

150 FARM BUREAU LEADERS PLAN NEW MEMBERSHIP POLICY

Refusal to Guarantee Seed Recalls Wooden Nutmeg Era

SELLING SEED UNDER THE DISCLAIMER CLAUSE MAKES SELLER LEGALLY NOT RESPONSIBLE TO BUYER FOR DEFECTS

Many High Class Firms Assume Responsibility
Despite Disclaimer Which Gives Scalawags
And Importers of Unadapted Seed
A Cloak of Invisibility

By J. F. COX, Executive Secretary
of the FEDERATED SEED SERVICE

The sale of seed under the disclaimer or non-warranty clause, a clause which absolves the seller and puts full responsibility for defects in the seed upon the farmer who buys it, is a widely employed seed trade custom.

The typical seedman's "non-warranty clause" which accompanies seed shipments, is found on the letterhead or in the catalogue of many seed companies, and reads as follows:

"We give no warranty, express or implied, as to description, quality, productiveness, or any other matter of any seeds we sell and will not in any way be responsible for the crop. If the purchaser does not accept the goods on these terms, he must notify us at once and we will give instructions for disposition of goods."

What other commodity important to his welfare does the farmer buy in this modern age with such a frank and open disclaimer of responsibility as to the quality of the goods? After reading a description in a beautifully illustrated seed catalogue setting forth the unusual yielding ability and superior quality of seed, it borders on the ludicrous to find somewhere in the catalogue or on tags accompanying seed the above statement which disclaims responsibility on the part of the seller of seed.

Let's Try It On Shoes

What would you think, Mr. Farmer, of a shoe dealer, who, after setting forth in glowing terms the beauty and durability and price value of a pair of shoes, and had made a sale on the strength of his statements, wrapped up the shoes and handed you the package, making this statement: "We give no warranty express or implied as to description, quality or any other matter in regard to these shoes. We will not in any way be responsible for their performance on your feet."

Would you take the shoes, Mr. Purchaser, under these terms? Not by a jugfull!

Certainly, seed, about the most important article which the farmer buys, should be sold under conditions which make the seller more responsible to the purchaser than he is under the legal protection of the non-warranty clause.

In full justice to high class seed dealers who use this clause, it must be stated that it is an established trade custom, and that many of the seed companies using it make every effort to sell high grade seed and do assume high degree responsibility in spite of the disclaimer.

Shields Tricksters

This very condition provides the opportunity for the scalawag in the seed trade to use the disclaimer clause as a cloak for nefarious practices in selling inferior or worthless seed to purchasers misled by glowing descriptions. Certainly, it is not asking too much that seed be sold under a direct guarantee as to the variety name, if given; the source of production, if stated; the purity, and the germination at a certain date. Granting that ultimate productiveness can in no way be guaranteed because of the many environmental factors influencing crop yields, nevertheless, the state, the territory or foreign nation where the seed is grown; the variety, purity and germination test at a certain date can be definitely stated and responsibility assumed.

Federal Seed Service

Under the system of seed distribution developed by the co-operative Federated Seed Service, a definite guarantee is given as to source of production, the variety, purity and germination at a date named. This organization, a non-profit co-operative association, has established inspection offices at the American Farm Bureau Federation headquarters, Garland Building, Chicago, and is made up of the following farmers' co-operative seed services:

Michigan Farm Bureau Seed Service.
Co-operative G. L. F. Exchange of New York.
Ohio Farm Bureau Service Co.
Indiana Farm Bureau Purchasing Dept.
Virginia Seed Service.
Wisconsin Farm Bureau.
Agricultural Corporation of Maryland.

It is now time for the great seed trade of America to awaken to the fact that an out-of-date appendage like the non-warranty or disclaimer clause, which is not needed by the high class member of the trade, and does on occasion protect the irresponsible, can advantageously be dispensed with.

Hold the ether, Mr. Farmer, for a major operation!

NEW BARRY COUNTY AGR'L AGENT



PAUL J. ROOD

Who has just taken up the duties of Barry County Agricultural Agent, and is busy getting acquainted. He comes from Genesee county where he has been engaged in agricultural work.

EXPECT 4 MILLION POUNDS IN POOL

Columbus, Ohio, April 22.—It would not surprise Ohio Wool Growers Ass'n members if the Ohio-Michigan-Indiana pool would go over 4,000,000 pounds this year. Ohio growers have already sent in contracts amounting to more than 2,000,000 lbs. Early in April, Michigan had doubled its 1924 figures for that time of the year, and is going strong. Ohio is far ahead of its figures at this time last year, when a total of 3,500,000 lbs. was pooled.

The two pool idea is taking well. Settlement on the first pool will be made on basis of September 1. The second pool will be sold after Sept. 1, and before March 1, 1926, with settlement immediately afterwards. Poolers may elect either pool, but must say second pool on their contracts if they want that. Unless otherwise specified, all contracts will go into the first pool.

REAPPORTIONMENT HOLDS CENTER OF STAGE AT LANSING

Passage of Bill Giving Wayne
21 House Members Now
Seems Probable

M. A. C. NAME CHANGED

State Aid For Local Roads Is
Ended; Control Of Stock
Tonics Sought

State Capitol, April 23.—Over-shadowing the many other important measures which come up for final consideration each day, the question of reapportioning the state's senatorial and representative districts is holding the center of the stage under the Capitol dome at Lansing. The Senate has already passed bills to increase Wayne's Senate seats from 5 to 7, and their number of Representatives from 14 to 21.

The bill for reapportioning the senatorial districts is still in the House Committee on Apportionment. The proposal to give Wayne 21 House seats was reported by the House committee with an amendment decreasing the Wayne allowance to 18, but the House refused to concur in this amendment by a vote of 45 Yeas to 49 Nays. A motion to refer the bill to the Committee on Apportionment was defeated 62 to 31, and finally a motion to place the bill on general orders and refer it to the Committee of the Whole was carried 66 to 28.

The apparent change of sentiment of many of the up-state members is said to be the result of the tremendous pressure which has been brought to bear on them from many sources. One of the most effective clubs used in whipping these members into line has been their desire for the passage of the Bryant bill to allow for the construction of a fifth state normal school in the northern part of the state. This bill passed the House some time ago, but was held up in the Senate while the House members were being whipped into line on the reapportionment issue.

Governor Groesbeck has sent the House a very strong message demanding the passage of the bill to allow Wayne 21 Representatives.

Thursday, the House passed such a bill, Sen. Howarth's bill mentioned in the first paragraph, and sent it to the governor.

Pass Rural School Bill

Of far-reaching importance in its influence on rural education is Representative Snow's bill which provides for the election of County Boards of Education and the appointment by them of the County Superintendent of Schools. After extensive discussion, the bill was passed.

Prevent Soft Corn and Immature Beans

By hastening the maturity of your crop with acid phosphate or fertilizers strong in acid phosphate. Proper fertilization with consequent hastening of maturity will almost entirely eliminate soft corn. To mature beans early, use 2-12-2. Get these Farm Bureau guaranteed quality fertilizers from your local co-op or Farm Bureau agent.

ELEV. EXCHANGE DECLARES \$20,000 STOCK DIVIDEND

Third Savings Refund By
Co-op Is Twice That
Made In 1924

The board of directors of the Michigan Elevator Exchange, meeting at State Farm Bureau headquarters April 22, declared a stock dividend of \$20,000 to be distributed to member elevators on the basis of patronage by each member elevator since the dividend of one year ago. In the past three years the Elevator Exchange has distributed similar savings dividends as follows: 1923 a savings refund of \$8,000 in cash; 1924, stock dividend of \$10,000; 1925, stock dividend of \$20,000.

In addition to the \$20,000 dividend the directors declared a payment of 7 per cent interest on all outstanding stock as of May 1st. The financial statement of the Elevator Exchange shows it to be in excellent shape, with all bills paid and a net worth of \$60,000.

The Exchange started in 1920 with 24 elevators. Its business today quite frequently amounts to \$1,000,000 a month. Its sales charges are fixed and very low. On the recent bulge in the market, the Exchange moved a tremendous amount of grain and strongly urged its members to sell as the market was approaching \$2. Scores of carloads were sold on this advice, service that was worth a good many thousands of dollars to the co-operative farmers interested. The Michigan Elevator Exchange was started as a department of the Michigan State Farm Bureau.

Live Stock Co-ops Make Great Strides

In 1923 co-op live stock men in this country sold through their co-op sales offices at such terminal markets as Detroit, Buffalo, Chicago and others about 190 million dollars worth of stock. In 1924 they increased that to more than 230 million dollars.

DELEGATES FROM 30 COUNTY BUREAUS SUPPORT STRONG PROGRAM TO INSURE PERMANENCY OF THEIR ORGANIZATION

Hear Inspiring Address by Mr. Lucius Wilson on
Reasons for Supporting Farm Bureau;
Pres. Noon Welcomes Delegates;
Dr. Butterfield Speaks

About 150 men and women County Farm Bureau leaders from 30 of the leading agricultural counties of the state met at State Farm Bureau headquarters at Lansing April 14 to discuss Farm Bureau membership and organization problems. Nearly all of the southern counties were well represented and members were present from as far north as Wexford, Missaukee and Luce counties. It is significant, too, that the attendance included officials of practically all the large commodity marketing and other organizations of the state.

When the meeting was called to order by President Noon, the Farm Bureau assembly room was not only packed to the doors but the large hall was filled with Farm Bureau folks who listened most attentively through doors and windows, anxious not to miss a word of the discussions on Farm Bureau problems.

Good Attendance of Women

The large number of women attending was a most encouraging feature and the active part the better halves of the Farm Bureau took in the discussions demonstrated that in addition to building up the purely business side of agriculture, the Farm Bureau is most vital to the welfare of the farm home and is making farm life in general more satisfying and worth while.

The leading part of the program was a memorable address by Lucius E. Wilson of Chicago on the "Fundamentals of Farm Bureau Organization". Mr. Wilson's organization methods have been responsible for the development of leading Chambers of Commerce in the United States, Mexico and Canada. For an hour he explained the basic principles upon which the Farm Bureau must be built, and emphasized in a manner that was clear to all that this great organization is indispensable to a successful agriculture and to the welfare of the farmer and his family. His address went straight to the hearts of his listeners and touched the very well springs of human happiness and contentment on the farm. It made an appeal to those present such as they have seldom or ever experienced before.

Big Day for the Farm Bureau

At the beginning of the program, Secretary Brody said, "I have never before enjoyed talking Farm Bureau as I do today. I have never felt so hopeful and encouraged over its future. The Farm Bureau was never before in as good shape and on the efficient operating basis that it is today. Truly this is a red-letter day in Farm Bureau experience."

Mr. Brody then told of the very successful membership campaign which the Ohio Farm Bureau Federation had just put on in accordance with a plan worked out by the General Organization Company of Chicago. He related how he and Mr. Bentall, State Farm Bureau organization director, had

attended the training school held previous to the Ohio membership campaign and told how it had seemed to unlock the resources of every Farm Bureau worker present, so that they went out and were successful in greatly increasing the Farm Bureau membership in nine Ohio counties.

Mr. Brody explained that this meeting had been called to work out the Michigan Farm Bureau membership organization policies laid down by the Board of Delegates at the annual meeting last February. That the delegates' action was sound organization doctrine was brought out by Mr. Wilson in his address.

At the conclusion of Mr. Wilson's challenging presentation of the Farm Bureau for the time and support of all public-spirited farmers, Pres. Noon called for a general discussion of the matters treated by Mr. Wilson in his address. It was interesting to note the large number who took part in this discussion and that every one enthusiastically supported what Mr. Wilson had said and approved the type of membership campaign which he had suggested.

Delegates Endorse Plans

Among those taking part in this discussion were George McCalla of Ypsilanti, a director of the Michigan Elevator Exchange and of the State Farm Bureau; Ray G. Potts of Washington, president of the Macomb County Farm Bureau and a director of the Michigan Milk Producers' Association; Henry Curtis of Cadillac, president of the Michigan Potato Growers' Exchange; Wm. F. Johnston, recently appointed County Agricultural Agent of Van Buren county; Mrs. Bernice Curtis of Charlotte, member of the Executive Committee of the Michigan State Grange; Mrs. Floyd Barden of Allegan county; Representative William J. Thomas, member of the Legislature from Kent county and director of the Grand Rapids Milk Producers Association; R. C. Blank, president of Gratiot County Farm Bureau; Representative Orry Hu-

(Continued on page two)

What Lucius Wilson Says to 30,000 "News" Readers,--

THE FUTURE OF AGRICULTURE IS IN YOUR KEEPING

What Kind of Community Do
You Wish for Your
Children?

This is the text of an address given before 150 County Farm Bureau officers and members at State Farm Bureau headquarters, Lansing, April 14.
By LUCIUS WILSON
President, General Organization Company, Chicago

I was brought here today to tell you something about getting and holding members in the State Farm Bureau. Let me confess to you that what I shall tell you this afternoon seems to me to be so simple, so utterly fundamental, so natural, that it ought to excite no interest whatever in the mind of the listener. I shall tell you nothing new. Most of what I tell you is very old. The bulk of it you can find expressed pungently in Proverbs of King Solomon, which is a book well known to the wives of you gentlemen. If what I were to tell you were entirely new, it might be entertaining because of its novelty, but on the other hand, it would be open always to the eternally recurring question, "Will it work?" When I tell you the old facts of human nature, when I base my conclusions upon human reactions that have stood the test of 4,000 years, then I beg you to believe that my deductions are correct.

An Old Principle

Let me lay down the principle which applies to all voluntary organizations. By voluntary organizations I mean those institutions in

which the membership is the result of a voluntary act upon the part of those joining. I am not talking of the business organization to which a man adheres because he is paid for his time. I am talking of the public association, of the fraternity, of the church, of the chamber of commerce, of the Farm Bureau. Let me lay down this general principle:

There is no such thing as an organization continuing year after year through thick and thin, except as it is made up of members who join because of what they can give to the organization instead of what they can get out of it.

There is nothing new about that. You have heard it told to you many, many times on many other occasions, yet in the actual management and operation of farm organizations in America during the last ten years, that principle has very seldom found any actual application. It has been said with the lips, but it has not been brought into operation.

If you will bear with me just a minute, I should like to review to you the history of the Farm Bureau movement in America. You know that it was born through Congressional appropriations. The cost of the early Farm Bureaus was paid out of Congressional appropriations. Farmers were urged to join the county organizations because of the benefits that would come to them directly as a part of the normal operation of those County Farm Bureaus. I forgot to tell you that in addition to living in Livingston county I once owned a farm in Vermont in the midst of the Green Mountains. I think I should make that known to you so that no one will leave the room under the mistaken assumption that farming difficulties are unknown to me. I

owned a farm in Vermont seven years.

In Bennington, Vermont

The County Farm Bureau in Bennington County, Vermont, was organized on the basis of getting something for nothing. That does not sound pretty, but it is true, and it is always worth while to face the



LUCIUS E. WILSON

truth occasionally. The Farm Bureau over the country were organized on the basis of Congressional appropriations. Men were urged to join the Farm Bureau so that they might get out of the Farm Bureau direct and selfish returns in excess of anything they put into it. If this America of ours, as a nation, had been organized upon any such basis as that we would generations

ago have been at each others throats tearing each other to pieces, so that the individual might get that unjust and unearned share of benefits which he was led to expect as his right.

In the organization of the Farm Bureau some funny things have been done. Out in Iowa two years ago farmers were invited to join the County and State Farm Bureaus upon the promise that they would be given free veterinary service. The dues of the Farm Bureau were something like \$2 or \$3. I think it was \$2. When I was out there attending the annual round up of the county agents, I asked them why they didn't promise something more than that. Mere promises is an easy thing, and I said, "At the time you promised free veterinary service why didn't you promise free dental service or something like that?"

If a farmer joins his Farm Bureau for an utterly narrow and selfish standpoint, or rather with the expectancy that he will get some immediate, direct and selfish benefit, then he will pull out of the Farm Bureau when those selfish benefits cease to come his way. That is business. And I would have very little regard for the farmer if he did not pull out under those conditions. You cannot build a continuing organization that way.

To Best Serve One's Self

I said a while ago that what I shall tell you this afternoon is as old as the hills. Why, bless your hearts, you know that selfishness grows upon the thing it feeds upon. If you bring anyone the free veterinary service this year, next year he will say, "Well, I didn't have anything very sick last year. I didn't need a veterinary. What are you going to give us this year?" And so year after year you will have to promise some other selfish service.

Once more let me repeat the truth I am telling, and I expect to repeat it this afternoon and repeat it in many ways:

The only way an organization can maintain membership year after year is by teaching the members that they must serve themselves by serving society first.

The State Farm Bureau has no income except through membership dues. If you pay \$5 or \$10 to the State Farm Bureau and demand that the State Farm Bureau shall give \$12 worth of service during the year, then you have by your own act made your own organization insolvent. Yet there are plenty of men in America who join an organization in a spirit of paying a \$10 bill and want to make a nice red ink cross in the corner, and demand that you return the same bill at the end of the year with a couple of dollars added to it.

Instead of my finding fault with that man because of his utterly wrong attitude toward the organization, I urge you to consider the organization and ask what you have attempted to teach that man. As a matter of fact the farmer who pays his \$5 or \$10 a year membership fee probably has not joined the organization at all. Within the lifetime of many of you in this room, the dues of your state federation will not be less than \$25 a year. It is ridiculous to have a county fee of \$1 or \$2. No man ever joined anything at \$2. A man joins an organization in his heart and one of the tests of his heart is via his pocketbook.

No man ever joined an organization yet unless he was willing to make some little sacrifice for it.

(Continued on page two)

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. III APRIL 24, 1925 No. 8

Entered at the post office at Charlotte, Mich., as second class matter. Acceptance for mailing at special rate of postage provided for in Sec. 1103, Act of Oct. 3, 1917, authorized January 12, 1923.

Subscription Price 50c Per Year, included in dues of Farm Bureau Members.

E. E. UNGREN Editor
S. M. POWELL Associate Editor

MICHIGAN STATE FARM BUREAU

OFFICERS

M. L. NOON, Jackson President
M. B. McPHERSON, Lowell Vice-President

Directors-at-Large

M. B. McPHERSON, Lowell Lowell
MRS. EDITH M. WAGAR, Carleton
EARL C. MCARTY, Bad Axe
VEROLD F. GORMELY, Newberry
J. G. BOYLE, Buchanan
W. W. BILLINGS, Davison

Commodity Directors

FRED SMITH, Elk Rapids Michigan Potato Growers Exchange
M. L. NOON, Jackson Michigan Milk Producers Association
J. H. O'MALLEY, Hudson Michigan Live Stock Exchange
GEO. W. McALLA, Ypsilanti Michigan Elevator Exchange
M. D. BUSKIRK, Paw Paw Michigan Fruit Growers, Inc.

STATE FARM BUREAU ORGANIZATION

Clark L. Brody Sec'y. Treas., Manager
S. M. Powell Asst. Secretary

DEPARTMENT HEADS

Purchasing L. A. Thomas
Seed A. P. Mills
Traffic F. L. Kellner
Publicity E. E. Ungren
Accounting W. E. Hill
Produce Exch. (Detroit) H. O. Steiger
Organization A. Bentall

Michigan Commodity Marketing Association

Affiliated With Michigan State Farm Bureau

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

Directors and Officers of the Commodity Exchanges

MICH. ELEVATOR EXCH.
H. D. Horton, Pres. Kinde
L. C. Kaniowski, Vice-Pres. Washington
Carl Martin, Sec. Treas. Coldwater
L. E. Osmer, Mgr. Lansing
C. S. Benton, Beans Lansing
W. B. Phillips, Sec. Ypsilanti
George McCalla, Ypsilanti
John Nicolson, Ypsilanti
M. R. Shisler, Caledonia
F. M. Oehms, Sebewaing
O. L. Miller, Marine City

MICH. POTATO GROWERS EXCH.

Henry Curtis, Pres. Cadillac
Fred Smith, Vice-Pres. Elk Rapids
S. E. Rogers, Sec. East Jordan
O. H. Wood, Treas. Barryton
Geo. Wagar, Sales Mgr. Cadillac
J. D. Robinson, Levering
J. T. Bussey, Provost
E. A. Rasmussen, Sheridan

MICHIGAN FRUIT GROWERS, INC.

M. D. Buskirk, Pres. Paw Paw
Amos Tucker, 1 V. Pres. South Haven
Herbert Nafziger, 2 V. P. Millburg
F. L. Bradford, Sec. Treas. Benton Harbor
F. L. Granger, Sales Mgr. Benton Harbor
D. H. Brake, Bridgman
Henry Namitz, Bridgman
J. E. Higbee, Benton Harbor
Miller Overton, Bangor

American Farm Bureau Federation

O. E. BRADFUTE President
GENERAL OFFICES A. F. B. F. 68 East Washington St., Chicago
EDDY B. REID, Washington Representative
LEGISLATION-HEADQUARTERS Munsey Bldg., Washington, D. C.

THE STATE FARM BUREAU'S PROGRAM

TAXATION—

- Relief for sorely burdened farm property by enactment of:
- Two cent gasoline tax for highway funds. (ENACTED, Jan. 20, 1924)
 - State Income Tax in place of State's general property levy.
 - Law forbidding any more tax exempt securities.
 - Equalization of assessment of farm and city property in accordance with sales values of same.

TRANSPORTATION—

Immediate application of Michigan Zone Rate decision to save farmer shippers in 60 counties \$500,000 annually.

MARKETING—

Extension of sound co-operative marketing program now well under way in Michigan.

LEGISLATION—

Passage of the Capper-French Truth-in-Fabric bill, completion and operation of the U. S. Muscle Shoals Nitrates plant and manufacture of fertilizer; opposition to any form of sales tax or of consumption tax, retention of federal income tax.

A UNITED FRONT FOR AGRICULTURE

The problems confronting us as farmers today are such as to require our best individual thought and to demand for their solution the most effective work of our various agricultural agencies and organizations. This is certainly no time for jealousies or misunderstandings to creep in and hamper in any way the progress of any movements looking toward the relief of agriculture and the development of a happier, nobler and more satisfying rural life. Those who would for a single moment countenance and tolerate any such spirit of friction and ill will are certainly traitors to the best interests of Michigan agriculture.

Holding the views above expressed, it is with no little satisfaction that we receive the report of a joint meeting of the M. A. C. authorities and State Grange leaders recently held at the College for the purpose of discussing ways and means whereby the extension services of the College and the subordinate and Pomona Granges could be brought into a closer and more harmonious and effective working relationship.

We were also glad to note that the Michigan State Farm Bureau was also represented at this conference and that its leaders are heartily behind the proposed program of fuller and more complete co-operation. We have often thought that if we could have all the inspiring history, all the warm fraternal feeling, all the high moral teachings and all the splendid educational and social advantages of the Grangers, the Grange and the Farmers' Clubs most directly hooked up with the scientific and technical knowledge and equipment of our Michigan Agricul-

tural College and its extension services and then all of these agencies combining their co-operative business activities through the business departments of the Michigan State Farm Bureau and its five affiliated commodity exchanges, it would be indeed a bright day for Michigan agriculture.

All this may be an ideal situation, which it is not possible to reach at once. However, we must have our ideals before we can begin to struggle towards them. If you agree with the program outlined above, together we can set about bringing it to pass. We know the business farmers of Michigan will find such a condition quite as agreeable as it will be profitable.

You remember the old parable of the father who called his sons together, and grasping a single rod, broke it across his knee into splinters; then taking a bundle of rods he asked if any two of his sons could break them, which of course, they could not. This, said the father, illustrates the power of united strength. The parable applies to the farmer interests in Michigan in this year of our Lord, 1925, quite as well as it did when Aesop wrote it some centuries ago!—MICHIGAN BUSINESS FARMER, April 11, 1925.

OPEN FORUM

The NEWS welcomes letters from the membership on questions interesting to the membership. Such letters must be signed and be reasonably short because of our limited space—500 words is a good limit. They should be written in language and offer a constructive answer to the question in hand. Communications are invited.

DEMAND MUST PRECEDE BETTER CHERRY PRICE, DECLARES HARRY ROYAL

Michigan cherry growers are interesting themselves in various plans to better the condition of their industry.

Some of it is good and some of it is not so good.

In some sections of the fruit belt, growers are giving enthusiastic endorsement of the proposal of promoting demand for the fruit by advertising the gastronomic joy, dietetic virtues and exceptional qualities of Michigan cherries, which, through the process of canning, have their season continued throughout the year.

Some cherry associations are putting emphasis upon establishing a price to the grower at a minimum of 6 cents per pound.

The ideas are directly divergent, the first proposing to gain a better price by creating the urge of the consumer to buy, and the other to fix the price for him by manifesto. It will be generally agreed that if

the price-fixing scheme did not run up against some rather stubborn economic laws and conditions it would be by far the more simple plan.

Cherries, as now grown in Michigan, are largely a canning proposition—more than 80 per cent of the crop being marketed in tin cans.

There is nothing, I am sure, that would please the canners more than to have the price of their raw material stabilized—all thus being assured that each has the same first cost, but—

Here's the rub: How is the canner to be assured that the consumer will take them at that price?

Michigan cherries in No. 10 cans, 1924 pack, are right now being sold at \$8, factory, which is a 4 cent to 4 1/2 cent per pound basis, and New York, "futures" are now quoted at that figure.

Neither the law of gravity nor the law of supply and demand has been repealed. They are still stubborn factors in our physical and economic life.

The grower may control his price "until the cows come home," but it is the fellow who buys the goods—

or refuses them because of the price which really determines their sale.

Fixing prices is quite ineffective unless sales go with the price.

In view of the present state of the canned cherry market promoting a demand would seem to be rather more important to the industry than fixing a price.

HARRY M. ROYAL, Shelby, Mich.

150 Leaders Plan New Membership Policy

(Continued from page 1)

lett, member of the Legislature and secretary of the Macomb County Farm Bureau; H. E. Powell, president of the Ionia County Farm Bureau; J. T. Horner, Professor of Agricultural Economics of the Michigan Agricultural College; Dr. Eben Mumford, Professor of Rural Sociology of the M. A. C., and Dr. Kenyon L. Butterfield, President of the Michigan Agricultural College.

Dr. Butterfield endorsed what Mr. Wilson had said and expressed his gratification at the fact that so practical a plan had been worked out for utilizing all of the elements of community spirit for developing a general organization which would sponsor every movement looking toward the development of a more satisfying rural life.

In the proposed type of membership campaign all of the actual membership work will be done by volunteer workers.

At least a dozen Michigan counties will put on this type of campaign this summer for renewing their Farm Bureau memberships.

MANY ATTENDED F. B. MEMBERSHIP RALLY AT LANSING

Some Bureau Members Drove Over 200 Miles to Take Part

Below is an almost complete list of those who attended the big membership rally at State Farm Bureau headquarters at Lansing, April 14, a full account of which is given in this edition of the News. A number of folks who were there failed to register, and while we are able to present some of them in this list, we cannot be sure that we have all of them. These are the folks who attended, and it will be noted by their counties that some of them drove 200 miles and better that day in order to attend the big membership meeting.

ALLEGAN COUNTY

Floyd Barden, South Haven
Mrs. Floyd Barden, South Haven
O. I. Gregg, Allegan

ANTRIM

Fred Smith, Elk Rapids

ARENAC

Douglas Black, Tawas

BARRY

Fred H. Elliott, Cressey
Paul J. Root, Hastings
Peter Kutz, Hastings
E. C. Eckert, Freepont
John C. Killick, Doster
W. R. Harper, Middleville
A. M. Edmunds, Bedford

BERRIEN

J. A. Richards, East Claira
Mrs. Ida Richards, East Claira
J. C. Boyle, Buchanan
H. J. Lurkins, St. Joseph
Mrs. Katherine Lurkins, St. Joseph

CALHOUN

Elmer E. Ball, Albion
Mrs. Elmer E. Ball, Albion
E. E. Sackrider, Marshall
Mrs. Reed R. Cartey, Marshall
Mrs. A. H. Sherman, Homer
A. H. Sherman, Homer

CLINTON

Geo. Bateman, Grand Lodge
Geo. Bateman, Grand Lodge
Elliot Bonck, Eagle
H. V. Kittle, St. Johns

EATON

E. P. Reynolds, Olivet
S. E. Cook, Grand Lodge
Clair Taylor, Charlotte

John B. Strange, Grand Lodge
Frank Postedor, Eaton
Will B. Bailey, Dimondale
C. M. Hunt, Eaton Rapids
Mrs. F. C. Curtis, Charlotte
L. C. Kline, Charlotte

GEESSE

W. W. Billings, Davison
Mrs. W. W. Billings, Davison
Sidney Smith, Flint
Ray D. Smith, Flint
W. C. Platter, Clio, R-1

GRATIOT

F. B. Himes, Perrinton
R. C. Blank, Perrinton

HILLSDALE

Bessie L. Keller, Hillsdale
Dr. A. Z. Nichols, Hillsdale

HURON

Earl C. McCarty, Bad Axe
R. L. Helm, Ionia
H. E. Powell, Ionia

INGHAM

C. E. Bennett, Mason
G. W. Nichols, Stockbridge
J. T. Horner, E. Lansing
C. Ballard, E. Lansing
Eben Mumford, E. Lansing
W. H. Golden, Lansing
K. B. Batten, E. Lansing
G. A. Nahstoll, E. Lansing
T. Biddell, E. Lansing
J. E. Baldwin, E. Lansing
C. L. Brody, Lansing

ISABELLA

W. J. Hazelwood, Mt. Pleasant
Mrs. W. J. Hazelwood, Mt. Pleasant

JACKSON

M. L. Noon, Jackson
R. E. Decker, Jackson

KALAMAZOO

S. P. Sexton, Kalamazoo
Walter H. Weinberg, Vicksburg

KENT

Wm. J. Thomas, Cansonsburg
M. B. McPHERSON, Lowell
Keats R. Vining, Grand Rapids

LANSING

Verold F. Gormely, Newberry

MACOMB

Wm. J. Haven, New Haven
R. G. Potts, Washington
Geo. S. Hedrick, Mt. Clemens

MONROE

Gordon Wagner, Carleton
Mrs. Edith M. Wagar, Carleton
C. L. Burton, Monroe
Mrs. Rosalia C. Vining, Monroe

MONTCALM

Arlo Calkins, Lakeview
Leland Calkins, Lakeview
W. F. Kingsbury, Greenville

MUSKOGON

E. E. Pierson, Havena
Milton Van Frank, Muskegon

SAGINAW

A. B. Love, Saginaw
Tom C. Price, Saginaw

SHIAWASSEE

Floyd F. Walworth, Corunna
J. V. Sheop, Owosso

ST. CLAIR

J. Fred Smith, Byron

VAN BUREN

C. L. Nash, Fort Haven
H. E. Merrill, South Haven
Wm. F. Johnston, Paw Paw
M. D. Buskirk, Paw Paw
F. E. Warner, South Haven
C. E. Buskirk, Paw Paw

WAYNE

Mrs. Albert Ebersole, Plymouth
Mrs. Albert Ebersole, Plymouth
L. Clement, Plymouth
Mrs. L. Clement, Plymouth
Wm. Briston, Flat Rock
Ralph Carr, Dearborn
Sylvester Shear, Bedford
Mrs. S. Shear, Bedford
Lois M. Corbett, Dearborn
Margaret M. Loewy, Dearborn
Mrs. C. Rudolph, Bedford

WASHTENAW

Chas. A. Thomas, Ann Arbor
Geo. W. McCalla, Ypsilanti
H. S. Osler, Ann Arbor

WEXFORD

Kenneth Osterhout, Cadillac
Henry Curtis, Cadillac
Earl McNitt, Cadillac
Arthur S. Cassey, Meauwataks

WORTH ONE MORE MAN AND ANOTHER 60 ACRES

"Two tons of limestone and 200 lbs. of acid phosphate per acre will make you more money than if you hire a man and farm another 60 acres," M. A. C. soils dept. men were heard to say again and again to farmers bringing soil samples to the New York Central soils fertility train, which toured all Southern Michigan two weeks ago. These seem to be the ingredients Michigan soils need most to increase crop yield and hasten maturity. You can get Farm Bureau guaranteed quality brands from your co-op.

Lucius Wilson Says To 30,000 News Readers

(Continued from page one)

A man who pays \$1 or \$2 to his County Farm Bureau does not join it. He merely pays that he may have a right to kick about anything that was done or not done during the twelve months. He pays for the privilege and gets it.

Seeing It Another Way

I told you at the outset that the fundamental principle of all organizations was the inculcation of service by the member to the organization and thereby to society. How many of you ever joined the church so that you might derive some selfish return in dollars and cents? If there are any carpenters in the room, did you join the church and then withdraw from it because the roof leaked and you did not get the job of repairing it? If there are any masons here, did you join the church and then withdraw from it because you were not given the chance of laying the basement wall?

No Man Wins Alone

After all, what I say will be more clear perhaps if I undertake to define to you what I mean by direct and selfish returns and the indirect returns which are always worth more than anyone pays to any well organized institution.

By direct returns I mean free veterinary service and free dental service. By indirect returns I mean those larger changes in environment, in law, in market conditions, in economic surroundings—those larger factors of environment which of themselves set an absolute limit to the effectiveness of the individual.

There is no farmer in Michigan who of himself can change the environment of agriculture as a whole. But the organized farmers of America have done and are doing and will do marvelous things for the betterment of their own vocations. The big things to be done for the farmer will not be accomplished if your organizations keep their eyes glued on this free veterinary service. If that is the end of your dreaming, you may cure the hogs all right but you won't effect the people very much.

Think This Over

If the Farm Bureaus of the United States were to concentrate their effort, money and attention upon doing for you as an individual some little personal, selfish service, they would have no time for the bigger things that someone must do.

For fear you may believe that all this stuff I am telling you is just plain theory I beg you to turn your attention to what has been done by men in other walks of life. When I shocked you a minute ago by saying that the annual dues of the State Farm Bureau will shoot up to \$25 within only a few years to come, I had in mind the fact that any man who may tomorrow morning join the Electrical Workers' Union of Chicago, will pay annual dues of \$50 a year, and you may be interested in knowing that on top of that he will pay an admission fee of \$200, and will pay the business agent \$100. In other words it will cost him \$50 good round dollars to join the Electrical Workers' Union. If you are interested in these matters at all, you will find that the average dues paid by a workman to his craft or organization are in the neighborhood of \$50 a year. That is NOW—TO-DAY!

I doubt seriously whether any craft union in America today has in it the potential possibilities of serving either itself or society any more effectively than the great farming organizations of the United States. On the contrary, there is in America today no organized group, or partially organized group that can hold a candle to what the organized farmers of America can do and ultimately will do. I am constrained to believe that most of the people here this afternoon are one with me in the thinking I am doing out loud.

I started, however, to tell you of what happened in the Chamber of Commerce field. The organized business man is not much different.

Why, bless your hearts, I was born on a farm. I taught a district school and boarded around. If there is any further education necessary for me, tell me what it is.

Business Men, Farmers Alike

At a meeting last Friday noon of the Executives Club of Chicago, the speaker from Aurora, at the opening of his talk took a census of the men in the room. The Executives Club is made up of Chicago men who own their own business. That is, most of them do. The regulation has been held rather strictly. Where do you suppose those men came from? The first question he asked was, "How many of you men were born in Chicago? Raise your hands." A few hands, maybe a dozen, went up in that room where more than 500 men were taking luncheon. He said, "How many of you were born either on farms or in villages of less than 5,000?" A whole army of hands went up. Easily ninety-five per cent of the business men in Chicago today in a club that is made up of men who control their own business, were born on farms or in small towns. There is a main street in Chicago just as there is in Allegan or Howell. I seriously doubt whether there is any very grave difference between your humble servant on the farm or in Chicago. I suspect that the thinking I do in one spot resembles very closely the thinking I might do in the other.

How They Succeed

Chambers of Commerce in hundreds of American cities have built their membership on this fundamental, namely, that you ought to contribute some time and some energy to your own local Chamber of Commerce because you owe society

something, and if you won't do it from that basis then you ought to join because of the appeal to your enlightened selfishness, which comes about this way, that after all, the middle aged man or woman, the healthy minded, normal, middle aged man or woman has come to the point in their thinking where they realize that the best thing in the world for them is that change in environment which will make the life of their children a little better than theirs has been.

There is no person in the room today over forty but who knows in the bottom of his or her heart that the one thing you yearn for most is to do what ever you can to insure your boy or girl living a good, healthy, prosperous, happy life. If you could buy that for your children you would swap today everything you own. It is through organized effort on the part of men in the cities that we get better paving, better lighting, better sewerage, more healthful conditions, better schools, better churches. The individual must be organized to do that.

What Makes Communities Prosper

Chambers of Commerce know that cities grow because of the activities of men within them. Cities grow because the energy and enterprise and inventiveness and creative thinking of men within the city make it grow. There is no other reason. How many in the room realize that this same, good old city of Chicago was built on the most undesirable spot that could be found by traveling a hundred miles around the southern end of Lake Michigan? All of the Loop District of Chicago has been raised twelve feet to get out of the mud. Michigan City has an infinitely better location than Chicago. It has a better harbor. Michigan City has a high, sandy, well-drained sanitary site. Chicago is a great city today because men of inventive minds, of energy and enterprise live there.

Let me take the same parallel and apply it to the farm. I told you I once owned a farm in Vermont. That was wrong, the farm owned me. The connection continued for seven years and during that time I was unable to dissolve it. I saw this happen, however, that in a period of about ten years' time, land values in that part of Vermont increased probably 400 per cent. Some of you may have heard of the abandoned farms of Vermont. Excellent soil stories used to appear in the Ladies Home Journal about the abandoned farms of New England. They were always illustrated by the picture of an elderly woman, bent with the weight of years, an old shawl over her shoulders, her hand on a broken gate partly ajar, looking back toward the old farm house, and the sun was setting in the west at the same moment. The sun usually does set in the west, so they were safe in putting that in the picture.

There are abandoned farms in New England, abandoned primarily because there was never any reason for their being farms. But if you should go to a valley farm in Vermont you might induce the present occupant to abandon it by paying the price. I saw the actual sale price for the land in that vicinity increase 400 per cent in a few years. I might confess the only way I got out at all was through the increase in the valuation of the land and not the skill of the operator.

Why Values Increase

What caused that increase in land value? The short sighted economist used to tell me in school that land values were affected by location, access to market and that sort of thing. As a matter of fact, that part of Vermont never changed location at all in that period of years. If there is anything Vermont does, it is to sit tight. The climate did not change at all. They still have winters in Vermont. One old chap told me once the only criticism he had of Vermont was he had to drag around on wheels nearly five months

every year. They still have winters in Vermont. Neither the climate nor the location nor the soil changed. It is true though, that the soil became more productive.

The basic cause of the change in the price of those valley lands was the change that occurred in the minds and hearts of the men who occupied the farms.

If a man on a valley farm believes there is no such thing as a tomorrow, does not care whether it comes or not, then I will tell you the fence will go to wrack and ruin, the buildings will depreciate in value and the place will go to pot. But if you change the mind and heart of that man so that he believes in tomorrow and is ready for it, then the value of his farm will increase.

I saw the organization of the first boys' and girls' club in that part of the country, and that organization did marvelous things. It changed the mental machinery of the younger generation. How many times have we, all of us, heard people decry the inability of the farmer to stay organized?

Men are organized in their minds, or their hearts or their spirit, not in the hall or the mass meeting, but in their hearts. It is a matter of habit, custom, taste.

If you will teach fifty or a hundred fifty boys and girls in Livingston county the art of organizing into clubs, of submitting themselves to the discipline of the organization, of staying through a temporary dark place till the sun shines again, if you will teach them that, before they get to be twenty-one, you will not have to reform them afterwards.

What Ails Mississippi

Quite some years ago, I went down into the state of Mississippi with the idea of buying some land. At that time it would have been possible to buy some of the heavy black land of central Mississippi at about \$8 an acre. Within the same year, an uncle of mine who lives in Connecticut, and who was a skillful trick farmer, sold a piece of land in the Housatonic Valley at about \$200 an acre. Housatonic Valley has loose, thin soil. It is mostly a foundation of rocks with a thin layer of loose soil over them. Why was that thin-soiled rocky region sold for \$200 an acre when within twelve months the black lands of Mississippi went begging at \$8?

If you had taken the highly trained, intelligent management off the

(Continued on page 3)



3 RURAL FINANCE BILLS APPROVED BY LEGISLATURE

Appropriations Recommended By Bureau Passed At Desired Levels

NOON WRITES SENATORS

Resolutions Adopted by Board Of Directors Help Win Favorable Action

State Capitol, April 22.—after hanging in the balance for weeks, three vitally important agricultural appropriation bills have finally been approved at the desired levels by both of the legislative branches. These are the Espie bill, providing an emergency appropriation of \$100,000 for continuing the bovine tuberculosis eradication campaigns during the balance of the present fiscal year, the Brake bill setting aside \$50,000 for each of the next two years for the State Department of Agriculture for inspection service and for enforcing grades and standards of Michigan fruits and other farm products, and the Warner bill allowing \$25,000 for each of the next two years for fighting the European Corn Borer.

As passed by the House the Brake bill had been cut down to \$25,000, and the Warner bill to \$12,000, but these amounts were restored to the higher level by the Senate Committee on Agriculture and later passed the Senate without a dissenting vote. When the bills were returned to the House the Senate increases were approved unanimously.

Bureau's Requests Granted
Passage of these important rural appropriation bills in the desired form may well be regarded as due to Farm Bureau support. All of these measures were planks in the Farm Bureau's legislative platform, laid down by the delegates at the last annual meeting of the State Farm Bureau.

Acting under those definite instructions from the membership, the State Farm Bureau has fought unceasingly for the passage of these bills in the desired form. Discouraging opposition was encountered, but finally overcome.

Probably the final push which brought these three bills through to such an overwhelming legislative endorsement was the fact that the Board of Directors of the Michigan State Farm Bureau at their regular meeting Tuesday, April 14, adopted strong resolutions approving these bills. President M. L. Noon wrote each senator a personal letter, enclosing copies of the resolutions. In writing to the senators, President Noon declared:

"Enclosed you will find copies of resolutions passed by the Board of Directors of the Michigan State Farm Bureau at their session April 14. These matters were given very careful consideration by our Directors, who come from all sections of Michigan, and we are sure they represent the views of the farmers of the state as a whole.

"The Farm Bureau is greatly concerned in the eradication of plant and animal diseases that if allowed to go unchecked will not only ruin our agriculture economically, but some of which are seriously detrimental to the health of both the farmer's family and the city consumer.

"The members of our organization are particularly anxious to see that the Senate provide more liberal finances for the maintenance of the College than were authorized in the bill as passed by the House.

"Since the meeting of our Directors Tuesday, we note with great satisfaction that some of these measures with which our resolutions deal have been reported favorably by the Senate committees.

"The continued support of these measures as they are reported out by your Honorable Body and your further efforts to secure the increase to the minimum which has been requested will be very greatly appreciated."

Following are the resolutions passed by the Board of Directors and sent to the Senators, together with the above letter from President Noon:

Urge Uninterrupted Battle Against Bovine Tuberculosis

"Resolved, that we commend the members of the House of Representatives for their progressive and statesmanlike attitude in passing, practically unanimously, the Espie bill providing an emergency appropriation of \$100,000 to meet the deficiency already incurred in the payment of state awards on condemned tubercular cattle and to allow for the continuance of the eradication campaigns during the remainder of the present fiscal year.

"We earnestly petition that the bill be favorably considered by the Senate Committees on Agriculture and Finance and Appropriations and that its progress through the Senate may be hastened. It is common knowledge that unless this emergency

cy appropriation is granted, many thousands of dollars of federal aid will have to be returned to Washington unused because state funds will not be available to match this federal money.

"We regard bovine tuberculosis as a serious menace, not only to the dairy and live stock industry in Michigan, but also to the health of our citizens and their children, as it is today a generally accepted and well established fact that this dread disease is transmissible to mankind through the drinking of milk from infected cows.

"We approve the splendid progress made to date in eradication of bovine tuberculosis from Michigan herds and earnestly urge that sufficient state money be provided so that we may use the full amount of the federal aid available for Michigan and in the very near future carry out the eradication and clean-up campaigns in the 22 counties which have provided the local funds, but in which the work has not been started as yet because of the limited state resources appropriated for this project."

Enforcements of Standards of Farm Products Essential

"RESOLVED, that we are convinced that successful marketing of Michigan farm products can only be based on satisfactory quality which is measured in terms of well established and commonly accepted standards and grades and we therefore commend the Michigan Legislators for the careful attention which they have given to the establishment and revision of such standards for Michigan fruit, vegetables and potatoes.

"We feel that such action will benefit both the producer and the consumer and will result in an increased attitude of confidence and respect in Michigan farm products in the home and out-state markets.

"We would suggest, however, that these desired results of grading and standardization can be secured only as these grades are interpreted and enforced by the State Department of Agriculture. We, therefore, stress the importance of adequate appropriations to make this inspection work possible and urge that Representative Brake's bill which has already passed the House be amended in the Senate to provide for at least \$50,000 for this purpose."

Demand Immediate Action to Check European Corn Borer

"RESOLVED, that we view with apprehension the rapidly enlarging area in southeastern Michigan which is already infested with the European Corn Borer and we are further alarmed at the increasing density of this infestation.

"In view of its spread in Michigan during the last four years as well as in the light of the experience of other states, we respectfully urge upon the Michigan Legislature the wisdom of granting the full amount of the \$25,000 requested by the Department of Agriculture for combating and suppressing this serious pest which is menacing the chief farm crop of southern Michigan and which is reported to have been found attacking 205 other varieties of plants.

"Because of the seriousness of the situation and because of the further fact that the United States government has agreed to allow Federal aid for this project, we urge that at least \$25,000 of state funds be set aside for this purpose."

Ask Liberal Support For M. A. C., Extension Work

"RESOLVED, that we reaffirm our attitude as expressed in our resolution passed at our annual meeting as follows:

"RESOLVED, that we urge the Legislature to make liberal appropriations for the Michigan Agricultural College to be used for extension, investigation, research and the study of agricultural marketing problems."

"We feel that the cuts made by the House to the budget requests of this institution are very serious and far-reaching in their consequence not only to the academic work of the College but also to its vitally important program of research and agricultural extension, and we therefore strongly urge that increased amounts be allowed to provide for these services to the citizens of Michigan."

All four of the above resolutions were signed by all of the members of the State Farm Bureau Board of Directors, as follows:

M. L. Noon, Pres., Jackson.
M. B. McPherson, V. P., Lowell.
W. W. Billings, Davison.
J. G. Boyle, Buchanan.
M. D. Buskirk, Paw Paw.
V. F. Gormely, Newberry.
G. W. McCalla, Ypsilanti.
E. C. McCarty, Bad Axe.
J. H. O'Meara, Hudson.
Fred Smith, Cadillac.
Mrs. Edith Wagar, Carleton.

Warns Shippers Not to Mix Stock in Cars

The Michigan Live Stock Exchange Co-op Commission Merchants at Detroit is strongly urging shippers to refrain from mixing stock in cars. It is resulting in the arrival of many crippled. Time again to be careful about overloading hogs.

Lucius Wilson Says To 30,000 News Readers

(Continued from page two)
thin soil of Connecticut and put it on the black lands of Mississippi, and if you had taken the shiftless, careless negro labor of Mississippi and put it on the thin soil of Connecticut, you would by the same process have interchanged the sale price of the two pieces of land!

After all, it is a basic, economic truth that the material things of life have their value given to them by the energy, inventive enterprise and intelligence of the men who use them.

Land is worth nothing unless a man uses it. It becomes immensely valuable when a man knows exactly how to use it.

In teaching men how to use the farms of today and the farms of the future, organized agriculture has taken its greatest step, I believe, in laying hold of the boys and girls. I have only a little hope for you folks here—only a little. I have unlimited faith in what the growing boy and girl of the next generation will do. Every generation that America has produced has given to the world new advances almost unbelievable. THE ORGANIZATION OF BOYS AND GIRLS THROUGH THE ORGANIZED FARMER is the one best way to train them for the actualities of the years to come.

The Value of Education

Down at Springfield, Mass., is the Eastern States Exposition, to my mind the most important agricultural fair on the continent. Its fundamental principle of operation is to exhibit the product instead of the product. In other words, instead of putting a bushel of Maine potatoes into a basket and setting them up on the counter for exhibition, they bring down the boys and girls who raised the greatest product per acre in the best county of the state of Maine. They bring those boys and girls down there and have them tell how they did it. This same thing is done with a very great variety of organized boys' and girls' activities.

In the Women's Building at Springfield, you will find a series of raised platforms about the height of this table, and at different times during each day these raised platforms are occupied by boys or girls from 6 or 8 states who have distinguished themselves as the doers of the best work in their clubs. It is some distinction to be taken from Maine and brought down to Springfield as the outstanding boy or girl in that particular line of human endeavor in the year!

On one occasion, on one of these raised platforms, a girl was giving a demonstration of how to make gingerbread. The equipment was about the same as you would find in a high school domestic science department. This girl was about 14 years old, had short skirts—although of course you can't tell much by that these days—and she was the winner in her club. She had a big brown mixing bowl in her arms, and while she was stirring away she was telling the audience down in front just why she did this, and why she put that in, etc. Down close to the edge of the table in front of her was an elderly woman, one of the strong-minded variety. She was apparently looking upon the girl up there with disapproval. In her day girls didn't get up on platforms and tell people how to do things. She didn't like it and in one of those stage whispers that are heard all over she said, "Well! I've been making gingerbread for forty years and I never did anything like that." The little girl without missing a stir of her spoon, said, "Very well, if you have been making gingerbread for forty years and have not done this you have not made as good gingerbread as you should."

Money Can't Buy Poise

What was it worth to the father and mother of that girl that she should have acquired the mental poise and mastery of her faculties that came in such good stead under those conditions? I know of nothing that comes out of education that is more valuable than poise. The experience, the training, the poise, the readiness, the mastery of human conditions—that comes to the boys and girls through their own self-actuated and well directed organized efforts is of itself an education that cannot be bought by money.

Farmer and City Man

Now let me round out what I want to say to you. There may be men in the room who will tell me and who still honestly believe that although business men in the cities can see the indirect returns that come to them through their Chambers of Commerce, clearly enough to induce them to go out on the streets and solicit membership as a volunteer service, yet the farmers won't do the same thing for their own craft—that there is in the farmer something so little and mean and contemptible that he just won't do what the other man. I won't believe that. If I did I should lose faith in my father and my grandfather and my great-grandfather and all the greats for something like seven generations.

Getting membership in the State Farm Bureau or County Farm Bureau is nothing but the human problem of educating other men to see and realize that the indirect benefit coming from organized and intelligent effort, is always worth more than you are called upon to pay for it in time or money. That is the whole problem in a nutshell.

The business man does it over and over again. There are hundreds of cities, yes, thousands of cities in America where business men of today have been educated that they must expect to give a week or so of their time going out on the streets and telling other business men to get into the Chamber of Commerce and do their part. I want to impress this upon you as strongly as I can: The business man's nature is neither better nor worse than yours, but the business man was lucky, if you please, in that his Chambers of Commerce were taught years ago that you must aim at the indirect return and not the direct return if you expect to have the organization live. That is true of the Farm Bureau.

You say the farmer won't quit his work and in an organized way go out for three or four days and call on a list of neighbors. Why won't he?

What It Really Means

You owe it to your generation, and on that rock you have to found whatever faith you have in your organization. The average man on the farm, in the city, or half way between, is a pretty decent sort of an individual if you will approach him from that side. If you make the mistake of going to him and trying to buy his loyalty to the State Farm Bureau, and maybe arouse in his mind every selfish instinct he has, then you would never get the man; but, if you will go to him soundly and sanely as one citizen to another and say, "John Smith, you are an American of today in the midst of all the advantages, of all the opportunities that come to you as an American. You owe it to this day and this generation and to your children, to go out next week and do whatever lies in you for the betterment of your organization," you will get your man. For most men will respond to that appeal.

Again I ask you: If any reputable citizen will come to me and ask me to give my time on behalf of an organization that makes for the betterment of my children, will I go? Let me repeat. The average man is a pretty decent sort of an individual. The average man will give and give and give for the benefit of society, because he is smart enough to know that the development of civilization has come out of those things we have done for society and not out of the things we have done for ourselves.

Consider This:

Carry this further. The average man likes to do something for society. You, again, who have reached middle life, suppose you were called upon tomorrow morning to stand up in front of your Maker and give an account of your life. Would you begin by reciting to Him the times you cheated your neighbors, the times you gave watered milk, the times you were petty and mean? Not on your life! Suppose I put it more simply: Suppose I say that when you are sixty years old and have the fortune to be surrounded with grandchildren, what do you tell that little boy who trots out into the field with you in the morning? Do you pull out of your memory and tell him of all the times in your life when you did the little, contemptible, selfish things, or do you recite to him those occasions when you played the part of a man?

If you were called upon tomorrow morning to put into two heaps the things you had done in your life, in the one big heap the times when you were petty and mean and contemptible, and cheated, and in the other little heap the times when you gave money and thought and kindness and care, and then had to choose which of those two piles of things you would keep in your old age, it would not take you the thirtieth part of a second to make the decision.

And Remember This:

There is, if you please, a money value in upholding the standard of service among your own neighbors. What would your farm be worth if every man surrounding it was utterly selfish? Remember this, the utterly selfish man reaches out and gets what he can whenever he can get it. Civilization over a period of 6,000 years has been compelled to enact laws to hold us in check. To-day we have learned that selfishness is short-sightedness.

Twelve centuries ago there dwelt along the lower Rhine river a certain class of men called nobles. They had big stone castles at strategic points where the highway or Rhine river could easily be commanded. These nobles sat in their big stone castles and robbed the travelling merchant of his goods, but after a while even the robber baron discovered he could not make as much money when he held up and robbed and killed the travelling merchant as when he sat down and quietly assessed a very small toll against the passerby, because when he killed the merchant that merchant never came that way again. Whereas by assessing a small toll he could collect from them on the return trip as well and those same merchants would come that way again and again.

Unbridled selfishness will destroy its own self. I am talking this afternoon about the species of enlightened selfishness called human nature.

Enlightened selfishness is the sort of selfishness to which you must appeal in your great task of building up the State Farm Bureau, the sort that makes you willing to make sacrifices for your organization, that you must teach to your own people. It can be taught. The farmer is receptive.

The Ohio Farm Bureau in its recent plan of organization paid no man for membership work in the field. Every bit of membership work in nine counties was done by volunteer farmers in those nine counties. In order to do the supervisory work necessary a number of automobiles had to be hired. But do you know that at the close of that campaign, Mr. Head, who had charge of the campaign, wrote me that out of thirty automobiles that the farmer owners in almost every case have refused to turn in their bills?

If you will appeal to men as citizens, as human beings, if you will go to them from that angle, they will respond in the same terms that you approach them.

I can sum up everything I have said to you today in one single proverb of that wise old King Solomon, who said that "Where there is no vision the people perish."

Farm Kitchens

Is the title of Bulletin No. 37, a very interesting booklet just put out by the household management and agricultural engineering sections of the Michigan Agricultural College. It tells how to make things easy in one's kitchen, by arrangement, by installation of handy devices. It contains lots of good pointers. It may be had for the asking, and is well worth asking for. A postcard to the M. A. C. Bulletin Office will bring it.

Nitrogen and Potash

Nitrogen fertilizer should be purchased only when insufficient manure and green manures are used. It is the highest priced ingredient. Potash seldom pays dividends except on alfalfa and clover, where it is essential, says the Mich. Agr'l Col. soils dept.

175 LOCAL POINTS NOW GIVING OUT WOOL CONTRACTS

The time is getting short for getting contracts for the 1925 wool pool. Soon a closing date for accepting contracts will be announced, after which no contracts can be accepted.

Wool will be accepted only on contract. Cash advance up to 75% of the value of the graded wool will be made to those asking it. Advance made promptly on arrival and grading of wool at Columbus, Ohio, warehouse. Pool sales charge guaranteed at 2 1/2 cents per lb. as last year, freight extra, which averages about 1 cent a pound. The work of organizing the pool, etc., is financed by a charge of one-fifth of a cent a pound to Farm Bureau members and one cent to non-Farm Bureau members. Two pools this year, one selling out before September 1, the other between Sept. 1 and March 1, 1926.

Albion Farmers Elev. Co.
Allen Co-op Ass'n
Ann Arbor, George Klinger
Ann Arbor, Farm Bureau Elev. Co.
Augusta, E. M. Caldwell
Barrington, Farm Bureau Elev. Co.
Battle Creek, Co-op Ass'n
Battle Creek, F. B. Garratt, R-1
Bedford, Frank Parmelee, R-2
Beaumont, Co-op Ass'n
Beaumont, Co-op Ass'n
Bellevue, Co-op Elev. Co.
Berlin Farm Bureau Ass'n
Big Rapids, Building Ass'n
Big Rapids, Meador, Farm Bur.
Blissfield, Co-op Ass'n
Bronson Co-op Ass'n
Brooklyn, Co-op Ass'n
Brown City, Edmund Carson
Burr Oak Co-op Ass'n
Byron Center Co-op Ass'n
Cassopolis, Central Farmers Ass'n
Centerville Co-op Ass'n
Chelsea, G. W. Cox
Chesaning, Mr. Lee Ferdin
Clare Farmers Ind. Producers
Clarkston Farm Bureau Local
Clarksville Co-op Elev. Co.
Clio, W. C. Pitter
Coldwater, Branch Co. Farm Bur.
Coldwater Co-op Co.
Coleman Farm Bureau Elev. Ass'n
Constantine Co-op Buying & Selling Ass'n
Coopersville Co-op Elevator
Corunna, Floyd Walworth
Davison, W. W. Billings, Ray
Dexter, Bert Stimpson
Dexter Co-op Ass'n
Deerfield Co-op Ass'n
Delton, F. B. Elev. Ass'n
Delton, D. W. Shepherd
Dimondale, Will Bailey
Dexter Farm Bureau Exchange
Dundee, Karner Bros.
Eaton Rapids, Ward Bullen
Eaton Rapids Co-op Ass'n
Eau Claire Co-op Ass'n
Elsie, H. T. Lewis
Elyria, Marketing Ass'n
Flint, W. J. Taylor, R-8
Flushing, A. J. Bailey
Fremont, John Vincent
Freeport Livestock Shipping Ass'n
Fowler Farmers Co-op.
Fowlerville, Frank Copeland
Fowlerville Farmers Elevator
Fremont Co-op Produce Co.
Fremont, Henry Church
Fulton, Albert Coleman & Robert Frost
Gaines, M. T. Cooney
Gladwin Co-op Shipping Ass'n
Gobles Co-op Ass'n
Goodrich, Drew Riles
Grant Co-op Creamery
Gregory, Gene Gallup
Hadley, C. P. Johnson
Hartford, Farmers' Co-op Ass'n
Hartford, Gleasons Elev. Company
Hastings Co-op Elevator
Henderson, Paul Amos
Highland Producers Ass'n
Hillsdale Co-op Ass'n
Holly Grain & Produce Company
Homer Farmers Elev. Co.
Howell, Livingston Co-op Ass'n
Hudson Co-op Ass'n
Inlay City, Fred Pritzel
Ionia, M. C. Stout
Ithaca, Harold Mouser, R-6
Ithaca Stock Shipg. Ass'n
Jackson County Farm Bureau
Jerome, Somerset Center Co-op
Jones Co-op Ass'n
Jones Co-operative Ass'n
Jonestown Co-op Ass'n
Kalamazoo County Farm Bureau
Kalamazoo Farmers Produce Co.
Kent City Farm Bureau
Lake Odessa Farm Bur. Unit
Lapeer, Clinton Smith
Lawrence Co-op Company
Leonard Farm Bureau Local
Litchfield, Co-op Ass'n
Manchester, Fred Stafford
Maple Rapids F. B. Produce Ex.
Marcellus, F. County Co-op Ass'n

Marshall Farmers Elevator.
Martin Farmers Co-op Elev.
Mason, Ingram Co. Farm Bur.
Mecosta, Marketing Ass'n
Merrill, Chas. Bow
Merrill, Martin B. Price
Middleton Farm Bureau Elevator
Middleville Co-op Shipg. Ass'n
Midland Co-op Ass'n
Midland Co-op Ass'n
Midland, Chas. Lamphier, R-8
Midland, Roy Walker
Milan, E. O. Loveland
Moline Co-op Elevator
Montgomery, Tri-State Co-op.
Moscow Co-op Ass'n
Mosherville Co-op Ass'n
Mt. Pleasant Co-op Elev.
Multi Co-op Livestock Ship Ass'n
Muskegon Co. Farm Bureau
Napoleon Co-op Ass'n
Nashville Co-op Elevator
Niles, St. Joe Valley Shipg. Ass'n
North Adams Co-op Ass'n
North Branch, P. F. Hoeman
Oakley Farm Bureau Local
Ortonville Shipping Ass'n
Oscoda Co-op Ass'n
Oscoda Farmers Co-op Elev.
Oxford, Oakland Farm Bur. Local
Parna Co-op Elev.
Perrinton, Robert Blank
Pittsford Co-op Ass'n
Plainwell Farmers Co-op.
Plymouth, Mr. Clemens
Portland Farm Bureau
Prattville Co-op Ass'n

Quincy Co-op Elevator
Ravenna, E. R. Pierson, R-1
Reedling Co-op Company
Reedling, Geo. B. Cole
Reedling Co-op Elev.
Reedling Co-op Ass'n
Richland, C. F. Bissell
Rives Jct., W. S. Wood
St. Charles, Geo. Lutenbacher
St. Walter Sanford
St. Johns, Agr'l Ass'n
Saline, Adolph Feldkamp
Saline, Austin Robinson; A. E. Cole; Sigmund Klinger
Shepherd Co-op Marketing Ass'n
Sherwood Co-op Company
Shutts Co-op Creamery
Sparta, Co-op Ass'n
Springport, Will C. Ford
Stanhope Marketing Ass'n
Stockbridge, G. W. Nichols
Sturgis Co-op Ass'n
Sturgis, W. R. Sturgis
Sunfield Co-op Shipg. Ass'n
Three Rivers Co-op Exchange
Tosonka Co-op Co.
Walton Co-op Ass'n
Wayland, Fred
Whittemore Lake, Owen Steffe
Williamston Producers Elev.
Whom Co-op Ass'n
Woodland F. B. Elevator
Ypsilanti Farm Bureau Ass'n

KNOW WHAT YOU ARE FEEDING

With Michigan Milkmaid, 24 per cent protein, good results are not surprising. The feed ingredients are listed pound for pound on the tag. Every dairyman's knowledge of feedstuffs O. K.'s that formula as an economical milk producer. 260 co-ops stock Milkmaid. Ask for it. MICHIGAN FARM BUREAU SUPPLY SERVICE, Lansing, Mich.



KEYSTONE HATCHERY CHICKS

Leading best strains in varieties mentioned below. Quality all along the line is our motto. BLOOD TESTED STOCK.

Forman Strain Barred Rocks	\$9.50	\$18.00	\$25.00	\$165.00
Selected Barred Rocks	8.00	15.00	20.00	135.00
Single Comb Reds				
(Int. Laying Contest Stock)	9.50	18.00	25.00	165.00
Extra Selected S. C. & R. C. Reds	9.00	17.00	20.00	155.00
Selected S. C. & R. C. Reds	8.50	15.00	20.00	135.00
Wh. Rocks & W. Wyandottes	9.00	17.00	20.00	155.00
Tanored Amer. Wh. Leghorns	8.00	15.00	20.00	135.00
Utility and English Bantam				
White Leghorns	6.50	12.00	20.00	115.00
Mixed varieties	6.50	12.00	20.00	115.00
Mixed all varieties	6.00	11.00	20.00	110.00

For delivery May 15th to June 15th, deduct 2¢ per chick from above prices. For delivery after June 15th deduct 4¢ from the above prices. If it is real EGG LAYING QUALITY that you want in your chicks, Keystone Chicks will fill the bill for you. They are winners in Laying Contests in Michigan, Missouri, Connecticut, Canada, etc. Get our literature giving these winnings before buying chicks elsewhere, or order direct from this ad.

LANSING KEYSTONE HATCHERY, Dept. 100, Lansing, Mich.

It's Time to Lime!

DON'T DELAY
DO IT NOW

INSURE your clover or alfalfa crop by using France Agricultural Limestone Meal.

LIMESTONE is the only practical way of insuring your legume crops.

USE limestone now before seeding alfalfa; use good seed and watch it grow.

FRANCE AGRICULTURAL LIMESTONE MEAL can be delivered to any Station in Southern Michigan at a very reasonable cost.

The Michigan State Farm Bureau handles France Agricultural Limestone Meal. Ask for prices.

THE FRANCE STONE COMPANY
1800 Second National Bank Bldg.,
Toledo, Ohio

To Get Guaranteed Seed,

Go to your nearest co-operative ass'n and ask for Michigan Farm Bureau Brand adapted field seeds. All our alfalfa and sweet clover is scarified and therefore all of it is quick to germinate.

Below is the front and back of a Michigan Farm Bureau Brand seed tag for No. 1 Farm Bureau Brand medium clover. Note the complete information given. Note the binding guarantee as to vitality, description, and purity. This is your assurance of quality seed.

SEED ANALYSIS TAG
Bag to which this is attached must be sealed with
LOT NO. 9666
#1 F. B. B. MEDIUM CLOVER
PURITY 99.46% CROP SEEDS .28%
INERT .12% WEED SEED .12%
NOT. WEED O TOTAL LIVE SEED 94%
5-DAY GERM. 90% HARD SEED 4%
APRIL 1924 TEST MICHIGAN GROWN

If you have occasion to refer to this shipment always give Lot Number.

GUARANTEE
The Michigan State Farm Bureau Seed Department, Lansing, Michigan, guarantees the vitality, description and purity of its Farm Bureau Brands of Seeds to be as represented on price card and analysis tag to the full amount of purchase price. So many factors, such as cultivation, soil and climatic conditions, effect the germination of the seed when sown, and the resultant crop that it is impossible to guarantee the productiveness. Further, we cannot be responsible for seed removed from our bags; but we do guarantee Farm Bureau Brands of seed to be exactly as represented when received by consignees if package is intact. It is recognized that a mistake may be made and it is mutually agreed that in no case shall the Michigan State Farm Bureau be liable for more than the amount actually paid for the seed. Upon receipt of seed if unsatisfactory advise us immediately and we will give disposition.

Adapted Seed Always Gives Dependable Results

Seed is about the most important factor in the production of a crop. It is the one factor you can control. Can you afford not to use the best?

Michigan Farm Bureau Seed Service
Lansing, Michigan

MICHIGAN MILKMAKER DAIRY FEED

24% Protein

Your local co-op or Farm Bureau agent can supply you. If you want to know what success others have had with it, write MICHIGAN FARM BUREAU SUPPLY SERVICE, Lansing, Mich.

Reapportionment Holds Attention at Lansing

(Continued from page one)

tended debate, this measure was approved by the House, 73 to 8. During its consideration an amendment was adopted providing that not more than one member of the County Board of Education might come from any one township or city. This provision will prevent the supervision of rural education from being dominated by the city interests. There has been considerable dissatisfaction with the present arrangement whereby the County Commissioner of Schools is elected at large. It is claimed that in counties having large cities, the School Commissioner often retains his position through playing city politics rather than because of his ability along rural educational lines. The Snow bill changes the term County Commissioner of Schools, to County Superintendent of Schools. This bill is one of the planks in the Farm Bureau's legislative program.

One of the interesting and somewhat unexpected developments of the past week was the passage through the House, by a vote of 57 to 24, of Senator Horton's bill, changing the name of the Michigan Agricultural College to the Michigan State College of Agriculture and Applied Science. There was no debate on this bill but when the vote was announced, prolonged cheering broke loose, indicating that the members had been worked up to a high pitch over this issue.

Probably in an effort to show that even despite this name change, the College is to continue as a leader in agricultural matters and provide definite service for Michigan farmers, the Senate is taking action to materially increase the appropriations granted by the House for maintenance and agricultural extension work for the East Lansing Institution. The Senate Committee has increased this bill from \$520,000 for the next two years as passed by the House, to \$875,000.

Representative Kirby's bill to amend the Michigan grape standards has been passed by the Senate unanimously.

Repeal County Road Aid
The State of Michigan has definitely abandoned its policy of paying state awards on county roads. The Senate approved unanimously Rep. Kirby's bill, which permanently repeals those sections of the old general highway law which provided for the payment of such awards. Passage of the Kirby bill will not affect in any way the approximately \$6,000,000 of delinquent awards now due to the counties and townships.

The Senate has passed unanimously Senator Young's bill to place dealers in livestock remedies under strict regulation and a stringent license system. This measure is intended to prevent fraud and deception in the sale of so-called tonics, condition powders, etc., which are actually only compounds of common and cheap ingredients, which have little medicinal value and are actually worth but a small fraction of the price asked. Several hearings have been held on this bill before the House Committee on Agriculture. Vice-President M. B. McPherson of the State Farm Bureau will testify for this bill at a hearing to be held in the House tonight.

In the midst of contention as to which appropriation bills to allow and which to defer and disagreement as to the size of the requests to be granted, the Senate has passed Senator Brower's bill appropriating \$500,000 for the construction of an entirely new state tuberculosis sanatorium upon a site to be selected by a joint legislative committee provided for in the bill. It is contended that the institution at Howell is antiquated and outgrown and that for the proper care of the tuberculous sick in Michigan, four additional sanatoriums the size of that at Howell would be required. It is said that Michigan is short 900 beds of being adequately equipped to give sanatorium treatment to those requiring it.

Another very important bill relative to human tuberculosis is Senator Greene's proposal for the construction of county tuberculosis sanatoriums and for allowing \$1.00 per day of state aid for patients confined therein. After weathering a storm of hostile motions and amendments, this bill was finally passed by the House, 80 to 7, and has been sent to the Governor for his approval.

When We Analyze Ourselves It Is Usually Encouraging

We Find That Most Of Us Are Meeting Life Squarely

By MRS. EDITH M. WAGAR
Chairman Farm Bureau Home and Community Work

Does the selfishness of the human race control our ambitions, rule our lives and shape our achievements? Sometimes we are apt to think that in this busy, ever-changing world the old adage, "Everyone for himself and the devil for them all" is the slogan that the majority are following, but when we analyze conditions of everyday life as we meet them, we find that the majority of folks are serving others beside themselves in some form or other, sometimes unconsciously to be sure, but nevertheless that help is being rendered.

Need More of It
It is regrettable that thought for others has not been stressed more, in the processing of the child mind until it has become a permanent trait of character in every individual as he matures. If every day training of selfishness, appreciation, loyalty and peace were a part of our school system just the same as reading, writing and arithmetic, I feel that many mistakes would not happen, much misery would be avoided and all in all the standards of human endeavor would be many notches higher than it is with our present system of subject learning which gives less attention to character building.

It was a rare treat to listen to Mr. Wilson of the General Organization Co., of Chicago, as he appeared before the State Board of Directors and 150 or more representative members of some 30 County Farm Bureaus a few days ago.

He told us nothing but what we all have known, that any enduring organization must be of a nature so that its least able member knows that there is a part for him to play and a place for him to fill whereby he can render assistance to his fellowman, rather than that his sole object in being part of it is to receive benefit or great profit or some personal gain or honor.

He told us when we appeal to folks from the standpoint of the individual himself rendering a service to his community and therefore to himself, that we begin then and there to command a greater degree of respect from that man as well as help to create a desire to become a part of such an organization; that whenever an organization approaches a prospective member with an idea that arouses his selfish instinct, just then is created a feeling of unsatisfied demand. That when a free service of any kind is promised in one year, just so surely will the organization be asked to double that next year.

How It Works
I well recall the man that was asked to join us way back in the beginning of our first membership campaign and he insisted that we guarantee absolutely that for each \$10 fee paid that the returns to him would be \$20.

Think of it! He demanded an organization that was being created for the sole purpose of assisting those that followed his vocation to just double what he put into it each year! He made no pretense of showing where these enormous returns should come from—he offered no pledge of loyalty whatever and then allowed himself and family to be classed with those not willing to push, but eager to drain.

He knew no bank within the state would pay him over 4 per cent interest for any money deposited with it, yet he demanded 100 per cent interest out of his neighbors and others of the state that hoped to band together all agricultural forces so that they might act together, work together, think together, and enjoy together any service of recognition that might be accomplished by being assembled.

Why do we keep before us that yearly fee that must necessarily be part of the program when we try to organize any group of people for a given purpose? Why do we think of that same fee first if we feel any disappointment in the accomplishments? Why do we forget it when

we place it against the many indirect returns of such an organization? Why do we demand so much more from that fee than we do of any other like sum expended during our year's operations? Why cannot we feel that it is a privilege to make our contribution to the cause of agriculture rather than a tax to be dolled out reluctantly and watched suspiciously?

Human Nature is Perverse
Last week I overheard a group of farmers tell of their experience with wheat the past few months. One told of being offered \$2.10 a bushel but he thought perhaps it might reach \$2.25, so he waited and finally sold for \$1.68. He told it as a matter of course, with no fault finding, no suspicion, no refusal to grow wheat again or to patronize his local dealer in the future, and seemingly with no regrets whatever—at least they were not on the surface.

I wondered just how differently he would have talked and appeared if he had placed his wheat with a co-operative elevator of which he was a distinct part, and the manager had misjudged future prices even in a small degree?

One of the best things that I have learned since I have been assisting in this co-operative movement is that the great majority of folks are well meaning, thoroughly honest and use their best judgment. I have heard some say to treat everybody as though they were crooked until you know they are different, but I would recommend just the reverse. Treat everybody you come in contact with as though they were honest until you find them otherwise, then give them the benefit of any doubt until you can no longer excuse them.

Further, you will be surprised to learn how very few there are that are not worthy of your respect.

Of course, there are so many chances of misunderstandings, so many cases of lack of information, so many peculiar dispositions to deal with that one must have worlds of reserve patience and endurance and sympathy, but let's bury the trait of suspicion just as rapidly as possible. It's the one bugbear organized agriculture has to deal with today.

Let's not have our slogan, "What will I get out of it?" but rather, "What can I do to help?"

Consider the Knocker

Whenever we see an active person showing interest in some public matter, let's at least grant him a hearing and then co-operate with him if feasible. If not, let's give him the credit of hoping to be progressive and thoughtful and not knock the effort he is showing. It takes no energy, no education, no effort and no character to be a knocker. It takes courage, determination and thoughtfulness of others to be a public spirited, progressive man or woman. Let's have the most important plank of our organization made up of the latter qualities and then let's promote and foster that department and watch it help to develop and encourage the rest.

CHILD HEALTH DAY URGED FOR MAY 1

Physical Exam. Sought For Children Entering School

Pres. Noon of the State Farm Bureau attended a meeting at Lansing, April 9, of Michigan organizations interested in the welfare of Michigan children.

The purpose of the meeting was the promotion of a May Day Child Health Day for 1925. It was called by Mrs. G. C. Hunter of St. Johns, president of the State Federation of Women's Clubs. It was decided that the effort of the organizations present should be devoted to promoting child health this year.

By resolution, Gov. Groesbeck was asked to name May 1 as Child Health Day. It was suggested that on that date and continuing throughout the year, health clinics be established by local communities and that health examination be made of the children about to enter school. It was agreed that physical examinations made at this time would provide sufficient time for corrections to be made before the opening of the school year the following fall.

Organizations represented at the meeting were: State Parent Teachers Ass'n, Michigan Federation of Women's Clubs, Bureau of Child Hygiene of the State of Michigan, American Legion, State Federation of Child Conservation League, W. C. T. U., and the Y. W. C. A., of Cass Tech. High school of Detroit. Invitations were extended to the Michigan Federated Farmers Clubs and the Ancient Order of Gleaners.

BREEDERS' DIRECTORY

Herefor: Reg. Cows with Calves by side for sale. Earl C. McCarty, Bad Axe, Huron Co. 8-15-25

Reg. Duroc Jersey Boars, Bred Sows & Glits. L. O. Klaty, Carsonville, Mich. 6-25

SILVER FOX PUPS FOR SALE. A few pairs of 1925 pups from Parents, inspected and Registered in American National Fox Breeding Association. Write for prices. McCombs Silver Fox Ranch, R. 2, Remus, Mich. 4-23-25

BUSINESS NEWS

3c a word per insertion for 3 or more insertions; 2 1/2c a word for each of 4 insertions; 4c a word for one insertion. Count each word, abbreviation and figure, including words in signature, as one word. Cash in advance. Accompany order. Mich. Farm Bureau News.

POULTRY

EGGS FROM SHEPARD STRAIN Anconas. Cuckoo direct from Shepard, \$1.50 per 15; \$8 per hundred. C. M. Himebaugh, Lowell, Mich. 4-26-25

WHITTAKER'S TRAP NESTED Rhode Island Reds. Michigan's Greatest Color and Egg Strain. Bred by Whittaker's. Customers report up to 88 per cent flock production during December and January. Write for free catalog. Intercities Farm, Box 15, Lawrence, Mich. 5-7-25

BABY CHICKS—ENGLISH STRAIN White Leghorns with Special Pen. Baby chicks that really are from stock of proven production and are profitable to keep. We do not boast a few high individual records for hatch. You get chicks from stock that has been bred and selected for uniform size, with large combs and deep wedged-shaped bodies. Layers of large white eggs that go above 24 ounces per dozen. These chicks are priced right, quality considered. I personally look after every detail. Write for particulars. Suburban Hatchery, Zeeland, Mich. 5-14-25

TANGLED AND TOM BARRON English White Leghorn baby chicks. From high grade stock. Write for circular. Columbia Hatchery, Holland, Mich. 4-23-25

WHITE AND BUFF LEGHORNS \$12 per hundred, Rocks and Test \$15.00 per hundred. For April delivery, 100 per cent Live Delivery Guaranteed. H. Koons, Homer, Mich. 4-24-25

QUALITY BABY CHICKS—SPECIAL High grade White Leghorn baby chicks offered from flocks mated to males from Eckard's strain. Holland Strain S. C. Brown Leghorns. Barred Rock baby chicks from prize winners at the Holland Poultry show. 100% live delivery guaranteed. Our flocks are carefully supervised and Boston tested. Bank reference furnished. Write for prices and descriptive matter. Hillview Hatchery, C. Bowen, P.O. Box A, R. 12, Holland, Mich. Member Mich. State Farm Bureau. 6-12-25

LIVE STOCK

REGISTERED T. B. TESTED HEREFORDS. We purchased part of Allen Brothers, Ray Farm, Mich. Offer bull, Repeater 16th. Calved Oct. 1923. Fine individual. \$150.00. Also Bull, Woodland Farm, born 1924. Price \$150. A. M. Todd Company Meat Farm, Menasha, Mich. 4-24-25

FOR SALE—REGISTERED JERSEY calves; also bull calves not related to heifers, out of heavy producing dams. Best of breeding. C. E. Gibson, Union City, Mich. 4-23-25

SEEDS AND PLANTS

FOR SALE—CERTIFIED SEED. Approved and tested by Michigan Crop Improvement Commission. Worthy Co., Wisconsin. Six Row Barley, Robust Beans; Pickett Corn, fire dried, germination 90 per cent. W. R. Kirk & Sons, Fairgrove, Michigan. 4-25-25

HIGH YIELDING VARIETIES: CERTIFIED Improved Robust Beans, Wisconsin Pedigree Barley, Fritz Mantey, Fairgrove, Mich. 5-14-25

MISCELLANEOUS

FOR SALE—WHITE COLLIE PUPS. Roy Laberdy, Eau Claire, Mich. R. 1, 4-3-25

FOR SALE—MICHIGAN FARMS—G. F. Phillips Licensed Realtor and Auctioneer, Bellevue, Mich. 5-21-25

First Choice White Leghorn CHICKS

PURE HOLLYWOOD STRAIN

260-290 Egg Pedigree Direct descendants of hens with records of 260-269, mated to males from dams with records of 280-290. Foundation stock direct from Hollywood.

We offer also our own Hollywood Mated Rural Strain, Anconas from Sheppard Farm and Brown Leghorns. Fancy matings at prices enabling every buyer of chicks to own the highest grade stock.

ORDER FROM THIS LIST
Pure Hollywood White Leghorns (limited) 50 100 500 amount) \$11.00 \$20.00 \$95.00
Hollywood Mated 8.00 15.00 70.00
Utility 7.00 13.00 62.50
Anconas (Sheppard mated) 9.00 16.00 75.00
Anconas (Utility) 8.00 14.00 65.00
Brown Leghorns (Grade AA) 7.50 14.00 67.50
Brown Leghorns (Grade A) 7.00 13.00 62.50

IN 1000 LOTS: Hollywood mated, \$130; Utility, \$115; Anconas (Sheppard mated), \$135; Anconas (Utility), \$120; Brown Leghorns (Grade AA), \$125; Brown Leghorns (Grade A), \$115.

100% Live Delivery. Large illustrated catalog free.

THE RURAL POULTRY FARM
J. Janzen, Prop.
Member Mich. State Farm Bureau
Zeeland, Mich. R. 1, Box 112

A Few Years Ago

When the Michigan Live Stock Exchange established a co-operative commission house at Detroit a few years ago, there were plenty to say that it could not live.

These same folks said the same thing when the Producers Co-operative Commission House was established at East Buffalo.

Almost from the time that they opened for business, both these houses have handled a large and growing share of the total receipts on both markets—averaging 30 per cent of the whole at Detroit and about 20 per cent at Buffalo. They have returned thousands of dollars in savings dividends to the local ass'ns of farmers.

To win that big business, they must be getting the best returns for their farmer shippers. THEY ARE! It will pay you to ship your stock there. Tell your co-op to bill your next shipment to us. If you have no co-op, get together with your neighbors and try us out.

Mich. Livestock Exch. at Detroit

Prod. Co-op. Com. Ass'n at East Buffalo

BROILERS WANTED

Now is the time to sell your poultry for the top prices as the market will soon decline. For results and service ship to the

FARM BUR. POULTRY EXCH.
2610 Riopelle Street
Detroit, Mich.

Baby Chicks

We would like to describe and price our Baby Chicks to every Farm Bureau member.

Barred and White Rocks; Rhode Island Reds; White and S. L. Wyandottes; Orpingtons; Black Minorcas; White, Brown and Buff Leghorns. Send for circular and price list. Live Delivery 100 per cent guaranteed.

PULLETS AND COCKERELS

Barred Rocks, R. I. Reds, Leghorns; 8 weeks and 3 months old, June and July delivery. If you will want Pullets, write for Pullet and Cockerel Circular.

STATE FARMS ASSOCIATION

Masonic Temple, Kalamazoo, Michigan
Member International Chick Association
Member Michigan State Farm Bureau



If you contemplate erecting a monument or stone to the memory of some departed one, we solicit an opportunity to submit an estimate on the work. The R. W. Carr shops in Charlotte and Battle Creek have as large and complete a stock as you will find in Michigan.

Our prices are very reasonable and all orders are promptly executed. Prices and terms to suit.

We guarantee every stone we place.

We ask the privilege of submitting our designs and samples and quoting you our prices.

Drop us a card for complete information today.

R. W. CARR
Charlotte Battle Creek Zeeland

The first step toward securing poor yields is buying cheap seeds of uncertain history.

Money isn't everything. The expensive cars don't vibrate enough to shake the mud off.

SALT THAT POURS

No one who has ever used N-C (non-caking) salt can ever willingly go back to ordinary salt. N-C is the only guaranteed non-caking salt that scoops or pours out of barrel or bag a year from now as well as today. And N-C costs you no more!

Ask your co-op or local dealer for N-C salt. Packed in 280 lb. bbls. and in 140, 100, 70, 50, 25 lb. sacks.

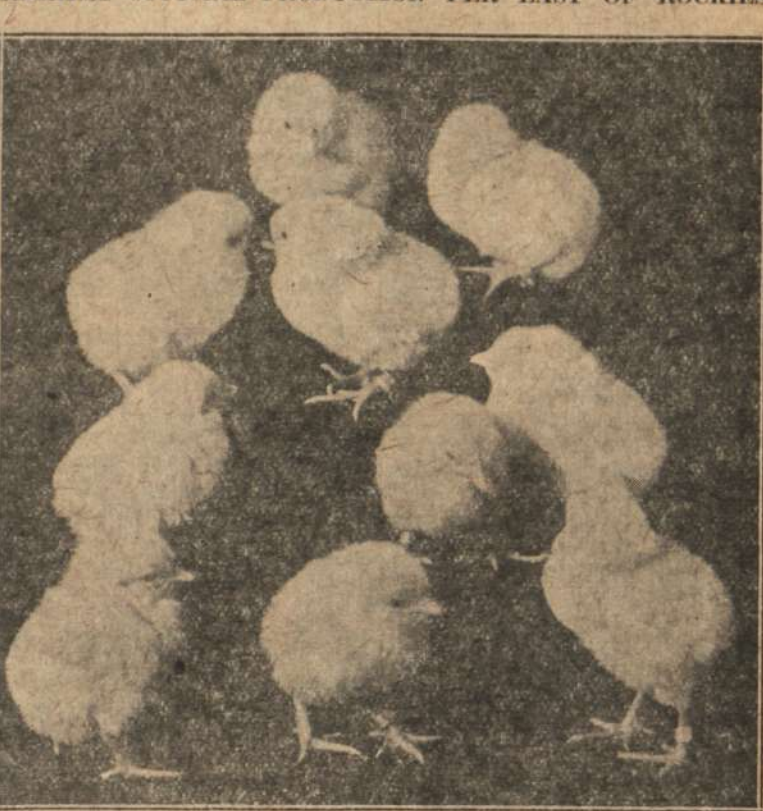
Our BIG FOUR stock salt (medicated) is a wonderful tonic, conditioner and worm expeller.

SAGINAW SALT PRODUCTS COMPANY
Saginaw, Michigan

INTRODUCING

Grandview Pedigree Chicks

HIGHEST OFFICIAL PRODUCTION PER EAST OF ROCKIES



Grandview S. C. White Leghorn chicks travel each week to almost every section of America and are making friends wherever they go. Poultrymen who buy thousands of chicks each year are liberal in endorsing Grandview Chicks because of their sturdy quality, which makes the problem of chick raising easy and simple.

Grandview Chicks possess the production breeding so essential for heavy winter and year round production.

Free Illustrated Catalog—describing our special matings and low prices on highest quality stock.

Free Service Guide edited by Prof. E. C. Foreman to all Grandview customers—brimful of latest practical information on all poultry subjects.

DEVIRES GRANDVIEW POULTRY FARM

Michigan

VACUUM CUP TIRES



and Pennsylvania



TON TESTED TUBES

At Exceptionally Low Prices

When purchased through the Michigan Farm Bureau Supply Service. The savings on most casings will more than pay for a new tube, in some instances much more. On top of that, a

Big Discount to Farm Bureau Members!

On Pennsylvania Vacuum Cup Tires and Tubes, everywhere known as a standard of quality and performance. You can count on them for the longest, trouble-free mileage on roughest roads. We offer them in these styles:

Fabrics, Regular and Oversize Cords and Balloons

For prices, write us the type and size tire you are interested in. These tires are new stock, exactly as you would buy from any Pennsylvania dealer, except our prices are lower. Our complete price list, published in the Farm Bureau News of April 10, stands, with this correction: 32x4 SS Vacuum Cup Oversize cords should be \$16.38 instead of \$14.38.

IMPORTANT! Tires and tubes are sent parcel post or express (as you specify) C. O. D. You pay the delivery agent our low price and the transportation charge. DO NOT SEND MONEY TO US. PRICES ARE F. O. B. GRAND RAPIDS. WE MAKE IMMEDIATE SHIPMENT ON THESE TIRES. Be sure and tell what County Farm Bureau you are a member of.

MICHIGAN FARM BUREAU SUPPLY SERVICE
LANSING, MICHIGAN

Buttermilk CHICK MASH EGG MASH

Make chicks grow and hens lay. See your local co-op or Farm Bureau agent. Write for free poultry feeding booklet.

MICHIGAN FARM BUREAU SUPPLY SERVICE, Lansing, Mich.

WOOL GROWERS!

Application for 1925 Wool Marketing Contract

Michigan State Farm Bureau Wool Pool
LANSING, MICHIGAN.

Gentlemen: Please send me a 1925 Wool Marketing Contract. Also sacks for shipping wool at your direction.

I expect to have about.....lbs. of wool.

NAME.....

ADDRESS.....R. F. D.....

SHIPPING POINT.....

Don't delay filling out and returning this application