

## FARM BUREAU'S RATE VICTORY TO SAVE FARMERS \$500,000

### BUFFALO CO-OPS WILL DISTRIBUTE \$24,234 DIVIDEND

Michigan Shippers' Share of  
This Big Melon Will be  
Nearly \$10,000

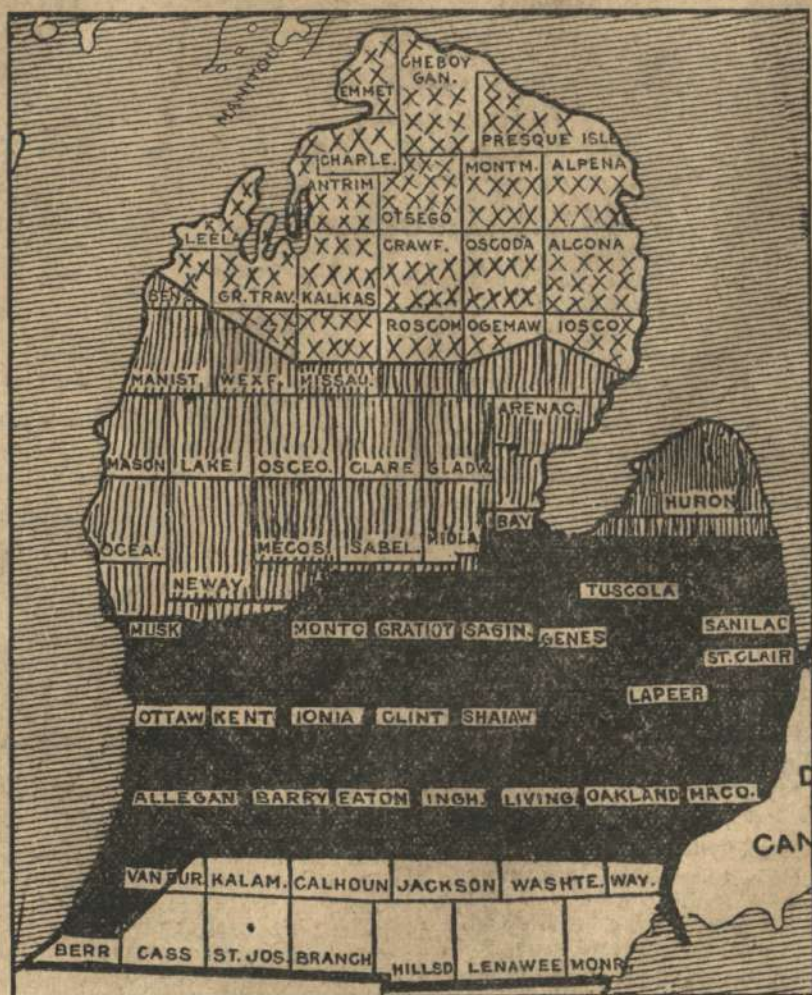
### DIVIDEND IS \$4 PER CAR

This is But Another Example  
of Success of Michigan  
Commodity Exchanges

A dividend of \$24,234 to be distributed back to the shippers during February is the proof that the Producers Co-operative Commission Ass'n at Buffalo has been a real success and is a benefit to every livestock shipper who patronizes it. Such a dividend was declared by the Board of Directors of this organization at its meeting held in Buffalo this week. The Producers is the Buffalo co-operative live stock sales office founded and operated by the Michigan, Ohio and Indiana State Live Stock exchanges and State Farm Bureaus for their members.

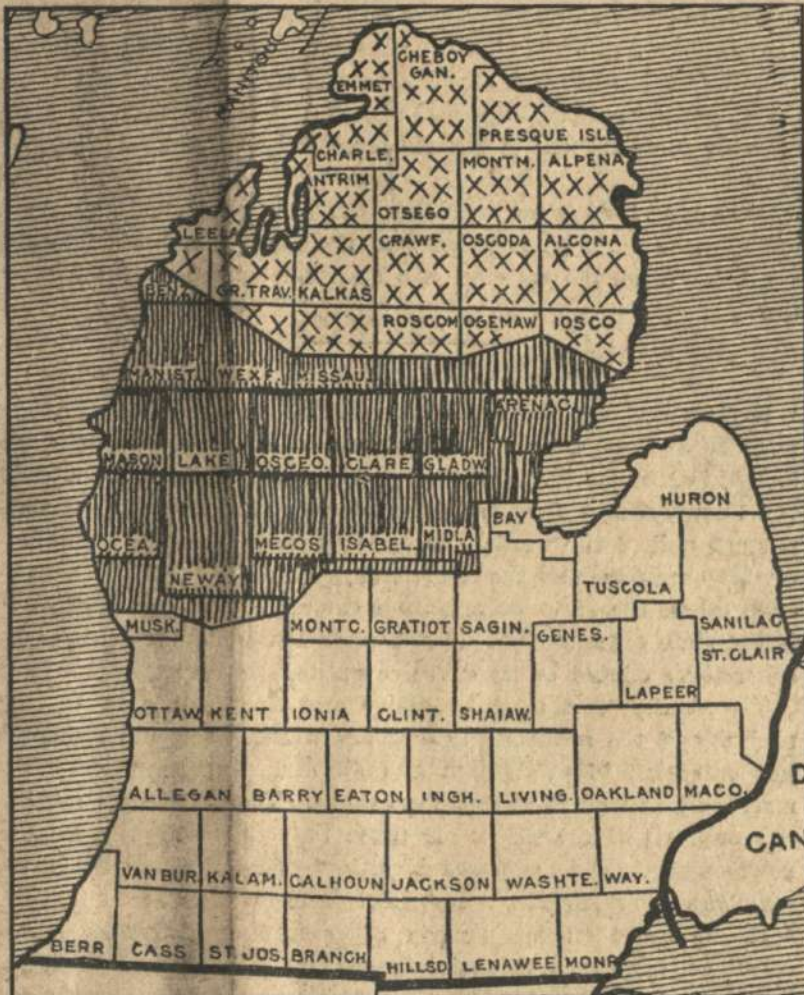
Report of the year's business shows that the co-op at Buffalo is in a thriving condition and is doing an enormous volume of business. Since

### These Maps Show How Farm Bureau Zone Rate Case Victory Benefits Your County



Map No. 1

- White, unshaded portion—present Zone A territory. Rates same as Indiana, Ohio rates for equal distances of shipment.
- Present Zone B. Where extra "zone rate" is added over and above regular mileage rates on shipments in and out of state.
- III. Present Zone C, with still higher "zone rate" for interstate shipments.
- XXXX. Present Zone D, with still higher "zone rates."



Map No. 2

- White or unshaded portion—the NEW Zone A. Rates same as Indiana, Ohio rates. Old Zone B abolished. Shippers in 32 counties to enjoy lower interstate freight rates.
- III. Present Zone C. New rates slightly higher than Zone A, but considerably less than present Zone C rates.
- XXXX. Present Zone D. New rates will be higher than Zone A rates, but less than present Zone D rates. These new zone rates should become effective on or soon after March 21, 1924. Thereafter Zones C and D will probably be known as B and C.

### SUCCESS IN MICH. ZONE RATE CASE FORCES THE RAILROADS TO WIPE OUT EXTRA FREIGHT TOLLS IN 32 COUNTIES

Two Years' Fight by Bureau and Co-operating  
Interests Abolishes Zone B, Modifies C & D;  
Will Save \$500,000 Yearly on Outgoing  
Farm Products, Incoming Supplies

The Michigan State Farm Bureau has won its two-year fight against unjustly high freight rates imposed on Michigan shippers by Michigan railroads through their "zoning system." The Interstate Commerce Commission in its decision of Dec. 21st, 1923, on the Farm Bureau-Traffic League Michigan Zone Rate Case has abolished one zone and has modified rates in two others, to become effective on or before March 21, 1924.

This victory will save Michigan shippers about \$1,500,000 annually. Co-operative farmer interests and farmer shippers represented by the Michigan State Farm Bureau will benefit by freight rate savings alone of at least \$500,000 annually, also by better marketing advantages because of lowered rates.

In this article we are going to tell you the story of the Michigan Zone Rate Case and what it means to you.

#### The Maps Tell The Story

At the left are two maps. Map No. 1 shows Michigan's freight rate map as it has been since 1917 and as it is today, showing where the zoning system levies heavy, heavier and still heavier toll on farmer shippers in zones B, C, D. Shippers in zone A have enjoyed Central Freight Ass'n rates.

Map No. 2 shows the great burden lifted off thousands of Farm Bureau shippers and others by the State Farm Bureau's part in the great Michigan Traffic League victory. Note that the black zone B of Map No. 1 is abolished and becomes zone A, wherein the shippers of old zone B are freed from an unjust freight rate burden. By this action 32 counties wholly or partly in Zone B or C are transferred wholly or partly into zone A and lower freight rates. Compare the maps to see where your county stands.

#### Farm Bureau's Strength Won Fight

Be it remembered that it is acknowledged everywhere that the State Farm Bureau's part in the case was a deciding factor and that the Farm Bureau contributed more money to fight this case than any other shipper's organization.

"The outstanding fact of the case is that the existence of the Michigan State Farm Bureau organization made it possible," said E. L. Ewing, who handled the shippers' case as traffic counsel of the State Farm Bureau and the Michigan Traffic League. "The case could not have been made on a showing of manufacturers alone. No individual nor any group of individuals less than an organization such as that of the Farm Bureau could have made the case."

Farm Bureau memberships and loyal members' dues made this possible. This is an instance of where the membership dues go, also the power of well-directed, intelligent farm organization.

#### Story of Zones

The Michigan Zone Rate Case, in preparation for two years, came to a head with six weeks hearing in Lansing in April and May, 1923, before the Public Utilities Commission and the Interstate Commerce Commission representatives. The Michigan Traffic League and Michigan State Farm Bureau appeared for manufacturing and Farm Bureau interests against some 39 defendant railroads. The railroads' zoning system was attacked, proved unjust and demand was made for abolishment of the step-ladder system of freight rates prevailing in Zones B, C, and D.

Glance at Map No. 1. In zone B rates in and out of the state had been given a healthy boost for all classes of freight over Zone A rates,—this was in addition to the regular mileage increase. Zone A has always enjoyed the same low rates given Indiana, Ohio and Illinois shippers. Be it remembered that Michigan is in the same rate territory as Ohio, Indiana, Illinois, and should enjoy the same kind of rates, but has not since 1917. More about this later.

#### How Zones Hurt Shippers

In Zone C the railroads tacked on another boost over Zone B and so on for Zone D. Anyone living in these zones and being forced to pay that extra freight was at a disadvantage in selling farm goods or any other goods in comparison with competitors in other states or to buyers in adjacent zones. Folks in zones B, C, and D always paid excess freight on goods shipped in. The railroads admitted that this system was worth about \$1,600,000 to them per year, and this is the system the Farm Bureau fought to remedy,—and succeeded.

The case went from the Lansing hearing to Washington and E. L. Ewing, Farm Bureau and Michigan Traffic League counsel, the man in charge of the case all the way through, fought his final battles with railroad representatives before the Interstate Commerce Commission in February, 1923. The Commission's decision of December is a

(Continued on page two)

### FARM BUREAU DID NOT EXIST WHEN STATE WAS ZONED

But Led the Fight in 1922  
and 1923 to Abolish  
the System

The Michigan State Farm Bureau did not exist in 1917 when the railroads succeeded in persuading the Interstate Commerce Commission that Michigan should be "zoned" as indicated above in Map No. 1. The Michigan Traffic League, composed of various Michigan shippers' interests, was newly organized and represented only a few shippers.

The best explanation of how the state came to be "zoned" is in the fact that the Interstate Commerce Commission in 1917 had very little evidence about Michigan agricultural conditions and other important shipping conditions, except what the railroads presented as supporting their claims for higher rates. The result was that the railroads got permission to put on the rates, through the zoning system pictured above. For each zone these rates ranged from one to several cents per hundred pounds over the rates of the zone below, depending on the class of freight involved.

Attempts at Relief Fail  
During Federal control of the railroads in 1918 the Michigan Traffic League sought a modification of these conditions, but without results. Following organization of the Michigan State Farm Bureau in 1919 and 1920 that organization immediately took an active interest in transportation affairs in behalf of its membership. This led to a consideration of the Michigan zoning system and the Farm Bureau later entered the two years' fight with the Traffic League to remedy this situation, with results given elsewhere in the News. The Farm Bureau presented an overwhelming mass of evidence from 50 counties against the unfairness of the zone system, evidence that was the deciding factor in the case.

With such an organization in the field in 1917 as the Farm Bureau, it is doubtful whether the zoning system could have been put over on Michigan; certainly, now that the Farm Bureau is here, nothing like that can be done again.

The zone rate case decision is an example of what can be done through sticking together.

### Examples of How Zone Victory Helps Shippers

The new zoning will abolish for 32 counties wholly or partly in old Zone B excess freight charges of 4½, 3½, 2½, 2, and 1½ cents per 100 lbs. over Zone A rates on first, second, third, fourth, fifth and sixth class freight.

Under the new zoning these 32 counties will save from \$2 to \$10 per car on carload shipments of apples, pears, potatoes, beans and hay from Michigan points to Chicago, Cincinnati, Cleveland, Detroit, Pittsburgh, Toledo, etc.

Rates on beans, hay and potatoes from points in the Thumb to such markets as Chicago, Buffalo, Pittsburgh, Cleveland, Indianapolis, will be reduced in many instances as much as 6 to 7 cents per 100 lbs. when the new order takes effect, March 21, 1924, or soon afterwards. Savings on hay shipments will range from 40 cents to \$1.40 per ton, probably averaging \$1 per ton.

Rates applying to incoming shipments of fertilizer, machinery, fruit packages and other farm and orchard supplies will be substantially reduced. The total savings on the foregoing items and this item will amount to about \$500,000 annually to Michigan farmers.

### Onekama Co-op Adds Poultry, Cream Dep't

Onekama, Jan. 10.—The Onekama Farm Bureau co-op is adding another department to its list. Mr. Edward Laisy of Chief has been engaged to handle cream and poultry products for the members and patrons. A cream room with all conveniences has been built on the property and is ready for business.

### DOES WHALE OF A POULTRY BUSINESS

Detroit, Jan. 10.—During Christmas week and the holiday season the Farm Bureau Produce Exchange at Detroit handled an enormous volume of poultry business for members with excellent returns, the volume running as high as \$12,000 in one week. The Exchange is now operating in its new headquarters at 2610-16 Riolle street. It is worth your while to read the Produce Exchange's advertisement in the News and learn what it offers you as a Farm Bureau shipper of poultry, eggs, dressed hogs and veal.

It pays to plant Farm Bureau seeds.

### MIDLAND CO. GETS NEW AGR'L AGENT

Midland, Jan. 9.—Midland county has a new Agricultural Agent on the job in the person of Roy W. Weinberg, who succeeds I. B. McMurtry. Mr. Weinberg was formerly County Agent in Hillsdale County and is well qualified for his new work. He has his office at 107½ Gordon Street and lives at 216 Thayer St.

With the coming of Mr. Weinberg, County Agent and County Farm Bureau work will get under way again. One of the first activities will be the re-organization of the cow testing association which has just completed its year's work. Orders are being received for another car of sodalot on the "cash with order" plan at \$8 per cwt.

Follow-up work for the Farm Bureau membership campaign is in active progress. Local Farm Bureau members are calling on their neighbors and urging them to join the Bureau for another three years. It is hoped to double the membership by this method.

Midland County farmers should make it a point to get acquainted with the new Agent at once. He is on the job to serve you. Use him.

### PREPARING FOR BUREAU'S SIXTH ANNUAL MEETING

To be Held at M. A. C. Feb.  
7-8 During Farmers'  
Week Program

The Michigan State Farm Bureau is getting ready for the sixth annual meeting of the Board of Delegates, to be held at the Michigan Agricultural College Feb. 7-8, during Farmers' Week. It is the most important Farm Bureau gathering of the year. At that time the delegates representing every Farm Bureau community in the state review the work of the past year, lay down the policies for the coming year and choose their state officers.

This month county and local Farm Bureau meetings are being held throughout the state to elect delegates to the state annual meeting and to determine again the sentiment of the membership on many vital legislative, taxation, marketing, and other questions which will come before the delegates at the Farm Bureau's annual meeting. Official delegates can vote, but large numbers of Farm Bureau members always attend and they are very welcome. It is their meeting and it is the hope of the State organization that even a greater number of members can attend Farmers' Week this year and take in the Farm Bureau meeting. All Farm Bureau members have floor privileges and may enter into the discussion of questions before the house.

Resolutions adopted by the Farm Bureau have come to be regarded as an accurate statement of what Michigan Farm Bureau members are going to do that year. These resolutions have always been notable for having a solid foundation of common sense and a clear analysis of the facts involved. For these reasons they have commanded great respect in the legislature and in other bodies of public trust. Last year politicians who have sought to thwart the farmers' interest as expressed by the Farm Bureau resolutions came out of the fuss considerably ruffled and lacking tail feathers. The 1924 State Farm Bureau meeting will be a big story of progress and plans for the future. Try and be there.

Read the important announcement of the Farm Bureau Seed Dep't on page 3.

### 'Shippers' Counsel



E. L. EWING  
Traffic Counsel for the Michigan  
State Farm Bureau

Mr. E. L. Ewing, traffic counsel and head of the transportation dept. of the Michigan State Farm Bureau, is the man who prepared, presented and directed the shippers' case in the successful Farm Bureau-Traffic League attack on the railroad zoning system in Michigan. Mr. Ewing was in charge at the Lansing hearing in May, 1922. He carried the case to Washington and there appeared before the Interstate Commerce Commission in Feb., 1923, as the representative of the Michigan State Farm Bureau and other interested shippers' organizations. Mr. Ewing's presentation of the justness of the shippers' cause was air tight and could not be shaken by the railroads' most skillful attorneys and officials. Mr. Ewing directs Farm Bureau traffic work from his office, Murray Bldg., Grand Rapids.



## MICHIGAN FARM BUREAU NEWS

Published twice a month by the Michigan State Farm Bureau at Charlotte, Michigan. Editorial and general offices at State Farm Bureau headquarters, Lansing, Michigan.

VOL. II. JANUARY 11, 1924 No. 1

Entered at the post office at Charlotte, Mich., as second class matter. Acceptance for mailing at special rate of postage provided for in Sec. 1102, Act of Oct. 3, 1917, authorized Jan. 12, 1923. Subscription Price 50c Per Year, included in dues of Farm Bureau Members.

E. B. UNGREN, Editor  
S. M. POWELL, Asst. Editor

## MICHIGAN STATE FARM BUREAU

## OFFICERS

W. E. PHILLIPS, Decatur, President  
M. L. NOON, Jackson, Vice-President  
FRED VAN NORDSALL, Three Rivers, Treasurer

## Directors-At-Large

JAMES NICOL, South Haven  
L. WHITNEY WATKINS, Manchester  
M. B. McPHERSON, Lowell  
MRS. EDITH M. WAGAR, Carleton  
EARL C. McCARTY, Bad Axe  
GEORGE FRIDAY, Coloma  
VEROLD F. GORMLEY, Newberry

## Commodity Directors

FRED SMITH, Elk Rapids, Michigan Potato Growers Exchange  
M. L. NOON, Jackson, Michigan Milk Producers Association  
ELMER A. BEAMER, Blissfield, Michigan Live Stock Exchange  
WALDO E. PHILLIPS, Decatur, Michigan Elevator Exchange

CLARK L. BRODY, Lansing Headquarters, Secretary-Manager

State Farm Bureau Business Departments at Lansing  
Seed Traffic, Claims Service General Offices  
Purchasing Wool Advertising

## At Detroit

Michigan Farm Bureau Produce Exchange, 2729 Russel St.

## At Grand Rapids

E. L. EWING, State Farm Bureau Traffic Counsel, Murray Bldg.

Michigan Commodity Marketing Associations  
Affiliated With Michigan State Farm Bureau

Michigan Potato Growers Exchange, Cadillac  
Michigan Milk Producers Association, 707 Owen Bldg., Detroit  
Michigan Live Stock Exchange, 425 N. Butler St., Lansing  
Michigan Elevator Exchange, Farm Bureau Bldg., Lansing  
Michigan Fruit Growers, Inc., Benton Harbor

## Directors and Officers of the Commodity Exchanges

MICH. ELEVATOR EXCH.  
W. E. Phillips, Pres., Decatur  
L. C. Kamlowski, Vice-Pres., Washington  
Carl Martin, Sec.-Treas., Coldwater  
L. E. Omer, Mgr., Lansing  
C. S. Benton, Beans, Lansing  
D. P. Bowie, Hay, Lansing  
James Nicol, South Haven  
H. D. Horton, Kindie  
George McCalla, Ypsilanti  
John Nicolson, Marlette  
M. R. Shisler, Caledonia  
F. M. Oehmke, Bach

## MICH. POTATO GROWERS EXCH.

Henry Curtis, Pres., Cadillac  
Fred Smith, Vice-Pres., Elk Rapids  
S. E. Rogers, Sec., East Jordan  
C. C. Wells, Gen. Mgr., Cadillac  
O. S. Wood, Treas., Barryton  
D. Robinson, Levering  
J. T. Bussey, Provenom  
Ernest Snyder, Lake View

## MICHIGAN FRUIT GROWERS, INC.

James Nicol, Pres., South Haven  
M. D. Buskirk, Vice-Pres., Paw Paw  
P. L. Bradford, Sec.-Treas., Benton Harbor  
Miller Overton, Bangor  
J. F. Higbee, Benton Harbor  
A. J. Rodgers, Baulah  
W. E. Phillips, Decatur  
W. S. Seymour, Bridgman  
Allan B. Graham, Elberta  
A. L. Burt, Fremont

## American Farm Bureau Federation

O. E. BRADFUTE, President  
J. W. COVERDALE, Secretary  
GENERAL OFFICES A. F. B., 68 East Washington St., Chicago  
GRAY SILVER, Washington Representative  
LEGISLATIVE HEADQUARTERS, Munsey Bldg., Washington, D. C.

## RATE VICTORY PROVES VALUE OF ORGANIZATION

Two years' battle by the Michigan State Farm Bureau has just brought about freight rate reforms in the southern peninsula of Michigan that will save farmers and farmer interests represented by the State Farm Bureau about \$500,000 annually in unnecessary freight bills.

The fight was the Michigan Zone Rate Case. The Interstate Commerce Commission has ordered railroads in Michigan on or about March 21, 1924, to stop collecting extra freight tolls in the great middle section of Michigan, embracing 32 counties wholly or in part, and classified by the railroads as Zone B, for rate making purposes. Zone B has been abolished and farmer shippers in those counties will enjoy the same rates as their brethren in Indiana and Ohio for shipments made equal distances.

The zone system still stands, but is greatly modified. Zone B is gone. Zones C and D, the territory lying north of a line from Muskegon to Bay City, still remain, but the zone charges have been greatly reduced. Some day they too will be abolished, we believe.

Thousands of Michigan farmers in Zone B are entirely relieved of excess "zone tolls" as a hidden part of their freight bills. Others have had these tolls reduced. All this is because of the State Farm Bureau's fight in behalf of its members. The Bureau spent much time and money in the Zone Rate Case battle and won. By this one accomplishment for its members, to lower our shipping costs on apples, potatoes, and other produce from \$5 to \$10 per car and even more, and the same on incoming supplies, the Farm Bureau has paid for itself time and again. This modification of the zoning system and resulting lower freight rates will continue its benefits to our shippers year after year.

Without such an organization as the State Farm Bureau, which produced the farmer evidence that won the case—it is generally acknowledged that the case could not have been won. Every Farm Bureau member should view this victory with renewed hope and confidence in the future of the organization.

## THE GREAT MISTAKE AND THE IMPERATIVE DUTY

"It is a great mistake for any farmer to imagine that when he joins his commodity exchange, that will solve all his problems. Strong state and national Farm Bureaus are a necessity to assist in protecting his interests along lines of Legislation, Finance, Transportation and broadening Foreign and Domestic markets.

"It is the imperative duty of every thinking farmer to give hearty support to his State and National Farm Bureaus."—James Nicol, ex-president of the Michigan State Farm Bureau and now Chairman of the Executive Committee of the Federated Fruit & Vegetable Growers Inc.

## WALLACE SEES BETTER FARM PROSPECTS FOR 1924

"The industry, courage and faith evidenced by the farmers of the Nation during the past three years are slowly bringing their reward," said H. C. Wallace, Sec'y of the U. S. Dept. of Agriculture on New Year's Day. "Improvement in agricultural conditions continues—not as rapidly as desired or needed, nor as rapidly as deserved, but nevertheless it continues. The promise of the year has been fulfilled.

"So we come to the end of the third year of post-war depression with a feeling of greater confidence born of better times already realized and with justified hope of still further improvement in 1924.

"There are discouraging conditions still to be overcome. There is the burden of debt. There are heavy taxes to be met. The cost of production and of what the farmers buy remains high. Farmers in the spring wheat territory especially are in sore straits from conditions largely beyond their control.

"Experience gained during these years of depression, however, together with progress already made, warrant a hopeful attitude for the coming year. Gradually crop acreage is being better adjusted. The domestic market continues strong. The children keep coming, and that means a steadily increasing number of mouths to be fed. Those who stay by the farm and do good farming can look forward to better times as a reward for their years of toil and hardship. Those whose businesses depend directly upon farm purchases can find decided encouragement in the growing gross income of the farmer, for he will buy as his income expands.

"The year 1924 comes with the promise of continued improvement in the material prosperity of the farmer, and the farmer continues to be the material and spiritual backbone of the Nation."

## CO-OPERATIVE EFFORT

If state and national farm organizations are to succeed they must be built on a sound foundation and that foundation must be laid in the county. In the case of the Farm Bureau movement the County Farm Bureau should be regarded as the most important unit of the whole. Unless the County Bureaus are thoroughly organized and the members are working in harmony with each other, the state organization cannot hope to prosper and if the state organizations do not work harmoniously with each other there cannot be an effective national organization.

The county unit must be active and do things that to the majority of the members seem worth while. These units should pay attention to production and all that pertains thereto, to marketing as well as to social questions. Too much must not be expected all of a sudden. It takes time to accomplish things worth while. Too many are impatient of results and ready to withdraw their support unless immediate benefits are obtained.

If the Farm Bureau or any other farm organization is to succeed it must have financial support from the individual member and the farmer should consider his support to the organization as a sacred duty. The membership dues are small compared with the benefits that may be derived from co-operation by those who will take an active part in the work of the organization.—THE IOWA HOMESTEAD, Dec. 20, 1923.

There is a bill before Congress providing for the study of the habits of the grasshopper, but what the insect Congress ought to consider is the busy bee.—Detroit Free Press.

## GENESEE BUREAU IS MAKING GOOD

Gets Market Enclosed; Brings Milkman and Seeds to Members

Flint, Jan. 10.—No longer will farmers using the Flint farmers market be exposed to bad weather and other discomforts when handling their business there. The contract for roofing and enclosing the market has been let by the city, due largely to the work of County Agent S. S. Smith, who showed the Flint city council what was needed and why and what other cities are doing for their farmers' markets. Smith's work is made possible by the Genesee County Farm Bureau.

The Grand Blanc co-operative elevator will handle only Farm Bureau Brand Seeds again this spring. It is handling about 9 carloads Farm Bureau Milk for its members. Farm Bureau members there say they like Farm Bureau seeds and Milk because in the case of the seeds the origin and other important points are guaranteed to be right; and in Milk they know exactly what's in it and the feed is guaranteed to be right. In addition, the results from both have been very satisfactory. Louis Selesky said, "Before we had Farm Bureau seeds our meadows were going down. Since we have been using F. B. seeds our meadows have come back again."

Genesee county now has seven cow testing ass'ns, organized through the joint effort of the County Agent, the agricultural college and the County Farm Bureau.

Grand Blanc's Junior Poultry Club won first prize in Boys' and Girls' Club competition in Rocks, R. I. Reds, and Leghorns at the State Fair last September. Naturally they feel pretty good about it, and the youngsters are interested in good poultry.

Louis Selesky is club leader at Grand Blanc.

## Serves Local Farmers

Marilla, Jan. 9.—The Cleon-Marilla Marketing Association, with Mr. Robt. Carnell as manager, is doing good business for farmers of the two townships. Lack of finances has held up work, but with this handicap they have handled 75 per cent of potatoes and 50 per cent of other products shipped up to date.

This is the first year for Mr. Carnell as manager. Although enemies of the organization predicted its downfall early this year, it is still a very live institution. In fact, at present the Ass'n is standing better financially than for several years past.

## Important Notice!

According to a resolution passed at the Feb. 1923, annual meeting of the State Farm Bureau Board of Delegates, all resolutions pertaining to legislation must be submitted in time so that the voting delegates may be furnished a copy at the opening session. The sixth annual meeting opens Thursday morning, Feb. 7, 1924.

This rule was passed to prevent the Farm Bureau from making the mistake of placing itself on record through resolutions passed without due consideration.

Remember this new regulation and see to it that resolutions passed by your local and county Farm Bureaus are forwarded early to the Resolutions Committee of the State Farm Bureau, in care of the Farm Bureau Headquarters at Lansing.

## Huron Board Mourns Loss of T. A. Farrand

Bad Axe, Dec. 26.—At the regular monthly meeting of the Huron County Farm Bureau held here today, the following resolution was adopted:

"We note with sorrow, the sudden death of T. A. Farrand, extension specialist of Michigan Agricultural College.

"His knowledge, experience and advice will be very much missed by the fruit growers of Michigan.

"Resolved, that this organization wishes to go on record as expressing its sincere regret for this great loss to the fruit growers of Michigan.

"Resolved, that a copy of these resolutions be printed in the Michigan Farm Bureau News, also in the Huron County Farm Bureau Bulletin and a copy of the resolution be sent to Mr. T. A. Farrand's family."

Mr. Farrand had been of valuable assistance to the Huron County Farm Bureau in the conduct of its experimental and demonstration orchard at Bad Axe.

Huron County delegates selected for the State Farm Bureau meeting in Lansing, Feb. 7 and 8, were Thos. Hurd, Frank Hunt and H. D. Horton. Alternates, Donald Gordon and Theodore Primere.

Delegates from local Granges met with the board and discussed the proposed income tax law and best methods of circulating petitions. Blank petitions have been placed in the hands of all Huron County Farm Bureau and Grange officers, who will be responsible for their circulation.

## Farm Bureau's Zone Rate Victory Saves Farmers Half Million

(Continued from page one)  
sweeping victory for the Traffic League and the State Farm Bureau. It abolishes Zone B by merging it with Zone A, which has the same rates as Indiana, Ohio, etc., in Central freight classification territory (SEE MAP NO. 2); it takes part of Zone C as noted in Huron County of the Thumb section and puts it into the new Zone A (compare both maps). While Zones C and D still stand, the rate differences have been pared down very considerably. They will be known as Zones B and C hereafter, no doubt.

Where Zones Came From  
Michigan's freight rates were substantially increased in 1917 when the railroads adopted an unheard-of system of adding substantial amounts to an increase in mileage rates which had been just handed down by the Interstate Commerce Commission for all states in Central Freight Ass'n territory, of which Michigan is a part. Although the general increase in rates was higher than the roads had enjoyed for many years prior to 1917, Michigan railroads did not think it was high enough for application in Michigan, so they developed the plan of zoning the state and charging higher rates for each zone. The farther north, the higher the extra zone rate tacked on. These extra rates applied on interstate shipments (in and out of the state). Another thing, the railroads also got the old Michigan Railroad Commission to permit them to zone the state for intrastate purposes into two Zones, B and F, covering the southern and northern half of the lower peninsula, respectively, for shipments within the state. Of course, Zone F had an extra bit of freight rate over E rates. The line between Zone E and F ran from Muskegon across to Bay City.

What Happened to Farmers  
Under these conditions farmers in Zone B, on shipments in and out of the state, are paying an extra 4 cents per 100 pounds on first class freight;

## Shippers Ass'n's In Zone Rate Case

Mich. Traffic League.  
Mich. State Farm Bureau.  
Mich. State Grange.  
Mich. Hardwood Mfrs. Ass'n.  
Mich. State Millers Ass'n.  
Mich. Bean Jobbers Ass'n.  
Mich. Hay & Grain Ass'n.  
Mich. Cannery Ass'n.  
Furniture Mfrs. Ass'n of Grand Rapids.

3 1/2 cents on second class; third class 2 1/2 cents; 2 cents on fourth class, and 1 1/2 cents extra on fifth class and one cent on sixth class freight. The I. C. C. gave the railroads permission to fix higher rates for Zones C and D.

In Zone F, on intrastate shipments for all points north of a line from Muskegon to Bay City, first class freight rates have been 7 1/2 cents per 100 lbs. over Zone E, and so on down to sixth class freight.

In Michigan it was costing the farmer 22 cents per 100 lbs. to ship hay 50 miles. The Illinois farmer was shipping hay 50 miles for 14 cents per 100 lbs. The Wisconsin farmer was shipping hay 50 miles for 11 cents per 100 lbs. The Iowa farmer could ship hay 50 miles for 8 1/2 cents a 100 lbs. The Indiana or Ohio farmer could ship hay 50 miles for 18 cents per 100 lbs. A difference of 8, 11, 12 1/2, and 4 cents against the Michigan farmer.

Very soon after this zoning of Michigan, all freight rates to, from and between points in Michigan were increased 15 per cent, then 25 per cent and finally another 40 per cent, which was effective Aug. 26, 1920. This brought rates to the point where the Michigan State Farm Bureau in co-operation with the Michigan Traffic League attacked them,—leading into the Michigan Zone Rate Case.

Bureau Met Farmers' Need  
There were the conditions that were recognized by the Michigan State Farm Bureau as demanding whatever expenditure of Farm Bureau time and money that might be necessary to obtain some modification or readjustment of Michigan rates. It has required a great effort extending over a period of more than two years to accomplish the complete elimination of one Michigan "zone" and a substantial reduction in the rates to and from and between points in the two remaining zones. It was necessary to combine the Farm Bureau's efforts with those of other classes of shippers, furniture men, cannery, etc., in order to make a complete case for the Interstate Commerce Commission, one that would speak for all the shippers affected. This was accomplished through the medium of the Michigan Traffic League organization.

## Some Idea of the Job

The case was prepared and presented by the Farm Bureau's traffic counsel, Ernest L. Ewing of Grand Rapids. The trial of the case at Lansing in April and May, 1922, required almost six weeks. The record of the testimony contained 4,100 typewritten pages. More than 250 statistical exhibits were presented, and some 250 witnesses were examined and cross-examined. The testimony of the Farm Bureau witnesses—county agents, county Farm Bureau members and officers, Michigan Elevator Exchange and other commodity exchange representatives,—covered the conditions in fifty representative counties, and every phase of Michigan's agricultural and horticultural development and possibilities. Without the Farm Bureau such a case could not have been built

## Big Crop On South Haven Peaches Set Spring, 1919

Mr. Bredehoff is a fruit grower and represents us in the great peach belt along Lake Erie in Ottawa County, Ohio. His customers are past masters in the science of growing fruit. Naturally they are skeptical of new introductions because many so-called new varieties either are not new or worthless.

## READ WHAT BREDEHOFF SAYS

Danbury, Ohio, Aug. 27, 1923  
The Greening Nursery Co., Monroe, Michigan.

I want you to know that South Haven trees on the H. H. Hammond farm, the first to come into this community, are satisfying the skeptical and they are all what you claim for them. They are ready for market now, with the Carmen. All I have to do is to take the fellows into that orchard. Expect to get some nice orders now. The fruit is uniform in size, all running large in spite of the very, very dry season. There are about 250 trees in the orchard and I do not believe there will be one bushel of B grade peaches in the whole block. Yesterday they sold the fruit at the house as fast as they could pick it and could have sold more if more had been ripe.

I took the managers of the local fruit companies down yesterday and they are now convinced that you have not exaggerated its merits. I am sure does me good to be able to prove this to some of the fellows who had no faith in new introductions in peach varieties.

Thanking you, with kindest regards, I am  
Very sincerely yours,  
(Signed) E. H. BREDEHOFF.

## This Great Peach—The South Haven—Stands Alone on Several Counts:

1.—Hardiness. 2.—Early and continuous heavy bearing. 3.—Size and beauty. 4.—Shipping qualities. 5.—Its merits as a canning peach. 6.—Last but not least, season of ripening, which averages eighteen days earlier than the Elberta, thus bringing the South Haven on the market at a time to catch the big prices before the drop, which usually occurs when the Elberta goes on sale in quantity.

Full history of this peach will be mailed to all interested. Ask for your copy today.

## The Greening Nursery Co.

Monroe, Michigan  
Born 1850—Still Growing

up for Michigan farmers. Through the Bureau the facts came out.

General Earl R. Stewart, of the Michigan Public Utilities Commission, and Special Examiner Paul R. Carter of the Interstate Commerce Commission presided at the six weeks' hearing. Examiner Carter was not convinced that the Michigan rates should be reduced and issued a report and recommendation wholly unfavorable to the shippers. Traffic Counsel Ewing filed 45 exceptions to the examiner's report and later made an argument of approximately 15,000 words at Washington. Seven members of the Interstate Commerce Commission and Michigan Commissioner Stewart heard his argument. Other members of the Michigan Commission were present.

## Railroads Used Heaviest Guns

The Michigan railroads were represented during the hearing of the case, by a group of their most prominent attorneys, and they spared no effort to defeat the case. Among the railroad witnesses were presidents, general managers, general freight agents, traffic managers, superintendents and subordinate employees.

As a result of the hearings at Washington, Mr. Ewing, representing the State Farm Bureau and the Traffic League and other shippers' organizations, proved to the satisfaction of the Interstate Commerce Commission that the zoning system as it exists in Michigan is unjust to farmer and city shippers. In December, 1923, ten months after the Washington hearing, the Interstate Commerce Commission handed down a decision which abolished Zone B and lowered the rates considerably in the cases of Zones C and D. It made the intrastate zones E and F conform with the new interstate zones, so now we have A, B and C, (see map No. 2) for both interstate and intrastate shipments, thereby effecting a tremendous aggregate savings in freight rates for Michigan shippers, improving their chances for business as against their competing neighbors in other states, and greatly simplifying the state's rate structure. All of this is to become effective on or before March 21, 1924.

We are presenting elsewhere in the News, additional and more detailed information to explain the zoning of Michigan rates, and to partly indicate the benefits to be derived from the elimination of the Zone B and the modifications of the rates to, from and between points in the territory of the present Zones C and D. The maps published herewith are intended to assist our readers in gaining full information about the case.

## BERT LUMLEY FINDS GOOD SEED PAYS BIG

Boyer City, Jan. 10.—Bert Lumley, prominent farmer and Farm Bureau member living near here, certainly "knows beans," but says he isn't too old to find out something new once in a while. Last summer he conducted a variety test which gave him some definite knowledge regarding the advantages of using Robust beans instead of the ordinary white navy pea bean.

Harvest and threshing revealed the following results:

Common Beans, 11.9 bu. per acre.

Robust Beans, 18.2 bu. per acre.

Figuring the price of beans at only \$4.00 a hundred to the farmer, this difference in yield means more than \$15 per acre more for merely planting Robust beans. The harvest is the surest test of true seed values. It pays to know where your seed comes from and just what it is.

## THUMB SHIPPERS GREATLY HELPED BY ZONE DECISION

Wiping Out Freight Zones and Inflated Mileages Means Big Cut in Rates

The extension of Zone A to include all of the Thumb district of Michigan, even that part which formerly was a part of Zone C was one of the outstanding features of the great legal victory gained by the Michigan State Farm Bureau when the Interstate Commerce Commission granted a favorable decision in the freight zone rate case.

By studying Map 1 on page one it will be seen that all of Huron county and parts of Sanilac and Tuscola counties were in the old Zone C, while the remainder of the Thumb was in Zone B. The new ruling will wipe away all zone restrictions for this region and place it entirely in Zone A.

The extent of the reduction in rates which this case has accomplished for the northern portions of Sanilac and Tuscola counties and for all of Huron county is very great. The first class rates applying to shipments of clothing, dry goods and high class merchandise generally will be reduced about 10 or 11 cents per hundred pounds. Still more important is the fact that the fifth class rates which generally apply to shipments in carloads, including shipments of hay, beans, potatoes, apples, canned goods, etc., will be reduced from 3 to 5 cents per hundred pounds, or from 60 cents to \$1 per ton.

## To Deflate Mileages

In addition to these reductions it is well to remember that rates to and from points in the Thumb territory will eventually be still further lowered, due to the fact that the commission has required the railroads to recheck the mileages on which the rates are based. Rates to and from the Thumb territory have been based on greatly inflated mileages since 1917 and one of the principal efforts made by the Farm Bureau in presenting the case was to secure the deflation of these rates to the basis of more nearly actual distances.

As illustrating such mileage inflation and their effect upon the rates it may be noted that while the actual distance from Cass City to Toledo, Ohio, is only 160 miles, the railroads have been charging for 226 miles, or 66 miles more than the real distance. Taken together, the benefits resulting from the wiping out of the former zones in the Thumb district and the reduction of inflated mileages will mean a considerable saving to all Thumb district shippers. For instance, it will mean that while the old fifth class rate from Cass City to Toledo was 30 cents, the new rate will be reduced to 23 cents. There will be corresponding reductions for other Thumb district shipping points.

## To Open New M. A. C. Building Next Month

East Lansing, Jan. 10.—The new Home Economics building nearing completion at the Michigan Agricultural College will be opened Tuesday evening, February 5, as a feature of the annual Farmers Week at the college.



## FRENCH FARMERS ENJOY PERIOD OF PROSPERITY

Farm Bur. Observers Learn Why France Has Come Back Strong

### AGRICULTURE IS FIRST

French Going in Strong for Machinery; May Affect Our Operations

Chicago, Jan. 10.—The farmers of France have made enormous progress since the war. Before the war they were merely peasants; today they are farmers.

This is what M. Cheron, Minister of Agriculture for France, told the American Farm Bureau delegation investigating European agricultural conditions when they called on him in Paris early in December after having visited England. This article is part of the report the delegation made before the American Farm Bureau convention at Chicago Dec. 11, 1923. Articles on the reports made on Denmark and Germany will appear in succeeding issues of the News.

In contrast to their English friends across the channel, French farmers are enjoying greater prosperity than they have ever known before. High tariffs hold their market for them and the national policy is that agriculture should receive first consideration as the very foundation of the security and prosperity of the republic.

The French hold fast to the realities. They love to indulge themselves in sentimental talk, but as Clemenceau told the delegation, they never forget the realities. The big fact of the world war for every Frenchman is that the nation came near to ruin, that there is no use in assuming that there will be no more wars, and that the first consideration is security. This France seeks to obtain partly by her foreign policy and partly by making herself even more self-contained than before the war.

So, while M. Cheron indulged himself in some lofty expressions of the common ties between American and French farmers he frankly said that it was his object to develop French agriculture that it would produce everything the nation needed. He has a great program for French agriculture which closely resembles the Farm Bureau program in America.

**Buying Much Machinery**  
French farmers are buying immense quantities of American and other agricultural machinery, whereas they formerly did most of their work by hand. Their production is beginning to increase rapidly as they are learning how to use this machinery efficiently. This situation promises that France will import less and less food stuffs from America as her production increases. This is also true in Germany where the investigators found German food production being increased through more machinery and that Germany probably will not import 30 per cent of her food stuffs in the future. All this has a meaning for the American farmer.

The French are looking forward to the electrification of the farm. France is at work on a great hydro-electrical development which is being financed and paid off a good deal like the Muscle Shoals Ford plan. Parliament has voted 600,000,000 francs for financing co-operative farmer companies to distribute electricity to their members.

**Farmers and Gov't Co-operate**  
M. Cheron explained that the farmers have been much assisted in their efforts by the government's assistance in reducing the expenses of distribution of farm products, so that there is not such an enormous spread between farm prices and consumers' prices as in the United States and other countries.

**Believe in Farm Organizations**  
Agricultural organization in France dates back only 35 years. All the different sorts of agricultural societies are federated in the Federation of Agricultural Societies. There are no competing or rival organizations. Seventy per cent, or 1,200,000, of the farmers are in these organizations. Almost all of them own their farms. The national organization owns its own spacious office building in Paris. It carries on a vast business in procuring farm supplies and farm labor, and co-operative buying is well developed. On the marketing side, however, co-operation is not well developed. While it is admitted that the French farmers are weak in marketing because they do not co-operate, it is also true that the French middlemen do not collect a very excessive toll, as is illustrated by the fact that while farm products have a lower wholesale price in England than the French wholesale price, retail prices are lower in France.

While agriculture is very prosperous in France, it is confronted with some of the same problems that the American farmer has to contend with. The lure of the cities and their high wages is too much for the farm worker and often for the owner himself. Farm labor is a great problem. That is why agricultural machinery now has such a vogue. The government and the agricultural societies see the ultimate remedy only in the easing of farm life and making it more attractive.

When you hear a neighbor loudly knocking the Farm Bureau, just remind him that an empty wagon makes the most noise.

## Ypsilanti Farm Bureau Does Big Business for Members

The pictures shown herewith show the two elevators belonging to the Ypsilanti Farm Bureau Ass'n, which is a splendid example of local co-ops working with the Farm Bureau. This local has been organized about two years and a half and is doing a fine business.

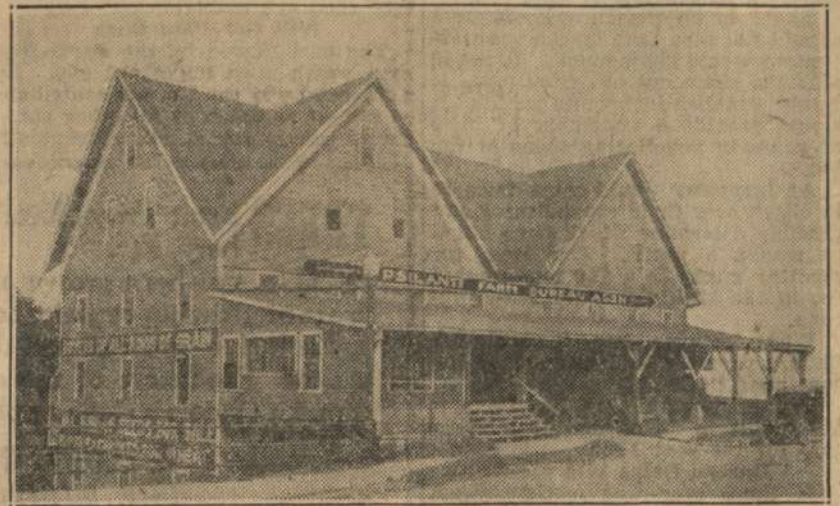
An outstanding feature of this local is the loyalty of its 300 members. It is a common occurrence to hear the members talk about "our elevator." Since the organization of this

year 1922 were \$205,000.

In addition to grain, feeds and seeds, the Ass'n handles coal, fertilizer, lime, automobile tires, lubricating oil, cement, fencing, tile, etc. New lines are being added as the demand for service increases.

Much of the success of the Ass'n is due to the untiring efforts of the Board of Directors and the loyal support and co-operation of the membership.

Commenting on the experiences of



Cross Street Elevator of the Ypsilanti Farm Bureau Ass'n.

Ass'n its trade area has been constantly increasing until today the trade comes from six to eight miles in every direction from Ypsilanti.

The concrete elevator located on Forest Ave., has a capacity of 25,000 bushels. Hay and coal are also handled at this plant. The limited warehouse space here allows the storage of only a small quantity of supplies, the main bulk of which is carried at the Cross Street Elevator, where the Ass'n's offices are located. Both elevators are equipped with large capacity feed grinders. They operate, a city delivery and sell to city trade as well as to their own members.

During 1923, the total sales of the Association amounted to \$240,000.

During the past year, 20 cars of Milkmaid, the Farm Bureau's 24 per cent protein dairy feed, were handled for the members. During the months of April and May last spring, the sales of Farm Bureau seeds amounted to \$7,042.66. Seventy cars of grain were handled during the 1922 season. Total sales for the

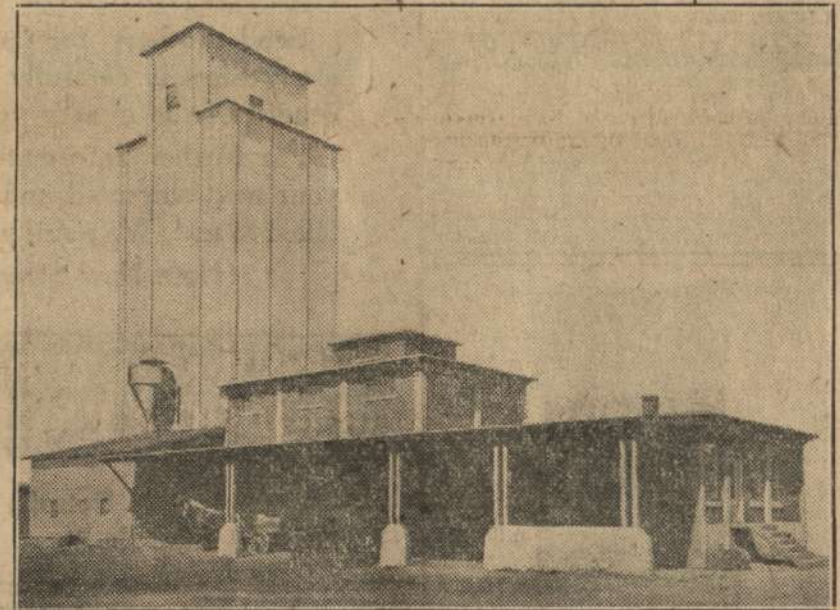
this local co-op, Mr. Frank B. Wilson, the manager, makes the following statement:

"We have wonderful success with Milkmaid. It is the big seller with us in the feed line. Farm Bureau seeds are sometimes quoted a little higher than other seeds, but it is worth while to sell seed that you have confidence in, seed that you know is the best that money can buy."

"I feel that our success is largely due to the loyal support of our members. Our association has been through pretty strenuous times. We operated the first year at a loss, but the members have stuck together and we are now rapidly gaining ground."

The officers and directors are as follows:

President—Geo. McCalla.  
Sec.-Treas.—Ed. Foster.  
Manager—Frank Wilson.  
Directors—Mort Crittenden, Geo. Seavor, John Graves, John Bazley, Geo. Gill, Ennis Twist, Chas. Campbell.



The Concrete Elevator of the Ypsilanti F. B. Ass'n, located on Forest Ave.

## \$110 LOOKS BETTER THAN DEAD LOSS

Bureau Recovers Member's Cash in Lost Alfalfa Seed

Imley City, Jan. 10.—Not long ago W. N. Clarkson, Lapeer County Farm Bureau member of Imley City, reported to the State Farm Bureau Traffic Dept. that a shipment of six bushels of alfalfa seed shipped to him last March from South Rockwood to Imley City over an electric line failed to come through. His claim for \$110.28 for a lost shipment was refused by the railroad and he was stumped. He turned his information over to his Farm Bureau Traffic Dept. at Murray Bldg., Grand Rapids, and on Dec. 8 the Farm Bureau mailed to Mr. Clarkson a check in full settlement of his claim, and for the \$110.28 originally noted. Here is a Farm Bureau service that was worth \$110 to this member, a sum that was certain to be a dead loss to him until he called upon his Farm Bureau organization. This is only one of a number of such claims, large and small, that are being collected right along for our members. If you have a loss or damage claim, or a suspected overcharge claim, it will pay you to have the State Farm Bureau undertake to recover for you. The Bureau makes a small percentage charge for recovering claims and for auditing freight bills to find possible overcharges. This charge is only enough to help cover the cost of the work.

## Live Stock Claims Collected for Co-ops

Claims collected recently by the Farm Bureau Traffic Dept. include one for \$41.25 for loss on live stock, in favor of the Sturgis Co-op Ass'n and another for \$99.50, also covering loss on live stock, in favor of the Dowagiac Farmers' Co-op Ass'n.

## MGR. OF THRIVING CO-OP TELLS WHY F. B. SEEDS EXCEL

Shelby, Jan. 10.—"Farm Bureau seeds give results," says O. E. Hawley, manager of the Shelby-New Era Marketing Association, in explaining why this local co-op handles nothing but Farm Bureau brand seeds. "Very frequently our members drop in and tell of the excellent stands and the fine crops they have produced with Farm Bureau brand seeds and assert their intention to buy nothing else," Mr. Hawley added.

"Our seed business is growing from year to year, due to the satisfaction Farm Bureau brand seeds have given our customers. We take pleasure in recommending this seed to our members, not merely because of our loyalty to the organization, but because we feel that we can best serve our members by giving them seeds of known origin which will surely be adapted to their conditions. Farm Bureau brand seeds are guaranteed to the full purchase price, as to purity, germination, origin and adaptation."

## MICH. HOLSTEIN MEN PLAN BANQUET FEB. 4

One of the features of Farmers Week, at M. A. C., February 4-8, will be the annual banquet of the Michigan State Holstein Association which will be held at Lansing on the night of Monday, February 4th. The annual meeting will be held the following day, Tuesday, February 5th, at the Michigan Agricultural College, East Lansing.

William Moserip of Minnesota, probably the best known dairy cattle judge of the U. S. A., will be present to demonstrate dairy type and to hold a judging school. It is planned to hold a high class sale of selected Holsteins at the College the afternoon of February 4th.

## PURCHASING DEPT POLICY IS QUALITY WITH ECONOMY

Farm Bureau Buys 35 to 40 Commodities for Members

By L. A. THOMAS  
Mgr. Farm Bur. Purch. Dept.

(Editors Note—This is one of a series of articles written by State Farm Bureau Dept. managers, informing the members what their dept's are doing.)

The Purchasing Department handles 35 to 40 commodities. The most important ones are dairy and poultry feeds, fertilizer, coal, cement, salt, lime, fence and fence posts, and spray materials.

We are aiming to do more than just buy something for our members. The Purchasing Department is a service institution, bringing to our members commodities in car lots at the best possible price. Michigan Milk-maker furnishes an illustration of what we mean by a Purchasing department based on service. We buy in very large volume the various ingredients that go into the dairy feeds, that is, we buy to best advantage the cottonseed meal, bran, middlings, gluten, molasses, and other materials going into Milk-maker. These materials are assembled at Peoria, Ill., which is so located, considering the source of materials, so that there is little or no extra freight involved and we simply hire the mixing done by a big mill. We have our own feed inspection service there. The growth of the business in this commodity is shown by the fact that we have more than doubled the tonnage during the past year.

**Same For Poultry Feeds**

What is true about quantity buying of dairy feeds is also true about poultry feeds, and these are assembled under the same conditions. For the first time the farmers can buy their dairy and poultry feed not only on guaranteed chemical analysis but also on guarantee of the actual contents, and at a price from which every unnecessary expense has been eliminated.

Another illustration of Purchasing service is found in our fertilizer plan. Michigan, Ohio, and Indiana State Farm Bureaus have combined their fertilizer buying so as to take the entire output of a new fertilizer factory erected by the Tennessee Copper and Chemical Company at Lockland, near Cincinnati. This company owns its own phosphate mines and has its own sources of sulphuric acid. It also owns branch railroads and tank cars for the shipment of the sulphuric acid. This factory is close to Cincinnati which makes it possible to get material from the packing houses there for other forms of fertilizer. We can also ship to our co-operative associations such products as meat scrap and tankage along with the carloads of fertilizer at a reasonable price. Also, any analysis of acid phosphate such as 16%, 18%, or 20%, or mixed fertilizer can be shipped in straight or mixed cars direct from this factory.

All other commodities handled by the Purchasing Department are bought as far as possible with the same kind of advantage, that is, from the biggest and most reliable firms so that there is only the one necessary step between the big factory or mine operator and farmer.

There are several things members must remember about co-operative buying. Its success is based on large volume, on cash or bankable paper, on farmers anticipating their needs as much as possible, and on the local Co-op selling at a reasonable profit and not trying to cut prices. If there is a surplus at the end of the year it is better to divide it then according to business done, rather than cut prices during the year.

## Buffalo Co-ops Will Distribute Dividend

(Continued from page one)  
bright for good substantial dividends in the future.

The present dividend will be distributed to the members of the Producers Co-op Comm. Ass'n during February, on the basis of business handled, at the rate of about \$4.00 per car. The members include individual shippers and local co-operative shipping ass'ns. In the case of the latter, the dividend will in most cases no doubt be distributed among the local members. Michigan's slice of this melon will total about \$9,576.

**Michigan Elects Delegates**

The annual meeting of the Buffalo Producers will be held at Buffalo on Feb. 12. Michigan will be entitled to 5 delegates at this meeting, Indiana 5, Ohio 2 and New York 1. Each state has a delegate, regardless of the amount of business done, and then an additional delegate for each 600 cars of stock shipped. The 5 Michigan delegates elected at a meeting of the Michigan Livestock Exchange held in Lansing, Jan. 10, are as follows:

Forrest King, Charlotte.  
R. H. Brubaker, Gladwin.  
E. E. Donough, Hudson.  
J. I. Post, North Adams.  
W. W. Billings, Davison.  
E. A. Beamer of Blissfield, president of the Michigan Livestock Exchange, is president of the Producers Co-operative Commission Ass'n. J. H. O'Meara of Pittsford and P. M. Granger of Charlotte are the directors from Michigan.

## MARL STOCK PILE DWINDLES RAPIDLY AS FARMERS HAUL

James Lake Men Draw Marl Excavated by Manistee Bureau Machine

Manistee, Jan. 7.—The stock pile of marl at James Lake is being hauled away rapidly by farmers of that vicinity. Several orders have been placed for from 100 to 200 yards of the material. The open weather has given an excellent opportunity to get the marl home for early spring use.

The purchase and operation of the marl machine has proved to be a splendid investment by the County Farm Bureau. It has been a money maker for the members who are in a position to use some of the marl for improving their soil conditions. The machine is now in operation in Dickson Township, where a stock pile of 1500 yards is being excavated.

## Learn About Bureau Suits and Overcoats

When you are in Lansing for Farmers' Week and for the Farm Bureau's annual meeting, don't fail to visit State Farm Bureau headquarters at 221 North Cedar St., Lansing. Someone will be there to show you around the seed and other departments. The Farm Bureau's Clothing Department will be glad to take your measure without any obligation on your part for a Farm Bureau suit or overcoat now, or so that you are prepared to order a Farm Bureau suit or overcoat from our samples anytime from your measurements in our files. They will be absolutely right. You will be pleased to know what services the Bureau Clothing Dept. can give you. To get to the Farm Bureau, get off the College street car at Cedar street either going to or coming from the College. The Bureau is two blocks walk from Michigan avenue, and about five blocks from the center of Lansing.

## CO-OP EXCHANGE BOOMS

Pittsford, Jan. 3.—Seventy-one new local livestock shipping associations have joined the Michigan Livestock Exchange since March 1, 1923. This brings the total membership up to 223 local ass'ns.

## \$100,000,000 Business

The National Livestock Producers Association estimates that the thirteen terminal markets operating under the national livestock co-operative plan did a business totalling one hundred million dollars in 1923.

## MAKES A PROFIT THROUGH BUREAU POULTRY CO-OP

North Street Local Makes a Good Trip to Detroit By Auto Truck

The Michigan Farm Bureau Produce exchange, one of the youngest co-ops promoted by the Michigan Farm Bureau, is rapidly gaining in favor among the farmers within reach of the Detroit produce market.

But like a lot of other institutions it will not be of any particular benefit to the man who does not take advantage of it.

An instance of the possibilities of profit to farmers, even as far away as Port Huron, came during the week before Thanksgiving day.

Several members of the North Street Farm Bureau local got together a truck load of chickens, geese, hogs and veal, and sent it down to Detroit to be put on the market through the new co-op.

Earl R. Ferguson, secretary of the local, was one of the men who sent fancy young chickens, for which he had been able to get no better offer than 18 cents. The exchange got him 24 cents.

Another shipper in this little "carload lot" had some hens—just plain hens. He didn't claim that they were spring chickens. He got 6 cents more than his best previous offer.

The trucking expenses proved to be two cents a pound. And this gave Secretary Ferguson a clean four dollars per hundred advance over the best he could have done otherwise.

And the man with the just plain hens hadn't been able to get an offer for his stuff.

Looks as though the farmers could afford to tie up with their own marketing associations, eh?—PORT HURON TIMES HERALD, Dec. 20, 1923.

## Ohio Has Success in Signing F. B. Members

Columbus, Ohio, Jan. 10.—By the middle of January, 61 Ohio counties will have started or finished campaigns for a renewal of membership in their Farm Bureaus at \$10 per year, for another three-year period.

No county has entirely completed its campaign at this date, so no figures can be given, but leaders state that the membership is satisfactory and the Farm Bureau organization is on the safest and most solid foundation of its life.

## SCRUB FEEDING IS AS BAD AS SCRUB COWS

Ames, Ia., Jan. 3.—"Next to scrub cows in a dairy herd the scrub feeding of good cows is the greatest detriment to the dairy industry at large," says Prof. Earl Weaver, head of Iowa State college. He believes good care of the dairy herd, coupled with proper rationing, means success in dairy production.

## M. S. F. B. Board Pays Tribute to Farrand

The Board of Directors of the Michigan State Farm Bureau has passed the following resolution:

"Resolved that we deeply mourn the untimely passing of our friend and fellow laborer, T. A. Farrand. We take this opportunity to express the respect which we hold for him as a horticulturist and a friend of Michigan agriculture and to show the esteem in which we cherish the memory of this man of such marked ability and such sterling qualities and helpful spirit."

## Co-op. Egg Marketing Profits 14.7c a Doz.

Jefferson City, Mo., Jan. 10.—Definite progress in the marketing of eggs is being accomplished by the Missouri Farm Bureau Federation Egg Marketing Committee. Work was started about the middle of August in Pettis County. The project has now grown until the members of the Pettis County Farm Bureau have been able to make an average profit of \$4.41 on each case of eggs shipped direct.

The Pettis County farmers under the leadership of Robert S. Clough, County Agent, have done much in the way of preparation for the project in breeding, feeding and housing of poultry. "Quality," said County Agent Clough, "is the first essential to a successful co-operative egg marketing project."

On the eggs shipped so far from Pettis County, the producers have realized a net profit of 14.7 cents a dozen over the local prices.

The eggs shipped by the members are all selected for quality before they are brought in to the Farm Bureau office at Sedalia for shipment. They are again selected by a competent grader before they are assigned to the cases.

Numerous demonstrations have been held throughout the county for purposes of instructing operators in selecting the high quality eggs.

# IMPORTANT SEED ANNOUNCEMENT!

## Farm Bureau Brands Direct To You In Sealed Bushel Bags!

The Michigan State Farm Bureau Seed Dep't this spring will give its members the last word in guaranteeing the origin, purity and genuineness of seed by distributing Farm Bureau Brands to the members in SEALED BUSHEL BAGS. Sealed half bushel and peck bags may be had at slightly increased cost.

**FURTHERMORE**, each bag carries the regular Farm Bureau Brand seed tag which guarantees the purity, genuineness, origin and description of the seed as represented thereon to the full purchase price of the seed. In addition, and as long as our Michigan supply of seed lasts, every sealed bag of 1924 Farm Bureau Brand clover seed is **inspected and certified** by the Michigan Crop Improvement Ass'n to be seed of Michigan origin.

You don't need to take the chance of getting any dangerous imported seed or any other kind of unknown seed of doubtful quality and a resulting crop loss if you play safe and buy Michigan State Farm Bureau Brand seeds now. We are doubtful if our supplies will hold out for "last minute" folks next spring. See your co-op and demand Farm Bureau Brand high quality seeds. Ask for them in the original "sealed bags" bearing the Michigan Farm Bureau Brand as illustrated at the right.



Farm Bureau Seeds Give The Results You Expect For Your Labor

**Michigan State Farm Bureau**  
Seed Dep't.  
Lansing, Michigan



## MURPHY SAYS SEND ME YOUR FREIGHT BILLS AND CLAIMS

Farm Bureau's New Traffic Man Wants a Chance to Save You Money

### OVERCHARGES ARE MANY

Ewing Says, "There Never Was Such a Need to Audit Freight Payments"

A young man with several years' traffic experience, with boundless energy, and with a record for real service, has been added to the Traffic Department of the Michigan State Farm Bureau at Lansing. His particular line of work will be to furnish expert advice on rates, to audit freight bills and to collect freight overcharges and claims for losses and damage, to trace delayed shipments, handle re-consignments and diversions, secure permits for movement of embargoed cars, etc.

D. F. Murphy is his name. He was formerly the traffic manager of the Port Huron Chamber of Commerce. Mr. Murphy says, "Tell your readers to send in their claims for loss and damage and their freight bills so that I may audit them to see if any overcharges have been made."

#### How They Happen

Mr. Murphy declares that he is finding many overcharges on the freight bills which he has audited thus far. He explains that these overcharges occur for various reasons, such as wrong classification, wrong rates, wrong minimum weights, wrong routing, misapplication of rules, demurrage, switching charges, etc. Because of his experience and because of the splendid equipment of rates, rules and tariffs on products shipped and received by farmers and farm organizations which are on file in the Lansing office of the Farm Bureau Traffic Department, Mr. Murphy can discover these overcharges and collect them for you better than any commercial traffic agent in the state.

The services of Mr. Murphy are available to all Farm Bureau members, Farm Bureau business departments and commodity exchanges and local co-ops connected with the State Farm Bureau. There will be a small percentage charge for all claims actually collected.

E. L. Ewing, Traffic Counsel, Grand Rapids, under whose direction all Farm Bureau traffic work is conducted, says, "The several percentage increases in all freight rates during the past five years, and the innumerable complications that have arisen from the unsettled rate making conditions that attended and followed federal control of railroads and the enactment of the Transportation Act of 1920, have created a very chaotic state of affairs and rate schedules are so difficult of interpretation that the possibilities and the instances of serious overcharge in freight are greater than ever before. Every shipper paying any substantial amount of transportation charges should use the freight audit and claim services of the Lansing office."

### Co-ops Sell 40 Cars

#### Of Manistee Stock

Manistee, Jan. 9.—Over 40 cars of live stock have already been shipped to the Michigan Livestock Exchange by six local shipping associations, in Manistee County, all organized during the summer of 1923. Manistee farmers find much satisfaction in this opportunity to market livestock. A very noticeable improvement in grade has already begun with the purchase of a number of pure bred Shorthorn and Hereford sires.

Credit for the success of the enterprise in this section, must go to the local managers, W. F. Danville of Marilla, R. W. Colclough of Brethren, R. V. Baker of Wellston, L. L. Milarch of Copemish and Fred Joppi of Kaleva.

Plans have been discussed for the combining of the Associations into one central organization under one manager and a central board of directors.

## We All Like Good Stands of Alfalfa, But How Get Them?

Some Seed Makes Long Trips But It Will Never Help Lift Your Mortgage

By J. W. NICOLSON  
Mgr., Farm Bur. Seed Dep't.

A good stand of thrifty alfalfa will ordinarily give a yield of three to five times as much hay in a given season as can be produced on an equally good stand of timothy or clover. The feeding value of alfalfa, as we all know, is much greater and, if you have the right kind, the stand will continue to produce in a vigorous, profitable way over a longer period of years than any other hay crop. Its superior value when once established absolutely cannot be disputed.

Then why isn't more of it grown? Because, many people who have tried it have failed to get a profitable stand; and so they and some other farmers believe that it is very difficult to grow alfalfa successfully in the eastern states.

#### Good Alfalfa is Hardy

Nothing could be farther from the truth. The right alfalfa will stand more grief in the form of depleted soil condition, drought, extreme heat or extreme cold than any of our common hay and forage crops, with the exception of sweet clover which often gives quicker results on very poor soil. The trouble is, most of us think and talk of alfalfa in too broad, general terms when we should be thinking of it in the form of different groups and types having widely different traits and possibilities.

The savage in central Africa, undoubtedly believes that all men are black and he never has conceived of such a thing as cold weather, yet you and I will not concede to such generalizations as "all men are black," or "all climates are hot." Yet as I write this, I have before me samples of alfalfa seed produced within the last two years from such widely separated sections as Asiatic Turkestan, Michigan, Africa, Ontario, Arizona, Italy, Utah, and Argentine; from sections varying in climate from tropical to semi-arctic and yet some people who think of themselves as good farmers, go to the store and ask to buy alfalfa seed on the same principle they would buy carpet tacks—the biggest package they can get for a nickel.

#### Have You Been Stung?

Just think of it! In fact, think of it again and you will begin to wonder why this all too general "alfalfa" doesn't always fail. Well, the facts are that since the war stimulated production in this country and slowed up imports from others we have had a lot of good alfalfa seed scattered around among the southern grown seed offered on eastern and middlewestern markets and there is always a chance that you may get good seed even if you do buy practically blindfolded. Adapted seed can't be told from non-adapted seed. You've got to know to be sure.

Unfortunately, some of the large seed producing sections of the southern part of the United States are sending to our eastern markets large quantities of seed that can be counted on to give disastrous results; and Argentine, down in South America, with cheap peon labor, has awakened to the fact in the last five years that we will stand for most any kind of immigrants without inquiry into their previous habits or history so she has been shipping up several million pounds of seeds annually—last season about nine million pounds, the year before about ten million pounds. At 10 lbs. per acre this would be enough to sow a million acres.

#### Where Does It Go?

Now I am willing to bet dollars to doughnuts that not one of my readers believes he used a pound of this Argentine seed. You know that's the funny thing about this imported seed. It comes into the country, as verified by the U. S. customs records and it doesn't leave our shores again, and yet nobody sows it. Isn't that strange! Enough seed to sow hundreds and thousands of farms, costing millions of dollars, sinks without a trace.

Now honesty, where was the alfalfa seed purchased that you have sown the last five years? If you bought it on the open market you may as well admit that you don't know how many hands it passed through; whether it is southern or northern grown or a blend of the two with a little Turkestan thrown in to make things lively. Ask the fellow you bought from where it was grown and the climatic conditions of the section. If it was seed purchased from some other source than the Michigan State Farm Bureau, he probably couldn't answer these questions any better than you could.

#### How to Play Safe

How can you protect yourself in the future against the chance of getting undesirable seed? Buy through the farmers' own organization, organized primarily to serve. We are in a position to supply you with alfalfa seed of positively known and guaranteed origin.

The Michigan State Farm Bureau Seed department, now one of the largest seed handling concerns in the country, sends its own representatives to producing sections and buys seed which remains under its direct control until shipped to the consumer or his local representative—the local co-op. The value of the seed from a given section, to Michigan conditions, is carefully checked by the Farm Crops Department of the Michigan Agricultural College, both by extensive plot tests at East Lansing and by field trial. This work has been carried on long enough so the recommendations regarding the seeds handled by the Farm Bureau Seed Department are not idle dreams or surmises. They are based on test facts.

If anyone attempts to tell you the above information is bunk, have him show enough confidence in himself to put his statements on paper with his signature underneath and send them in. We are prepared to back up ours.

#### Please Define "Northern Grown"

The Michigan State Farm Bureau Seed department feels that there is a great deal of misinformation as well as a lack of any kind of information regarding sources of alfalfa seed sold in this country. For instance, do you realize that Montana and the Dakotas produce only a very, very small per cent of the alfalfa seed crop of the United States, and yet it is of these strains you hear the most. The production can be quite accurately estimated but the distribution is only a guess. However, as near as we can guess it, often ten times as much seed is sold as having been grown in these states as actually was grown there. Likewise, a great deal of alfalfa seed is quoted as western grown and northwestern grown.

The Michigan State Farm Bureau sells its seed for what it is and guarantees such important points as origin, genuineness as to name and its purity. You can buy Farm Bureau seeds and feel that you know positively what you have, and you're safe. As has been pointed out in the News, there is a shortage of some seeds, particularly clover. The thing to do is to figure out your seed requirements early, then go to your co-operative ass'n and demand Farm Bureau Brand seeds—for the above reasons.

## ARE PHEASANTS A NUISANCE TO YOU?

If So, State Farm Bureau's Annual Meeting Offers Relief

Following is a letter from the China Farmers Club, St. Clair Co., concerning pheasants as a nuisance as crop destroyers and asking that action be taken to allow farmers to protect their crops. The letter:

St. Clair, Mich., Jan. 2, 1924.

Mr. Clark Brody, Mgr., State Farm Bureau, Lansing, Michigan.

Dear Sir: The China Farmers' Club at a recent meeting passed a resolution declaring pheasants a nuisance and requested me as head of the committee on legislation to inform you of our opinion and request that farmers be allowed to protect their crops.

I have talked of this matter to farmers of other communities and find them all outspoken against the pheasant. One farmer assured me that crows had never destroyed as much corn for him as pheasants did last spring.

Farmers whose fields adjoin wood lots suffer most, of course. Trusting you will pass this on to where it will do most good, I remain, Yours sincerely,

JESSIE J. DELORE.

If sentiment is general on this subject, this is a matter that local Farm Bureaus and Farm Bureau members might consider as subject matter for a resolution at the sixth annual meeting of the State Farm Bureau at the Michigan Agr'l College, Farmers' Week, Feb. 7 to 8. Don't forget that all resolutions must be in the hands of the Resolutions Committee in time so that they can be printed and presented to the delegates on the first day of the annual meeting.

In law it is a good policy to never plead what you need, lest you oblige yourself to prove what you cannot.—A. Lincoln.

## ADAPTED SEED IS PROVING WORTH

Wexford County After Four Years Experiment Will Use Nothing Else

Cadillac, Mich., Dec. 24.—The value of "adapted seed" as compared with "hit-or-miss" seed has been amply demonstrated in Wexford County as a result of a four-year campaign waged by William F. Johnston, county agricultural agent, in conjunction with the County Farm Bureau.

It used to be the practice of Wexford County farmers to buy and plant any sort of seed offered locally by the dealers. Frequent failures of the seed to meet the conditions in this region worried the farmers a great deal, but they never thought of the necessity for using seed adapted especially to those conditions. Then along came Mr. Johnston. He talked, he pleaded and he almost commanded the farmers to exercise judgment in buying seed.

#### Plan is Tried Out

Merchants became somewhat peeved, because they took it for granted that Johnston was merely trying to stir up trouble. But he succeeded in inducing a few farmers to plant nothing but certified seed in spite of the opposition to his idea which developed on all sides.

One year's experience was enough to convince many farmers that there was something to the adapted seed campaign, and today everybody is using certified, adapted seed. The merchants have taken hold with a will, and now it is practically impossible to buy "any old seed" anywhere in the county.

The results? Five years ago it was hard to get half a crop with the seed which the farmers were accustomed to planting. Nowadays, even with unfavorable growing conditions, the rule is that better than a 75 per cent crop grows every year. In good seasons the percentage comes pretty close to 100.

#### A 4-Year Experiment

There are still a few farmers in the county who send away to catalog houses for their seeds, staking their faith on the reputation of those firms. But next year, when Mr. Johnston's campaign comes to a close, he believes that there will not be a field in Wexford County planted with anything except the certified adapted seeds which have proved their value and quality during the last four years of experimentation.—Detroit News.

Wexford county farmers are heavy users of Farm Bureau seeds. They have found that it pays to follow the advice of County Agent Johnston and use this high quality seed which is true to name, adapted to Michigan conditions, free from foul stuff and high in germination.

## BUSINESS NEWS

3c a word per insertion for 3 or more insertions. 2c a word for each of 2 insertions; 1 cent a word for one insertion. Count each word, abbreviation and figure, including words in signature, as words. Cash must accompany order. Mich. Farm Bureau News.

WE MAKE OLD CARPETS INTO Rugs for sale. Write West Side Carpet Weaving, 1225 Muskegon Ave., N. W., Grand Rapids. Mention F. B. News.

SINGLE COMB WHITE LEGHORNS. Trap-nested, Pedigreed. For sale 250 to 250 egg record cockerels, hatching eggs and chicks. Chicks in 1,000 lots a specialty. Write for circular. W. C. Eckard, Paw Paw, Mich.

FOR RENT—Two good dairy farms, 240 acres each. One available immediately. Both farms are well equipped and well stocked with Holstein cattle and plenty of feed. In a good community and close to good schools. No one need unless he is a good progressive farmer and dairyman. Quirk Farms, Ypsilanti, Mich., L. A. Seaman, Mgr.

WANTED—MARRIED MAN TO WORK Dairy Farm on shares or by month. Howard Smith, Birch Run, Mich.

FOR SALE—POULTRY FARM, completely equipped. Must be seen to be appreciated. For particulars write MACALWHITE POULTRY FARM, Caro, Mich.

DO YOU WANT TO INCREASE YOUR egg production? Our Prof. Foreman Barred Rock and White Rock cockerels will do it. \$3 each while they last. J. V. Sheap, Orosco, Mich.

FOR SALE—DUREC JERSEY MILKS, bred for March and April farrow. Lewis Klaty, Carsonville, Mich.

SILVER LACED AND WHITE WYANDOTTES choice cockerels. Eggs in season. 35 good chicks. C. W. Brown, Portland, Mich., R. 2.

FOR SALE—JERSEY BULLS OUT OF cows making from 500 to 750 lbs. fat. Register of Merit Records. Michigan's Champion Gold and Silver Medal herd on two milkings. \$100 and up. C. E. George, R. 1, Union City, Mich.

JERSEY BULLS. Ready for service, finest breeding, cheap. Few M. A. C. BARRED ROCK COCKERELS. Roy Leonard, Lansing, R-7, one mile southeast M. A. C.

G. P. PHILLIPS, THE GOLDEN RULE AUCTIONEER, Bellevue, Michigan. Pedigreed Sales a Specialty. Write, wire or call for terms and dates.

HAY Ask the Chippewa County Farm Bureau, Sault Ste. Marie, Mich., for prices on carlots of hay.

Lansing Michigan

SEED GROWERS

Your Mammoth, Medium, Alsike and Sweet Clover, also Alfalfa, can be handled either on consignment with 80 to 70% cash advance or on outright purchase by the

MICHIGAN STATE FARM BUREAU Seed Dep't.

Lansing Michigan

## Inventory Reveals Farm Bureau Value

Organization's Part in Zone Rate Case Lowers Farmers' Freight Rates; Will Save Them \$500,000 Annually

By D. L. RUNNELLS  
Agr'l Editor, Gr. Rapids Press

This is inventory time. Capitalists, manufacturers and business men now are busy "taking stocks" to determine whether their year's business has been at a profit or loss.

There is no reason why farmers should not also take stocks. An inventory would show much. It would take the guess out of agriculture. It would establish losses and profits. It would provide a statement of facts of value in negotiating loans at the bank.

An inventory would cause farmers to check over their expenditures and possibly determine which have failed to return a profit. One item for scrutiny might be a \$10 membership fee in the Michigan State Farm Bureau.

#### What Returns Has It Brought?

Should payment be continued or discontinued in 1924? The answer to both questions is obtainable in an agricultural inventory for the year 1923. It became obvious when the interstate commerce commission modified the freight rate zoning system in the state, which, it is variously estimated, will save shippers between \$1,000,000 and \$1,500,000 annually in freight tariffs.

It is true this case was not won singly by the Michigan State Farm Bureau. However, had not the farmers through their representation to the Farm Bureau and Grange cast their influence with industry in this legal battle it is doubtful if Wolverine shippers now would be drinking from the cup of victory.

On the other hand had not industry joined with agriculture it is equally

## BREEDERS' DIRECTORY

### HEREFORDS

Young Cows with calves by side consisting of blood from America's foremost herds at prices that enable them under Earle's Hereford Beef Plan to pay for themselves within a year to 18 months. Bulls including prize winners at the largest shows at practical prices. Herd headed by Straight Edge 116785, one of two sons of Peckton Fairfax out of a daughter of the Famous Disturber. T. F. B. Sotham & Sons (Herefords since 1839) St. Clair, Mich.

Meadow Brook Herefords Special price on ling heifers. Bulls for sale. Call, write or phone Earl C. McCarty, Bad Axe, Mich., Huron county.

IT PAYS TO BUY PURE BRED SHEEP OF PARSONS. I sell and ship everywhere and pay express. Write for circular. Parsons, Grand Rapids, Mich. R-9



Look over the following formula of Michigan Farm Bureau Milk, 24% protein dairy ration, and see if it is not the choicest combination of milk-making feeds that you could feed to your herd. Consider too, that within two years Farm Bureau members in 56 counties are buying thousands of tons of Milk-maker through some 216 co-operative associations. Some record for a feed only two years old! It certainly must give the economical and increased milk production that we speak for it and it must be a money maker or its popularity would not be what it is today. This is the formula:

MICHIGAN MILKMAKER ANALYSIS  
Protein (minimum) .....24%  
Fat (minimum) .....5%  
Carbohydrates (minimum).....45%  
Fiber (maximum) .....9%

INGREDIENT FORMULA  
500 lbs. Gluten Feed  
250 lbs. Cottonseed Meal—43%  
240 lbs. O. P. Linseed Oil Meal  
200 lbs. Corn Distillers' Grains  
200 lbs. Standard Wheat Bran  
160 lbs. Yellow Hominy  
100 lbs. Ground Oats  
100 lbs. Standard Wheat Middlings  
100 lbs. Cane Molasses  
100 lbs. Peanut Meal—40%  
20 lbs. Salt  
20 lbs. Calcium Carbonate

2,000 lbs. of honest feed.

Ask your co-op to supply you with Milk-maker dairy ration. It comes in 100 pound sacks. Write for our interesting booklet on Milk-maker, what it is, what it does and how to feed it.

MICHIGAN STATE FARM BUREAU Purchasing Dep't.  
Lansing, Michigan

ping interests combined. Much time and effort was spent in collecting statistics to refute the claims of the railroads, who were anxious to maintain the zoning system and its revenue producing machinery. The Farm Bureau went sled length in this battle, feeling that every penny spent toward winning the case would be in the best interests of a needy agriculture.

If the annual saving to shippers from the reduced freight rates is \$1,000,000 annually and half of this is on agricultural products every farmer in the state who has paid his \$10 membership in the Farm Bureau is in line to receive it back in annual installments through reduced freight rates.

An inventory is sometimes needed to set people to thinking right. And judging by some of the criticisms of the Farm Bureau heard among farmers who hereafter are to benefit from its accomplishments they have long been in need of the 1923 inventory.—GRAND RAPIDS PRESS, Jan. 3, 1924.

Will Get Fees Back The part played by the Farm Bureau was a most important one. In a financial way the Bureau contributed almost as much as all other ship-

## TREES Fruit Trees, Evergreens, Grape Vines, Shrubbery, Etc.

Reliable, northern grown and vigorous. Backed by 76 years of growing experience.

Exclusive growers of the sensational (Lockwood) peach. Producers of the original strain of Michigan's famous (Steele's Red) apple. Write for FREE Catalog.

I. E. ILGENFRITZ' SONS CO., THE MONROE NURSERY

Box 305 Monroe, Mich.

## Do You Ship Poultry?

SEND YOUR Poultry & Eggs, Dressed Hogs & Veal

to the

## Farm Bureau Produce Exchange

It is the best poultry, eggs, dressed hogs and veal marketing agency in Detroit. Furthermore, it belongs to you Farm Bureau members and its sole interest is to get you the best possible return for your shipment. Increase your profits by working through your own Produce Exchange. Others have done so. WE ARE HANDLING ONLY THE ABOVE PRODUCTS.

Send the best for the best returns. It pays. Everything is carefully graded and you get the benefit of the quality you send.

For further information, write us. See that your next shipment and succeeding shipments are billed to us. We remit promptly.

(Note New Street Address Below)

## FARM BUREAU PRODUCE EXCHANGE

Detroit, Michigan  
2610-16 Riopelle St. Phone Cadillac 2270

## Good News To All Users Of FERTILIZERS

Your local Co-op can now give you the kind of fertilizer service that you have been looking for.

The State Farm Bureaus of Michigan, Ohio and Indiana have combined their buying power and have contracted the entire output of a new modernly equipped fertilizer factory. This factory has everything known to modern science in the way of machinery to produce fertilizer of a high grade at minimum cost.

By purchasing this entire output, the Farm Bureaus of these three states have secured a very favorable contract. Michigan Co-ops which buy through the Purchasing Dep't of the Michigan State Farm Bureau will receive the benefit. They, in turn, will pass the good thing along to you, if you act now and put in your order early.

Remember the following things about this fertilizer which the Farm Bureau has to offer:

QUALITY: The Florida pebble rock phosphate which is used exclusively in this fertilizer is higher in phosphoric acid analysis than the ordinary Tennessee phosphate. All other ingredients are of superior quality and excel in their availability as plant food.

CONDITION: On September first the Company started to base and prepare Acid Phosphate and mixed goods for Spring, 1924. This fertilizer secured through the Farm Bureau will be thoroughly cured and seasoned. After being properly aged, it will be re-ground. It will not cake and get hard. This means that you can spread it on your land more evenly and with less fuss and bother.

ANALYSIS: There is a large variety of analysis of mixed goods, also 16, 18 and 20 per cent Acid Phosphate. GUARANTEED: And remember also that the analysis is stamped on every bag and guaranteed to be as represented. You are fully protected.

DELIVERY: Many thousands of tons of goods are now on hand ready to be shipped. This fact, coupled with direct line railway service to Jackson, Mich., insures prompt delivery. It can be shipped in mixed cars of fifteen tons or more.

Go to your Co-op manager at once and tell him what you want and urge him to get his order in to us at the earliest possible moment.

For further information write direct to

MICHIGAN STATE FARM BUREAU Purchasing Department  
Lansing, Mich.

## TO BOYS' AND GIRLS' DUROC CLUBS OF MICHIGAN

I have a very wonderful boar pig that some club should own. Talk to your club leader about this and, if as a club you are interested, write me.

S. L. Wing,  
KOPE-KON FARMS, Coldwater, Mich.

## HOGS WILL MATURE EARLIER

If You Feed 'Em Detroit Star Brand

Meat, and Bone, Hog Digester Tankage

Builds bone and muscle on young pigs. You can market two months earlier than by feeding with corn alone, besides brood sows will eat NONE of their young'uns.

"There's a Difference in Condition of Hogs"



Free Booklet contains Full Information  
DETROIT PACKING CO., Detroit, Mich.

Give this product a trial! It means money for you. Guaranteed 50% protein. Packed in 100 lb. bags.

Your local co-op manager or the Michigan State Farm Bureau will take your order and fill promptly.