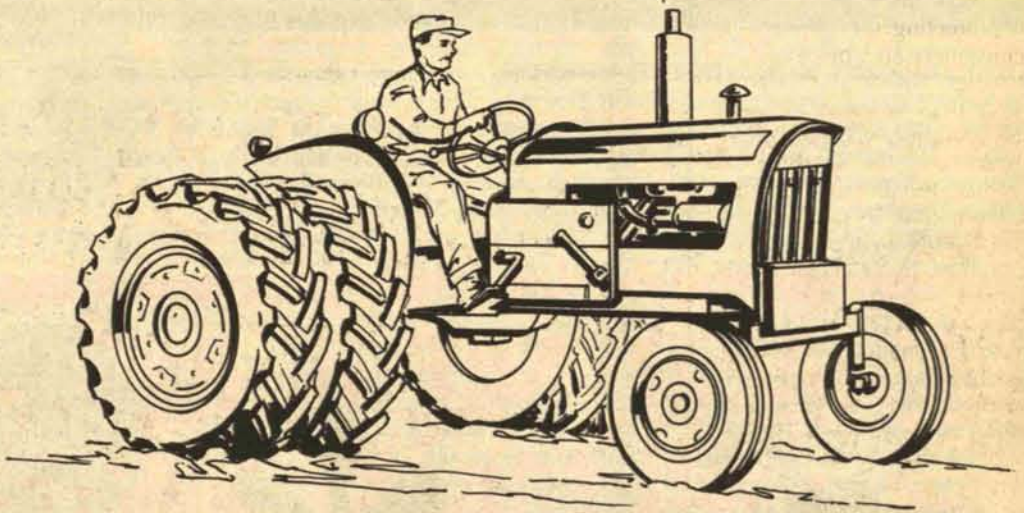
Dr. Martin was named "All American" for two years and in 1958 was co-captain of the Michigan State University Spartans. He

is a practicing dentist in East Lansing, is married and lives in the community.

Dr. Martin fully realizes and accepts the importance of his new post as a trustee on one of the country's largest universities and of the many responsibilities and authority governing such a position. Foremost among their duties is the selection of a new University president to replace Dr. John Hannah who recently resigned to take a position with the federal government.



MSU TRUSTEE — Dr. Blanche Martin, is greeted by Mich. Association of Farmer-Cooperatives President, Eugene Erskine (left) and Farm Bureau President, Elton Smith.



THE SALE IS ON . . .
PUL-N-GRIP TRACTOR TIRES,
WAGON FLOATATION TIRES,
AND ALL OTHER FARM TIRES!

Get in the Field Early
with EASY-ON...EASY-OFF
DUAL WHEELS!!

Your Farmers Petroleum man can show you the easy way to have dual wheels . . . in a matter of minutes you can snap the wheel on when you need it . . . snap it off when you don't.

Get On-the-Farm Service!

This means that after you buy the tires, we'll deliver them and even mount them on your tractor, if you so desire! Do it now before the big rush starts and save money.

Full Field Hazard Guarantee!

Yes, with Unico tires you get a full guarantee against field hazards, and WE PUT IT IN WRITING!



FARMERS
PETROLEUM

Ask your local Farmers Petroleum man about our big oil and grease sale!

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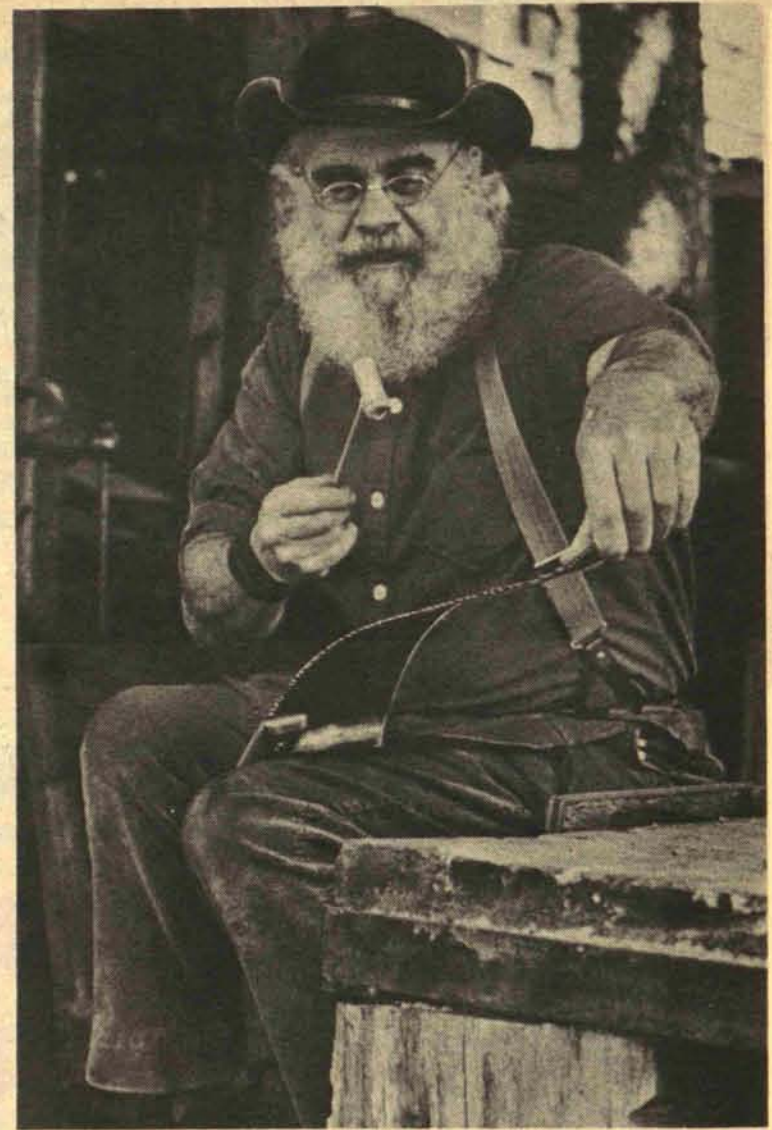
LANSING, MICHIGAN

HOUSE "CONSUMERS AND AGRICULTURE COMMITTEE"



THEY DO MEET EARLY IN THE MORNING . . . not like their first 5 a.m. meeting but at 8:30 a.m. each Tuesday. A committee of eleven House of Representative members comprise the House Committee on Consumers and Agriculture. Chairman (seated, center) is Frank V. Wierzbicki. Also seated, l. to r., Stanley M. Powell and Josephine D. Hunsinger. Standing, l. to r., Edson V. Root Jr., Quincy Hoffman, Casmer P. Ogonowski, Wayne B. Sackett and Richard Allen. Not in the picture are Committee Members Thomas Guastello and Edward E. Mahalak.

MUSICAL SAW SERENADE



OZARK OLDTIMER — taps out a tune on the musical saw as he sits beside his outdoor forge and anvil. Blacksmith Shad Heller will be heard as part of a springtime Ozark festival the first four weekends in May, at Silver Dollar City, Mo. Such scenes remind Michigan farmers of how it used to be — and serve to underscore Farm Bureau's coming Golden Anniversary in November.

AGRICULTURE IN ACTION — PICTORIAL REPORT

"BLUE PLANS" SALUTE FARM BUREAU'S 50TH



FIRST IN LINE — at the recent county Farm Bureau office-secretary's Blue Cross and Blue Shield Seminar in Detroit, is Michigan Farm Bureau President, Elton Smith. Pinning on his name-tag is Mrs. Jenny Oppen. The two-day conference dealt with advances in the health-care service fields.

PICKING TOPICS



HARD AT WORK — separating seven top topics from among more than 1,000 submitted by Farm Bureau Community Groups, the 11-member State Discussion Topic committee makes final selections. At the blackboard is chairman Levi Van Tuyle, Jr. prominent Cass county farm leader. April topic? Pollution and Pesticides, a springtime problem.

FFA MEMBER HONORED



Kevyn Godley, son of Mr. and Mrs. Bernard Godley, Breckenridge, received double honors at the recent Gratiot County Dairy dinner from Dale Stoneman, County Farm Bureau president and Dennis LaFleur, president of the Gratiot County Bankers Association.



TALKING ABOUT HOW IT USED TO BE — is MFB President, Elton Smith, flanked by Mich. Blue Cross president, Wm. McNary (left) and Direct-Bill Group manager, Edward Shadduck (right). Also seated to the right are Farm Bureau Secretary, Dan Reed and Mich. Blue Shield president, John McCabe. Earlier, the health officials saluted Farm Bureau's Golden Anniversary.



HUGE FERTILIZER COMPLEX — near Bartow, Florida, has been acquired by Central Farmers Fertilizer company — owned by Farm Bureau Services of Michigan and 19 other cooperatives in the U.S. and Canada.

FARMERS GAIN AS FACILITIES EXPAND

W. N. Guthrie, Executive Vice President of Farm Bureau Services and director-representative of Central Farmers Fertilizer company announced the acquisition of International Mineral and Chemical Corporation's phosphate complex in Bartow, Florida. In a joint statement with Guthrie, Services' President, Elton R. Smith, mentioned that the agreement with International Minerals calls for a wholly owned subsidiary of Central Farmers — C. F. Chemicals, Inc. to assume operating responsibility for the Florida complex and its personnel.

Farmers have an annual production capacity of 1,000,000 tons of concentrated phosphate fertilizer. The complex will be called The Bartow Phosphate Works.

"Completion of negotiations for this major manufacturing facility marks a significant step towards securing the future of farmer cooperatives in the fertilizer industry, and assures cooperative patrons in North America of a long term economic source of quality products," Kenneth W. Lundberg, President of Central Farmers, observed in a joint statement with Elton R. Smith, Services' President. "This plant, together with other cooperative owned phosphate facilities, makes cooperatives virtually self-sufficient in the production of this vital plant food ingredient," Smith said.

In addition to this latest acquisition, Central Farmers operates a number of manufacturing plants and has a substantial investment in marine terminals and other fertilizer distribution facilities. All of these are owned by Farm Bureau Services and 19 other cooperatives in the United States and Canada.

Lundberg noted that, consistent with the market needs of its members, it is planned to make a number of modifications to existent facilities, principal among these will be alterations to the granular triple superphosphate facilities, and a substantial increase in all site storage capacities.

"The transaction includes the phosphate fertilizer units and sulfuric acid plants at the 2800 acre site west of Bartow," said Guthrie. One of the largest phosphate chemical complexes, the facilities acquired by Central

BOOST WOOL PROFITS

Highest Prices on Merit

Experienced Grading and Selling

Sell Direct to Mills

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MARKETING and BARGAINING — through farm bureau

Farmers must be successful in dealing with many forces if they are to handle their own bargaining and marketing programs.

They must operate within a complex national political and economic climate. They must never forget the consumer — and her right to buy what she wishes, at a price that is fair and competitive.

Most of all, farmers must learn to accept discipline. First, the self-imposed discipline which will weld them together into an effective, hard-core bargaining force, and secondly, the equally stern discipline of the market place.

Where We Are Now:

Farming remains the nation's largest industry, with total assets of \$273 billion. This represents two-thirds of the value of the current assets of all U. S. Corporations and three-fifths of the market value of all corporation-stocks on the New York Exchange.

Farming is about the only big business left where nearly every operator feels free to go his own way — in competition (seldom cooperation) with every other operator.

Farm leaders everywhere agree that it is unhealthy, and perhaps even impossible, for farmers to stay divided in this fashion. "Farmers can no longer operate effectively as individual sellers in today's mass markets," says Robert Hampton of the National Council of Farmer Cooperatives. "Farmers must develop the economic and political strength to allow them to market as true 'negotiators,'" he said.

Charles Shuman, President of the American Farm Bureau, predicts that within 10 years, 50 per cent of total U. S. farm production will be under contractual arrangements. "This will further step up the need for organized marketing and bargaining — the key to improved farm income," he said.

Political Climate:

Richard Nixon — 37th President of the United States, has said that the White House door will always be open to agriculture.

"I shall encourage farmers to improve their bargaining position through their cooperatives. I shall support policies that enlarge the farmer's opportunity to manage his own affairs and give him a greater voice in shaping his own future . . ."



By: Melvin Woell

the farmer's voice . . .

Making sure that his voice will be heard is a prime concern for most farmers. Farm Journal magazine tested farmer-sentiment toward some form of farm bargaining and found strong support — but at the same time, most farmers said they want to run the show themselves with little "help" or interference from Washington.

But there are those who feel that Washington holds at least part of the answer to effective bargaining programs, particularly in such sensitive areas as anti-trust laws and unfair trade practices. They say that before truly effective marketing and bargaining programs can be built by farmers, there is need for a sound, national legal framework.

Farm Bureau Says:

"We shall develop and support an Agricultural Marketing and Bargaining Act of 1969 to define and clarify the rights and limitations of bargaining associations . . ." states a portion of Farm Bureau policy dealing with marketing programs.

Provisions of this legislation should: (1) define an agricultural bargaining association; (2) provide standards for recognition of

bargaining associations by buyers of agricultural products; (3) provide that failure of a buyer to negotiate with a recognized bargaining association shall constitute an unfair trade practice; (4) improve and strengthen marketing rights and the definition of agricultural fair practices, and (5) re-define and broaden the rights of bargaining associations under antitrust law."

Discussion of such a bill is expected at the March meeting of the American Farm Bureau Federation board of directors.

Farm Bureau Marketing:

Presently, 31 different commodities are being marketed by one or more of the state Farm Bureau marketing associations. Included are broilers, lambs, swine, feeder cattle, grapes, tart cherries, tomatoes and peaches, sweet corn and other processing vegetables, soybeans and timber, and Maple Products.

The Michigan Farm Bureau has been a leader among states in organizing successful bargaining-marketing programs. Early Farm Bureau actions led to the formation of the Michigan Livestock Exchange, the Michigan Elevator Exchange, and Farm Bureau Services, Inc.

More recently, a highly specialized egg-marketing program was established by Farm Bureau's Market Development Division, and is now operated by the Egg Marketing Division of Farm Bureau Services.

In 1960, Michigan Farm Bureau members recognized the principle that commodity pricing is a science, and that negotiation is an art to be learned. They authorized the organization of a new bargaining-marketing co-operation, named the "Michigan Agricultural Cooperative Marketing Association . . ."

Well-researched and with few illusions concerning the size of the job to be done, the new association accepted the objective "to attain the full market price" and relies for its guidance upon marketing committees, elected from and by the growers.

MACMA — in Action

Few limits were considered in outlining the work "MACMA" was designed to do. The original concept that the association's marketing services were available to all producer groups, remains unchanged in the seven years it has been in operation.

However, a number of other early ideas have been modified by actual events. For example, it was originally planned to establish a straight bargaining program in each commodity — a concept which didn't work out, in part because of lack of grower support for this new idea.

The direct approach was first used in negotiating for improvements in price and "other terms of trade" in processing apples. After two years of effort (and frustration) the Processing Apple grower-committee revised this program toward a strong price-leadership through market information, followed by individual member sales.

This worked, pointing up to MACMA management that each program must be geared to the particular problems of a particular commodity.

Following the successes of the Processing Apple division, Farm Bureau leaders urged the movement of MACMA into new market areas. In 1966, a new Processing Vegetable division was established and a staff member hired to work in this area. Before the year was out, the Asparagus division had been built into a strong, active, position for bargaining for a "season-price" with processors of that commodity.

In 1967, a Processing Grape division was established, with the new division now in a position of influence in the grape industry.

Also in 1967, a Red Tart Cherry division was launched and last year was instrumental in establishing a cherry price through an information and price-leadership program.

The expansion of MACMA continues — most recently, (January) the Farm Bureau and MACMA boards approved a new Feeder Pig marketing program.

From its beginning it was apparent that "starter" monies advanced by Farm Bureau could be repaid within a few years time through a system of membership fees and a set marketing service fee based on a per cent of actual products sold through MACMA. Cherry Division, an example of how a division is formed.

The failure, after years of relative success, of the Great Lakes Cherry Producers cooperative,



MACMA STAFF MEMBERS — M. J. Buschlen (left) and Harry Foster, check a grower-agreement in the organization's colorful booth at the annual Horticultural Show. Marketing and bargaining programs for Michigan farm products were explained in the exhibit.

caused many growers to turn to Farm Bureau in asking that a cherry division be added to the MACMA program.

In early 1967, a state Farm Bureau advisory committee composed of producer-members from cherry growing counties of the state, recommended that MACMA become involved in representing growers. The suggestion was that MACMA begin with a market analysis and newsletter service aimed at providing growers with "price leadership."

The obvious support and general encouragement given MACMA by cherry growers of the state has allowed the new division to progress substantially — MACMA operations have broadened and two full time area representatives have been added.

Feeder Pig Program

Recently, the Michigan Farm Bureau board of directors endorse a MACMA feeder pig marketing program, where again patterns established for other divisions would apply.

MACMA will outline and support quality standards, supply an "assembly point" for collection and sorting, provide a market news letter and in the bargaining process — become the sole sales agent for the feeders.

As has been the case in each instance, a cautious, sound approach is planned, with working agreements with the Michigan Livestock Exchange and Farm Bureau Services to add support to this new project.

Why Not Navy Beans?

If bargaining and marketing through MACMA works for fruit and vegetables and now, livestock, why not for dry edible beans?

Through the years there have been many efforts to organize bean growers in Michigan. Price and income problems have stimulated the formation of various growers organizations, each having the goal of controlling and marketing a high per cent of the beans grown in the state. Pooling and price bargaining have been the two major approaches to organized marketing.

To date, no organization has gained the support of enough growers to represent a majority of the state's production.

Farm Bureau is interested and involved in dry edible bean marketing. As noted earlier, Farm Bureau established the Michigan Elevator Exchange, which is now a division of Farm Bureau Services. The Exchange purchases beans from local, grower-owned cooperative elevators. They are

processed, stored, and merchandised to canners and foreign buyers.

The Exchange and local cooperatives work in the interests of growers, but market less than a majority of the state's production in the face of stiff competition from the several large, independent bean shipping companies.

Farm Bureau has investigated additional, new bean marketing possibilities. Members who grow beans and learned of the success MACMA has had in other commodities, now begin to look toward the possibility of bean price bargaining and information through MACMA, with a 1965 study revealing substantial grower interest.

Farm Bureau leadership decided not to start a MACMA Bean Marketing Program as a new bean marketing cooperative was being established at that time, and only one statewide marketing association can be effective.

An extensive study by Michigan Farm Bureau and bean producing county Farm Bureaus in 1968 again showed considerable grower interest in marketing. Again it was decided to not start a new Farm Bureau affiliated program, but to review the position in 1969 and "render a decision on the future actions of MFB in bean marketing."

Why have bean marketing organizations been mostly unsuccessful to date? Because growers don't want to give up their rights to market their own beans? Cornering the market and setting the price won't work? Because all growers have not been asked to join? Because Farm Bureau has or has not been involved?

Now, what do you think?

JANUARY TOPIC SUMMARY

Wheat-Price Situation
GROUP REPORTING: 539

Should we drop all farm trade barriers with others if they also agree to this: YES: 86 NO: 426

Should the Dept. of State exchange no U.S. tariffs on cars if the Common Market drops variable-import fees? YES: 86 NO: 336

We should have import restrictions on: Wheat: (415) Feeds Grains: (396) Fruits: (373) Milk Products: (487) Meats: (483)

Would your group prefer: high price supports and reduced acreage (100) or: low supports and no restrictions (47) or no supports and no allotments: (337)

NEXT MONTH:
Pesticides and Pollution
— a new look.

BUREAU BOARD visits MICHIGAN MILK

It pays dividends for farmers and farm groups to get together. That mutual benefits comes from mutual understanding resulting from such contacts, has been a theme for several recent meetings between the board of directors of the Michigan Farm Bureau and the boards of other important Michigan farm groups — the Michigan Milk Producers and the Michigan Livestock Exchange among them.

In welcoming the Farm Bureau directors, MMPA President Glenn Lake stressed the importance of agricultural strength through agricultural unanimity. "We need to know each other better as persons" he said in introducing the group "and we need to know each other better as organizations".

In responding, Elton Smith spoke for the Farm Bureau board, and said that there had been times in the past when agriculture was severely divided "both in Michigan and nationally". He indicated that some groups, organizational officials "and even some members of Congress like to see farmers fighting among themselves.

"There are those who think they even encourage it, because when farmers become occupied elsewhere, they can operate with a free hand and just shrug off their responsibilities toward agriculture.

Later, the groups spent an hour going over individual policy matters of importance to Michigan dairy farmers.



GLENN LAKE—President of the Michigan Milk Producers Association reports progress to members of the combined MMPA and Michigan Farm Bureau boards at a recent joint meeting. Policy positions of the two groups were examined and compared in a question-and-answer discussion. A number of such self-review meetings have been held in past years, more are planned for the future . . .



ENJOYING THEIR CHAT — are Farm Bureau board member Richard Wieland (left) and MMPA Vice President, Harold Blaylock, as they lead a group on tour of Mich. Milk's offices.



EXPLAINING THE LAYOUT — is MMPA General Manager, Jack Barnes (right) as Farm Bureau Dairy Specialist, Al Almy (left) and Mich. Farm Bureau President, Elton Smith, look on.

grape boycott propaganda war continues

Now, Supermarket Harassment

Michigan's "non-violent" grape boycott effort has now turned to open harassment with touches of violence. No longer is it simply a propaganda war being waged against California grape workers and growers.

Lansing residents were witness, recently, to the change that can come over a "non-violent" boycott movement when it does not gain broad public support. Jose Mendoza, a California vineyard worker and head of the farm workers Freedom to Work Committee, scheduled to speak to the delegates at the annual meeting of the Great Lakes Vegetable Growers Conference was shoved, pushed, kicked and slapped as he made his way through the line of grape boycott picketers.

Such harassment is a common part of the union promoted activity in California where coercion and fear have been a major tactic used since the opening days of the effort by the AFL-CIO to organize vineyard workers. According to Mendoza, there has been every reason for fear. "They had windows broken, busted up radiators, flat tires, burned busses and trucks. These people were calling the workers at all hours of the night and all hours of the morning telling them not to go to work or else . . ." Mendoza's group, the Freedom to Work Committee, is composed of vineyard workers who are opposed to the union effort.

When Mendoza spoke to the convention crowd, he made these points: (1) There is no true strike of workers employed by California farmers; (2) The United Farm Workers Organizing Committee does NOT represent table grape workers; (3) The union's effort to sign up table grape workers has failed; (4) Faced with failure, the UFWOC is seeking to use food trade unions in the major cities to pressure retail food stores and produce wholesalers into a boycott of California grapes. This boycott is a lever to force farmers to sign closed shop contracts so they can regain their markets.

Underscoring the statements made by Mendoza to the vegetable growers have been a series of in-store harassments that have hit major Michigan food stores in recent weeks. The incidents are caused by persons apparently sympathetic to the union-inspired California grape boycott. One store has reported severe losses from damaged and spoiled food plus countless hours lost in replacing stock on the shelves that was left in abandoned grocery carts or sitting at random about the huge store by "shoppers."

In a Grand Rapids Press news story by Pete DeMaagd, these losses were coincidental with the appearance in the area of a grape boycott leader, who has apparently aimed harassment pressure at the supermarket chain.

DeMaagd reports that according to a store executive: "Would-be customers pick busy shopping times like Friday nights and Saturday to load up shopping carts, then leave them in the aisle and walk out.

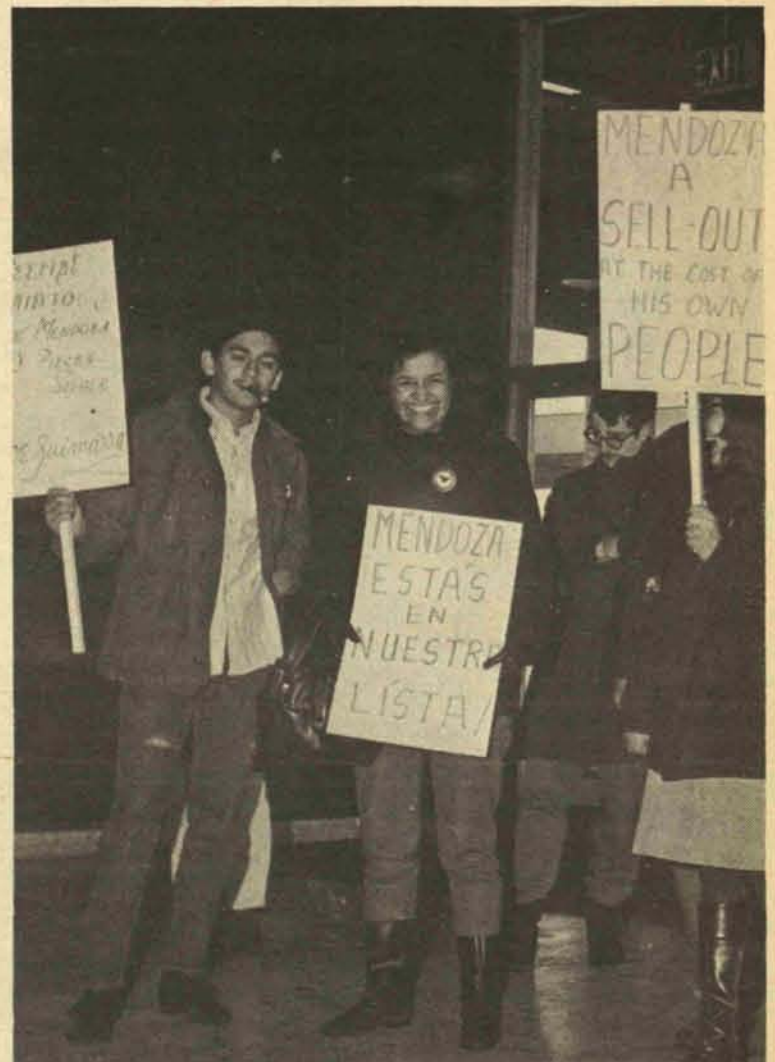
"Or they go through the check-out lane to 'discover' they don't have their wallets and have an employee shove the cart to one side with the idea they'll return for the goods. They never do.

"On a busy night, by the time unclaimed groceries are found, ice cream, frozen foods and perishables are spoiled and must be tossed out.

"As for those carts which don't get wheeled through checkout, when they are unpacked it is discovered that sacks of flour have been placed on loaves of bread, crushing the bread. Or potato chips are smashed in the bag. Meat packages are slit, and flour or salt or seasonings dumped in."

Meanwhile it is reported that the supermarket chain will continue to offer California grapes for sale to its customers.

"Whether customers want to buy them or not, is up to the customer . . . Each customer has his right to this freedom of choice" a supermarket official is quoted in the Grand Rapids Press story.



IMPLIED THREAT? — "Mendoza, you are on our list" declares the Spanish wording on the center sign carried by a boycott supporter. The "pickets" attempted to interfere with the Lansing Civic Center appearance of Jose Mendoza, vineyard worker and head of the workers "Freedom to Work" committee. Mendoza spoke before the annual meeting of the Michigan Vegetable Growers and explained the false issues of the boycott. He said that there were no migrants involved in the California dispute, that 90 per cent of the vineyard workers are permanent residents of the area in which they are employed. "This is a labor-union contrived hoax" Mendoza said of the boycott issue.



not bad for a 20-year-old...

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