

KEEP UP

On News Interesting to
Farmers Through the
Farm News

MICHIGAN FARM NEWS

PUBLISHED

For 17,000 Farm Families
in 85 Michigan
Counties

Vol. XVI, No. 11

SATURDAY, NOVEMBER 5, 1938

Published Monthly

Invite Members to Farm Bureau Annual Meetings

Behind the Wheel

With J. F. Yaeger,
Director of Membership
Relations

APPLES

Twelve hundred bushels of apples per acre is a lot of apples, but when Mr. Percy Anderson of Newaygo county reported growing 4,000 bushels on two acres, it's just about a record according to Mr. Don Hootman, secretary of the Michigan Horticultural Association, and extension specialist at Michigan State College. Excellent soil, closely planted trees at the peak of bearing, and an ideal season all combined to bring this huge crop. None of the extension specialists at Michigan State College had ever heard of a greater yield of Spy apples, according to Mr. Hootman.

STUFFED

While many farmers were worrying through a hectic first day or two at the opening of the pheasant season, Mr. Frank Johnson, Mundy township, Genesee county, got a laugh or two instead. Mr. Johnson "planted" a stuffed pheasant a couple of rods inside his fence in the stubble of a grain field and awaited results. They came fast and furious in the persons of anxious hunters who would skid the tires in bringing their cars to the "ready" and blaze away at the amazed bird. After a shot or two, the stuffed pheasant would jump across the fence and with shotgun still blazing, charge the pheasant which seemingly refused to be killed. When the hunter realized that he had been the victim of an April Fool joke in mid-November, he'd either vent his wrath in violent language or look about with face red from ear to ear and then quietly turn about and somewhat more slowly go back to his car. The pheasant didn't last but two days, said Mr. Johnson, but it sure was fun while it lasted.

J. F. YAEGER

Our Junior Farm Bureau director can take a joke about as good as anyone but when he returned home at 2 a. m. recently to find a dead skunk on his back door step and the odor throughout the entire house it took many days for him to see the funny side. Mr. Hennink had been away to a meeting outside. Two young colleagues who room at his place in East Lansing had found the skunk in the area way of a basement window from which Mr. Skunk could not get out. The animal was peaceful enough until the boys had the unhappy idea of helping by poking a long stick at the skunk and trying to pry him out of his difficulty. It was all well intended but Mr. Skunk believed otherwise and let go the heavy artillery. The net result was that the odor filled not only the yard and neighborhood but the entire house. When Ben and the Mrs. got home the skunk was dead, but his memory lingers on.

SKUNK

Ernest Wanser, president of the Eaton County Farm Bureau is sure proud of his 4,440 pound team of horses which does a neat job of winning prize money in pulling contests at the fairs. Mr. Wanser became interested in pulling contests three years ago. He entered the team he had at that time but didn't win much in the way of prize money. Determined to do better, he purchased his present team and since then has placed in the money at every fair where the team has been entered. Included are such contests as are staged at the fairs at Ithaca, Ionia, Saginaw, etc. To train them Mr. Wanser had the team pull a large tractor around while the machine did its best, but unsuccessfully, to hold up its end of the contest. Those horses certainly are built to go places when hitched to a load.

HORSES

Tarzan stories may be all right to read but when it comes to imitating the ape man, results aren't always so good, thinks the oldest son of Mr. and Mrs. Warren Bolton, farmers in Barry County. The two Bolton boys were practicing Tarzan stunts by grasping at a limb as they rode beneath it while standing on their pony. The younger son accomplished the trick okay and swung from the tree in fine style. The older boy missed. Result, two broken wrists. No more Tarzan for him.

SPORTSMAN

In Ingham County, the Ingham County Sportsman League has posted signs calling the attention of hunters to some sportsmanlike practices which they are urged to observe. The signs are white with large black type calling "Hunters Attention!" The next line reads, "Be a sportsman, re-

(Continued on page 2.)

LAGUARDIA ONE OF SIX LEADERS TO ADDRESS AFBF

Gregory, Parran, Graves,
Davis, Harriman Also On
Nat'l Program

Mayor Fiorello H. LaGuardia of New York City has accepted an invitation to address the annual convention of the American Farm Bureau Federation in New Orleans, December 12-15, E. A. O'Neal, president of the Federation, announced today.

Mayor LaGuardia is one of six nationally known leaders of industry, labor, agriculture and government who will address the Farm Bureau convention. The Mayor will discuss the consumer's interest in farm problems. Speaking for industry will be Henry I. Harriman, former president of the United States Chamber of Commerce. Agriculture itself will be represented by Clifford V. Gregory, associate publisher of Wallace's Farmer, Des Moines. Mr. O'Neal announced that a fourth speaker, not yet selected, will speak for labor.

To Discuss Rural Health

Health problems in rural areas will be discussed at the convention by Dr. Thomas Parran, surgeon-general of the United States Public Health Service. Chester C. Davis, member of the Federal Reserve Board and former administrator of the Agricultural Adjustment Act, will speak on monetary problems and their relation to farming. Concluding the list of headliners will be John Temple Graves, lecturer and columnist of the Birmingham, Alabama, Age-Herald, who will discuss the South and its problems.

On the convention's opening day, December 12, representatives of state Farm Bureau organizations, together with governmental and private agriculture leaders, will meet in a series of commodity conferences. Group meetings will be held to discuss specific problems of tobacco, field crops, fruits and vegetables, livestock, cotton and poultry.

Two other conferences, to discuss the Farm Bureau's part in rural youth programs and in co-operative purchasing services, will also be held on the first day of the convention.

Also meeting in New Orleans will be the Associated Women of the American Farm Bureau Federation, which will hold its annual business sessions on December 11 and 12. Mrs. Charles W. Sewall, administrative director of the Associated Women, has announced a program for the afternoon of December 12 which includes talks by Miss Sue Powers of Memphis, superintendent of education in Shelby County, Tennessee, and Dr. Martha Elliot, assistant chief of the U. S. Children's Bureau.

At their final session on December 12, the Associated Women will entertain Farm Bureau delegates and officials at a banquet meeting. Featured speakers at the evening meeting will be Dorothy Dix, nationally-known newspaper columnist, and Lena Madson Phillips, associate editor of the Pictorial Review and Delineator.

Michigan Tour Possible

The Michigan State Farm Bureau has had under consideration an "all expense" tour to New Orleans and return for the Farm Bureau convention if enough members are interested. The Eastern State Farm Bureaus and the New York Farm Bureau have already organized a tour, which the Michigan group would join. The party would leave Michigan Dec. 8 and return Dec. 17 at \$99.50 per person which includes all expenses except the four days at New Orleans. If they like, the Michigan folks may join the eastern states Farm Bureau's tour of Florida for a week at an additional \$50. Persons interested in the tour should write the Michigan State Farm Bureau Membership Relations dept., 221 N. Cedar St., Lansing, Mich. for further information.

Lamb Market

Nearly two-thirds of all the lamb eaten in the United States is consumed in the area north of Washington, D. C. and east of Pittsburg. Less than five per cent is produced in that area.



Setting for Farm Bureau Annual Meeting Nov. 10-11



MICHIGAN STATE COLLEGE UNION MEMORIAL BUILDING

PROGRAM

Annual Meetings MICHIGAN STATE FARM BUREAU and Associate Organizations

WEDNESDAY, Nov. 9

11th Annual Meeting

STATE FARM INSURANCE COMPANIES AGENTS

9:30 a. m.—State Farm Mutual Automobile, Life and Fire Co. agents in all day meeting at Union Memorial Building, State College, East Lansing.

12:00 p. m.—Agents' annual luncheon and program. Speakers: Pres. R. P. Mecherle of the State Farm Mutual Auto; Vice Pres. Morris B. Fuller of the State Farm Life Co.; and H. G. Fitz, divisional claim manager of the State Farm Mutual.

9th Annual Meeting FARM BUREAU SERVICES, INC. STOCKHOLDERS

10:00 a. m.—Annual business meeting of Farm Bureau Services, Inc., including delegates from Michigan State Farm Bureau and 139 stockholding farmers' co-ops at Farm Bureau building, 221 N. Cedar, Lansing.

12:00 p. m.—Luncheon for Farm Bureau Services, Inc., stockholders, and short program. Mr. C. W. Otto, secretary of the Lansing Chamber of Commerce, will speak at the afternoon session.

7:30 p. m.—Informal open house at Farm Bureau building. Members and guests arriving for State Farm Bureau annual meeting are invited.

THURSDAY, Nov. 10

Annual Meeting

MICHIGAN STATE FARM BUREAU

9:30 a. m.—Annual business meeting of the Michigan State Farm Bureau at Union Memorial Building, State College. Ample parking facilities nearby.

President Jakway's Address

Report by the Executive Secretary, Mr. Clark L. Brody.

1:30 p. m.—ADDRESS—by Mr. R. W. Blackburn, secretary of the American Farm Bureau Federation. Presentation of Resolutions.

THURSDAY EVENING

6:45 p. m.—14th annual dinner and old time square dance of State Farm Bureau at the Union building, State College. Tickets 75c.

Pres. J. J. Jakway, presiding

ADDRESS—by Mr. Larry Brandon, vice president of the Indiana Farm Bureau Federation.

Old Time Dancing Party

FRIDAY, Nov. 11

7:30 a. m.—Breakfast and program for Farm Bureau women, main dining room, Union Memorial building.

9:30 a. m.—Farm Bureau business meeting at Union Building. Resolutions
Election of Directors
New Business
Adjournment

3rd Annual Meeting

JUNIOR FARM BUREAU

9:30 a. m.—Business sessions at the People's church, East Lansing.

6:30 p. m.—Annual dinner of the Junior Farm Bureau, Peoples Church.

Junior Farm Bureau party at State College gymnasium.

ROOMS

Room reservations for East Lansing or Lansing residences or Lansing hotels should be made early as rooms are in strong demand. The Farm Bureau will be glad to assist you in making reservations. See Membership Relations dept. promptly on arrival.

In 1876 bananas were such a novelty that they were wrapped in tin foil and sold at a dime each at the centennial exhibition in Philadelphia.

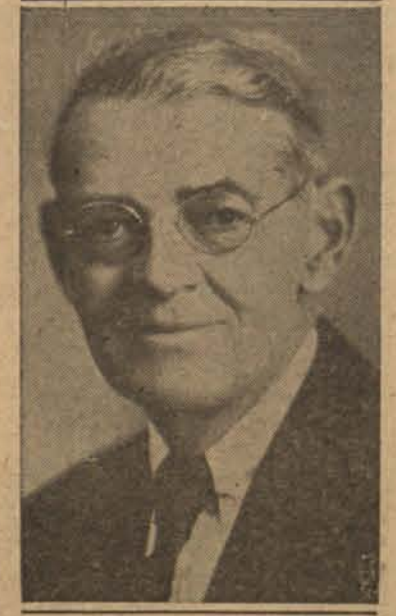
On The Program



R. W. BLACKBURN
Secretary Blackburn of the American Farm Bureau will address the State Farm Bureau meeting Thursday afternoon on the national program of the Farm Bureau organization. Mr. Blackburn has come up through the ranks from a membership in the California Farm Bureau. He is a fruit grower.



SENATOR LARRY BRANDON
Speaker for the annual dinner of the Farm Bureau Thursday evening, Nov. 11 is Mr. Larry Brandon. He is a dairy farmer from Auburn, DeKalb county, Indiana. Mr. Brandon is vice-president of the Indiana Farm Bureau, as well as acting sec'y-treasurer, and is in charge of membership organization. A state senator, he is serving his fifth term in the Indiana legislature. Mr. Brandon is described as an excellent public speaker.



J. J. JAKWAY
President Jakway of the State Farm Bureau will open the annual meeting Thursday morning, with the president's address, and will preside at the several sessions.

Four Groups to Meet November 9-10 and 11

Three Day Program of Business and Entertainment Includes Good Speakers, Annual Dinners and Social Events

From 300 to 600 delegates and visitors will attend each of four annual meetings of Michigan State Farm Bureau groups at Lansing and East Lansing, November 8-9-10. The Farm Bureau is preparing to entertain the largest conventions in its history.

The principal convention will be the annual meeting of the Michigan State Farm Bureau membership at the Union building at State College, Thursday and Friday, Nov. 10 and 11. Some 600 voting delegates are expected at the meeting of the parent organization. They will come from 43 County Farm Bureaus and 139 associated farmers elevators, creameries, and merchandise associations.

Wednesday, Nov. 9, 350 State Farm Bureau insurance agents for the State Farm Mutual and State Farm Life Insurance Companies will hold their annual meeting at the State College Union.

Also, on Nov. 9 the 139 farmers' co-operative ass'n stockholders of the Farm Bureau Services will meet with the State Farm Bureau at the Farm Bureau building in Lansing for the annual stockholders meeting and program.

Friday, Nov. 11, probably 600 delegates and members of the Junior Farm Bureau will hold their one day annual meeting at the People's church in East Lansing.

Each of these meetings will present speakers who are authorities in their respective fields. Resolutions and other committees at each convention will draft the program for the following year. Reports of progress and recommendations for the future will be made by Executive Secretary Clark L. Brody and Farm Bureau departmental heads.

INSURANCE AGENTS

The State Farm Mutual Insurance agents will note that they have more than 43,000 automobile policies in force, a new record. They have more than \$7,000,000 in State Farm Life policies in the service of Michigan farmers.

The Farm Bureau Services will report a good year. It has nine more farmer co-op ass'n stockholders than it had at annual meeting time in 1937, and has made extensions and improvements in its service to Farm Bureau members. These will be reported at the meeting.

STATE FARM BUREAU

The Michigan State Farm Bureau will review the work of 43 County Farm Bureaus, and note the development of nearly 100 Community Farm Bureau groups in Michigan, a development which continues.

Proceeding the annual meeting, more than 300 voting delegates attended pre-convention meetings at Ann Arbor, Fremont, Kalamazoo and Saginaw to hear R. Wayne Newton, Farm Bureau legislative counsel, and W. R. Ogg of the Washington office of the American Farm Bureau, explain farm legislation and other matters in advance of reconvening of the Michigan legislature and Congress in January of 1939.

Principal speakers at the State Farm Bureau meeting will be R. W. Blackburn, secretary of the American Farm Bureau, and Larry Brandon, executive vice-president of the Indiana Farm Bureau.

SOCIAL EVENTS

Dinners, luncheons and other entertainments will be had. Farm Bureau insurance agents and their wives will be entertained at the insurance luncheon Wednesday noon. Wednesday noon, also, the Farm Bureau Services stockholders will have luncheon and a program at the Farm Bureau building. C. W. Otto, secretary of the Lansing Chamber of Commerce will speak.

Thursday evening probably 600 will attend the annual dinner and old time dancing party of the Michigan State Farm Bureau at the Union. Mr. Brandon will be the speaker.

JUNIOR FARM BUREAU

Friday evening the Junior Farm Bureau expects to entertain 600 of its membership at dinner at the people's church. Mrs. Andra Gingrich of the Illinois Agr'l Ass'n will speak. The Junior Farm Bureau will adjourn to a dance at the college gymnasium.

COMMUNITY BREAKFAST

Friday morning at 7:30 all Farm Bureau women are invited to the annual breakfast and program of the Farm Bureau Home and Community group. It will be in the main dining room of the Union building. Breakfast will be served at 35c. Part of the program will be the finals of the Farm Bureau women's speaking contest. The best speaker will represent Michigan at the American Farm Bureau convention at New Orleans in December.

RESOLUTIONS COMMITTEE

The Farm Bureau resolutions committee will assemble at the Farm Bureau at Lansing Tuesday, Nov. 8 to

consider and assemble resolutions from the County Farm Bureaus and members. The committee will complete its work some time Thursday and report to the convention.

The State Farm Bureau meeting will conclude some time Friday, with the adoption of the resolutions of policy for 1939, and the election of directors and officers. Each year the terms of office of half of the board of directors expire. The new board organizes by electing a president, vice-president, and an executive committee for the ensuing year.

To Ask Legislature Define Milk Grades

Requests to the 1939 legislature for legal definition of Jersey, Guernsey and Holstein milks by the breeds associations will be supported by the Department of Agriculture, according to John B. Strange, commissioner. Many complaints have been received that firms are using the names of these three types of dairy cows in advertising milk but were not supplying customers with those types of milk.

Other states have adopted similar regulations, with the laws in most instances defining the meaning of a Jersey, Guernsey or Holstein herd and making it mandatory that milk sold under any of the names have its origin from legally termed herd. Commissioner Strange is in accord with the breeders' association, that at the present time the use of the names of breeds constitutes dishonest advertising, and, that legal definition of terms would correct present abuses.

Farm Bureau Women's Breakfast

Farm Bureau women planning to attend the Home and Community breakfast at the Union building Friday, Nov. 11 at 7:30 a. m. are asked to give their name to Mrs. Wagar or to Farm Bureau employees at the annual meeting Thursday so that plans may be made accordingly. "Better Schools for Rural America" is the subject for those taking part in the women's speaking contest.

Junior Farm Bureau Radio Each Saturday

Each Saturday noon from 1 to 1:30 o'clock the Junior Farm Bureau is presenting a radio program over Michigan State College station WKAR. George Schleder, the "Elmer" of the Willow Valley Junior Farm Bureau programs is in charge. The Willow Valley group is presenting plays, music and interviews with farm leaders and others on matters of farm interest.

Maurice Coombs

Farm Bureau and co-operative ass'n friends extend their sympathy to Harry D. Coombs in the loss of his son, Maurice, who passed away at the home in Crawfordsville, Ind., Nov. 3rd. The young Mr. Coombs, a fine young man in his early thirties, was an only son.

Nearly one-half of the farms in the United States are tilled by tenants.

MICHIGAN FARM NEWS

Successor to the Michigan Farm Bureau News, founded January 12, 1923

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EINAR UNGREN, Editor and Business Manager

Subscription 25 cents per year; 4 years for \$1, in advance.

Vol. XVI SATURDAY, NOVEMBER 5, 1938 No. 11

Better Than Expected

In a few days we shall observe the twentieth anniversary of Armistice Day. The great war is twenty years gone, but we are still struggling with forces created by the war. They affect our every day life and our standard of living. The tremendous expansion made in our facilities for farm production continues with us. The nationalistic programs for self-sufficiency in agriculture in European nations fearing another war have erected trade barriers. Barriers that made our surpluses greater and more difficult to dispose of at worthwhile prices.

We have tried with some success man made programs to restore a balance in American agriculture. Droughts in two years of the middle 30's combined with the program to wipe out the vast surpluses of Federal Farm Board times. Exceptionally good growing seasons the last two years have brought them back again, and low prices.

The attempt to lower trade barriers abroad against U. S. farm and industrial products through reciprocal trade treaties is a sales promotion program that is meeting with some success, according to W. R. Ogg of the American Farm Bureau. His article on page 5 of this edition describes a national effort to get some old customers back. We need them. We can't expect to sell for cash only and take no goods in return. The other fellow won't deal that way continually. It becomes a matter of making the best exchange we can. The American Farm Bureau presentation indicates that the reciprocal trade treaties, when considered in all their aspects, are turning out better than was expected.

The Railroad Can Quit

At its annual meeting in July, the Michigan Elevator Exchange told co-operative elevator men that in only two states are small communities losing railroad service more rapidly than in Michigan. Nearly 600 miles of track were pulled up in Michigan last year. Where the trucks get too much of the business, the railroad eventually gives up. The Exchange sounded a note of warning as to what it might be like without railroad service.

There are other ways of having the railroad pulled out from under you. Many businesses are located on railroad property, for which they pay nominal rent as potential shippers, and enjoy a railroad siding.

This week we talked with one of the owners of such a business. He was upset. The railroad had asked him to vacate within 60 days, an option for termination provided in the rent contract.

The business has been establishing itself more firmly, and investing more in property facilities for years and years. It would be a very expensive move. The business pays a very low rental for its location. Naturally, it wants to stay there. However, it admits freely that it uses the railroad but little.

The only salvation that we can see in the instance at hand, and for all communities, is to use the railroads as much as possible if they want to save their railroad service.

The Co-operative Movement Here and Abroad

(Continued from page four)

brought to the farmer a price which, on the average, is much better than farmers have received otherwise.

The Michigan Milk Producers Association is the largest co-operative milk marketing agency in the state with 17,000 members in 24 counties. They market 65% of all fluid milk sold in Michigan's municipal cities.

The Michigan Elevator Exchange is the largest handler of grain and beans in the state, having 92 co-operative elevators as stockholders. It represents 20,000 farmers. It has carried on in its 18 years of existence a one hundred million dollar business and has returned to its patrons and stockholders \$500,000 in dividends.

Midwest Producers Creameries, Inc., markets for its 22 creameries and 20,000 farmer patrons in Michigan, Indiana, Illinois and Tennessee 26 million pounds of butter a year.

The Cherry Growers Association at Traverse City can one quarter of all the cherries grown in the world.

Three hundred or more co-operatively owned elevators in the state buy for farmers over half of everything that farmers in the state of Michigan purchase.

Farm Bureau Services, Inc., carried on last year a \$4,500,000 business and returned to Farm Bureau members and its co-operative stockholders a total of \$70,000 in stock and cash dividends. The Farm Bureau Services, Inc., is a member of United Cooperatives, which in turn, is a member of the National Co-operatives.

This latter group of wholesale buying co-operatives represents all parts of the United States and did a volume of business last year totaling 18 billion dollars.

"But greater than any financial benefit that may have accrued to its members," says one outstanding co-operative leader, "is the fact that this practical demonstration of what co-operation can do is teaching people to work together and to think together."

Behind the Wheel

(Continued from page 1)

special private property." The rest of the poster has to do with game laws, etc. Ingham County farmers are, feeling kindly towards the Ingham County League and the sportsmen want them to continue feeling that way. Hence, the posters. Once each year the hunters invite the farmers to be their guests at a dinner and that promotes good will. It seems other groups of hunters could win over farmer by such co-operation instead of taking it for granted that all farm land is the property of the hunter during the hunting season. Unless they do, "No Hunting" signs will become more and more common.

Potato & Bean Deals Considered By FSOC

The Federal Surplus Commodities Corporation has assigned to Michigan, M. C. Cleveland, purchasing representative, to investigate the advisability of purchasing Michigan beans and to study proposal by the Department of Agriculture for increase of tolerance in No. 2 grade, to permit purchase of a quantity of potatoes affected by hollowheart. The bean program is similar to that of 1937 season when the federal agency purchased over \$192,000 worth of this product within the state and is being conducted in the principal bean growing states this season to avoid distressed markets.

Cleveland was assigned to investigate the proposal made last week by Commissioner John B. Strange, that the corporation purchase 3,000 cars of Michigan potatoes, increasing the tolerance sufficiently for hollowheart to permit orderly disposal of the 1938 bumper potato crop in Michigan.

The heaviest steel rail in use by the railroads in the United States weighs 152 pounds per yard.

Approximately one hundred million tons of fuel were consumed by railroad steam locomotives in 1937.



Burying a Stone

Today I worked at burying a stone:
A big fast stone that I have known for years.
It used to be about five inches down,
But lately it's been heaving, it appears.

It used to be just right to catch the plow
And make the trace-chains jingle at the stroke;
And if I held it down we stopped, and how;
And if I didn't hold it - - - something broke!

But lately now the soil has got so thin,
That nothing ever grew there any more,
And I have sheared the cultivator pin
On that same stone till I was downright sore;

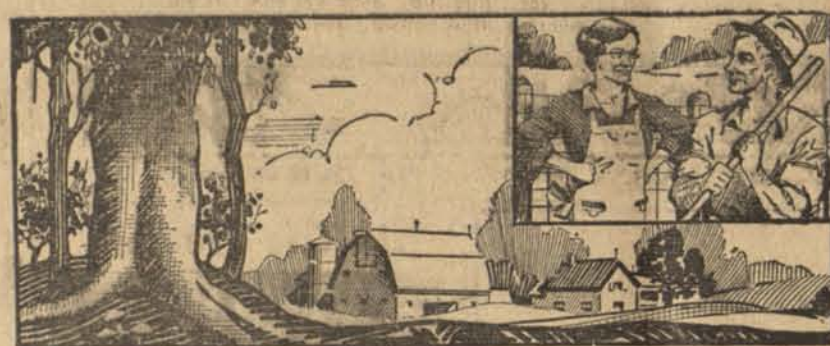
So sore, in fact, I vowed a solemn vow
That not once more should I be vexed and jarred,
Nor shall I be, for it is buried now.
It took four hours to do it, working hard.

It's serious business, fooling with a stone:
Especially one that weighs a couple ton,
And if a man is working - all alone
He's under quite a tension till it's done.

For if he digs the hole too far away
Or not quite deep enough to take it, then
Too much of dirt caves in, and, as they say,
He has to start right back from scratch again.

But if he digs too closely or too deep
The stone may start and catch him unawares,
And if it does - - - lights out - - - and he's asleep
Without a chance to even say his prayers!

But still a man must do as best he may;
Choose his own choice and win or lose alone.
I did it. And it's done. But still I say
It's serious business, fooling with a stone.



McNARY-HAUGEN PLAN HELPING DAIRY INDUSTRY

Price Stabilizing Plan Told At Milk Producers Convention

The much-debated and twice vetoed McNary-Haugen plan of farm relief has worked its way into the nation's agricultural program in modified form and has been largely responsible for stabilizing the American dairy industry in the last six months, Arthur H. Lauderbach, former chief of the AAA dairy section in Washington but now general manager of the Producers Pure Milk association of Chicago, reported Nov. 3 to 500 delegates attending the annual meeting of the Michigan Milk Producers association here.

Lauderbach said the plan was put into effect by the Dairy Products Marketing corporation, organized by dairy co-operatives and financed by the federal commodities credit corporation. The Dairy Products company was formed, he said, to purchase and store surplus butter. He explained it was founded upon the principles of the McNary-Haugen plan, minus the equalization fee.

"I believe, however, that dairymen should make plans to completely finance the program in the very near future instead of depending entirely upon the federal government," said Lauderbach. "There is going to come a time when federal support must cease. And there is no reason why we now could not finance the program."

"The corporation has purchased 115,000,000 pounds of butter. This represents an investment of only \$25,000,000. There are 3,000,000 dairymen in the United States. If each contribute \$8, it would finance this program."

Lauderbach believed the time will come when wheat, corn, cotton and tobacco growers similarly may stabilize their markets by setting up corporations to purchase and store surpluses, financing their operations with equalization fees.

Resolutions proposed check tests at creameries to insure payment for actual butterfat content of the milk, support of a new filled milk bill if the present law is invalidated, uniform paint jobs on trucks hauling the association's milk, and the appointment of legislative committees in each market.

The following were elected directors: Walter Christensen of Holton, B. F. Clothier of North Branch, L. W. Harwood of Adrian and I. K. Maystead of Osseo.

More than 3,000 persons looked on as a switch was thrown, inaugurating REA service to the rural areas in this area. Counties which will be serviced by the local REA association include Charlevoix, Antrim, Emmet, Osego, Crawford, Kalkaska, Montmorency, Grand Traverse and Cheboygan.

In Oriental countries flowers are often added to salads for decoration.

Where the Money Goes in Education

Dr. David M. Trout, head of the psychology department of Central State Teachers college, Mt. Pleasant, said in an address Oct. 6 before the fifth regional meeting of the Michigan Education association at Traverse City that "for every dollar America spends to educate the rural child it spends \$4.44 to educate the city child." The centralization of wealth in cities, Dr. Trout said, has been an important factor in the "apparent discrimination."

He said 88 per cent of all the schools in the United States are rural schools and that 13,000,000 pupils attend them.

"Most rural school buildings date from the early post-Civil war days," Dr. Trout said, and pointed to the lack of modern conveniences in most of them.

Several factors, however, have led to improvements in the status of rural education, the speaker said, and pointed out national and state aid for schools.

Dairymen Trim Cows To 905,000

Dairymen in Michigan are operating under trimmed sails, but for national rank Michigan is in 9th place in fluid milk, 4th as a butter making state, 8th in cheese, 6th in evaporated milk, 6th in making ice cream and 4th in the production of dry milk. All this from 905,000 dairy cows. The figure is 9,000 more than a year ago but 10,000 less than in the last census.

In Michigan the 905,000 cows estimated for 1938 will produce this year 4,465,000,000 pounds of milk.

Fifty-six per cent of the passenger trains classified as the fastest scheduled runs in the world operate on American railroads.

Classified Ads

Classified advertisements are cash with order at the following rates: 4 cents per word for one edition. Ads to appear in two or more editions take the rate of 3 cents per word per edition.

LIVE STOCK

REGISTERED HEREFORDS, BULLS and heifers. We have a nice selection. Sensible prices. A. M. Todd Co., Menasha, (14 miles northwest of Kalamazoo), (7-3-47-22b)

O.I.C. OR CHESTER WHITE SERVICE Males - Bred Sows - Fall Pigs, Fair. No kin. Delivered to your farm before you pay for them. H. T. Crandell, Caro, Mich. (10-21-29p)

OXFORD LINCOLN AND COTSWOLDS Rams and bred ewes for sale. From Michigan's champion flock. Stock delivered. H. T. Crandell, Jr., Caro, Michigan. (10-21-21p)

POULTRY

PULLETS! PULLETS! READY NOW. Certified Leghorns and Barred Rocks. Different ages. Also R.O.P. cockerels. Write or Visit Lowden Farms, P.O. Rives Junction, Mich. Location, Henrietta (Pleasant Lake). Farm Bureau members. (9-3-47-59b)

BUILDING SUPPLIES

LUMBER, METAL ROOFING, PIPE, new and used. Guaranteed usable condition. Stockyards Lumber Co., 4600 S. Halsted St., Chicago. (6-5-47-207-19p)

HARNESS

HARNESS FOR BIG HORSES, 1,700 lbs. up. New! Farm Bureau King harness, heavy duty, best leather, workmanship. Rust resisting hardware. Black or brown leather \$67 set. Bronze hardware \$72 set. Buy at Farm Bureau stores and co-operative stores, or Farm Bureau Services, East Shilawasee street, Lansing, Michigan. (8-6-47-47b)



CLARK L. BRODY

FARM organization is the means by which the farmers of the locality, state and nation place themselves in a relationship to each other necessary to meet the common needs of all. The practical method of making this associated relationship tangible and effective through membership on the part of each individual. In joining with our fellow farmers through membership we create a whole that is greater than the sum of its parts.

The mere enumeration of a number of individuals in a certain area is by no means a true and full expression of their organized strength and influence. This is illustrated by the familiar statement that an organized minority is stronger than an unorganized majority. There is little power in numbers alone for the solution of the great problems of agriculture. The individuals engaged in farming must be organized if their efforts and influences are to be made effective in protecting the interests of agriculture and maintaining the industry in an effective relationship with other groups.

Meaning Of Real Membership

One of the first essentials of a successful organization is a loyal and active membership.

The life principle or soul of a farm organization lies in the minds and attitudes of the members. The strength and usefulness of any organization is measured by the number of its members who have experienced genuine conversion to the cause of co-operation. The member who merely pays his dues when he feels like it, then folds his arms and waits for results to come is not converted and usually costs his organization to keep him as much or more than he is worth. Conversion to co-operation, as in the church, means an inner change in the individual that in the last analysis can be determined only by himself. Conversion is the antithesis of demanding everything and giving nothing.

Organization strength is determined by the degree to which the members are willing to sacrifice for their organization. Successful farm organization means the acceptance of responsibility along with its opportunities and service. The member must serve as well as being served. I know from long and sometimes bitter experience that accomplishments and service for the member, however valuable, without effort on his part does not alone build a strong organization. In fact, care needs to be exercised, even with valuable service rendered, that the resources of the organization are not used up and the morale of the members weakened. Service without sacrifices sometimes breeds selfishness.

Member Participation Important

The manner in which the program of a farm organization is planned and carried out, then, becomes all important. To achieve the above results every effort must be put forth to keep the member participating and carrying responsibility himself. With a large organization this must be largely done through active local organizations within convenient reach of the member.

The grouping of the members in a local organization serves as the bed rock foundation for all state and national organizations. The meeting of these local units should be so planned that every member or a high proportion of the members each time have some small part, at least, in every program. The psychological effect of actual participation as contrasted to being talked to continually is a prime essential and can only be had by asking service from the member as well as performing it for him.

Essentials For Farm Organization

Excerpts from Address to Annual Convention of the State Association of Farmers Clubs AT THE MICHIGAN STATE COLLEGE, NOVEMBER 1, 1938

By CLARK L. BRODY

Executive Secretary of the Michigan State Farm Bureau

gested programs and topics for discussion. The Community Farm Bureau report to the State Farm Bureau office each month.

Understanding Begets Interest

Most people desire to do the right thing if they understand. Understanding and interest come with participation and contacts between the member and his organization. The most direct and live contact possible between the member and the larger organization must be maintained. The local organization is indispensable in making this possible, as only through the local organization can the leaders of the larger organization maintain the necessary contact with the membership and bring them information regarding the larger problems of agriculture.

Prime considerations in maintaining an active and loyal membership include: (1) the participation of the member in helping bring about the service rendered by his organization; (2) asking him to make sacrifices if necessary; (3) active local organizations in close touch with their state and national units.

The Program

A second essential for a successful and permanent farm organization is a worthwhile, serviceable program.

It is true that farm organizations are often started on a wave of emotionalism and the first membership drive is a crusade. The hotter the emotional fires burn, the more rapid the pronouncements and the more profuse the promises, the sooner the organization dies unless it becomes imbued with a purpose to serve the members intelligently rather than merely stirring their prejudices and protests.

Worthwhile accomplishments and service is the nourishment upon which a permanent organization must live. It cannot survive and grow strong by criticizing and knocking other farm organizations. No organization was ever built by tearing some other organization down. It requires little effort or intelligence to voice destructive criticism and stir up prejudices, but

(Continued on Page 6.)



BUSINESS MAN... AGE 12

This youngster already knows the rudiments of business. He not only has learned how to raise poultry successfully but how to sell it at a profit. He uses the telephone to get authoritative advice from the county agent and to reach the merchants, poultry buyers and housewives to whom he sells his fowls.

Today, farmers young and old recognize the dollars-and-cents value of the telephone in marketing activities. They know, too, that it provides an invaluable means of summoning veterinarian, doctor, and help when fire or other emergencies threaten. And for all members of the farm family, a telephone is the means to greater participation in the social life of the neighborhood.

MICHIGAN BELL TELEPHONE CO.

A World Wheat War?

The subsidizing for sale in world markets of 100,000,000 bushels of wheat by the AAA has set up a big stir in Canada and Argentina. Producers in these two countries think that dumping by the AAA knocks down the price to producers all over the world and the Canadian government stands to lose, at present prices, about \$60,000,000 by guaranteeing 80 cents at terminal markets—to its growers. The AAA stands to lose the difference between what it pays at prevailing market prices and what is getting for the wheat exported. The methods differ but the effect is the same.

Naturally, Canadian and Argentine producers who have long been cool to any plan for international control of wheat marketing don't like the AAA's program. This isn't a surprise to us as the program was not designed to please them. The less pleased they are, the sooner they will be ready to run up a white flag and offer to talk terms on division of markets. The United States is most strongly armed financially to carry on a wheat price war, and war it will be until this country gets a 20% slice of the world import markets in wheat. From the Farmer, St. Paul, Minn.

World's Longest Moving Stairs

The two longest moving stairways ever built are to convey visitors fifty feet above the ground to the entrance to the giant Perisphere of the New York World's Fair 1939. Within this 18-story steel-ribbed sphere they will find two "magic carpets"—great rings seemingly unsupported in space—slowly revolving in opposite directions one above the other. From the "carpets" they will look down upon a model "City of Tomorrow" and its environs, viewing it from noon to night in all its beauty of color, its lights and its changing shadows.

DEAD ANIMALS COST MONEY!

Parsons' WORM-ICIDES
KILLS RATS WITHOUT POISON
AT DRUG AND FARMERS STORES

KILL RATS WITHOUT POISON

YOUR MONEY BACK IF RATS DON'T DIE

K-R-O won't kill livestock. Pets or poultry. Gets rats every time. K-R-O is made from Red Squill, a rat poison recommended by U.S. Dept. Agr. (Bul. 1533). Ready-Mixed, for homes, 35¢ and \$1.00. Powder, for farms, 75¢. All Drug and Seed Stores. Damage each rat does costs you \$20.00 a year. K-R-O Co., Springfield, O.

K-R-O KILLS RATS ONLY

FARM BUREAU AGENTS INSURE 43,213 CARS

Farmers Trained as Agents by Bureau Prove Their Ability

The Michigan State Farm Bureau, as state agent for the State Farm Mutual Automobile Insurance Co., has insured 43,213 cars in Michigan, according to Alfred Bentall, director of insurance for the Farm Bureau.

The Farm Bureau's insurance agency staff includes 375 agents as of November 1, Mr. Bentall said. Many of them represent the State Farm Life, through the Farm Bureau. During 1938 they wrote nearly \$1,500,000 of life insurance, for farm families.

Indicative of the push the Farm Bureau agents put into their work, their production of automobile insurance for 1938 was only 10% under the banner year of 1937, as against a 25% drop for the automobile insurance industry. Their life insurance production was 14% under 1937, as against 22% less for all companies.

They are ambitious. With 43,213 cars now insured, the agents hope to increase the number of State Farm Mutual policies in force in Michigan by 25% during 1939.

November 8 they get together for their annual meeting at State College. At that time they will "make medicine" for the 1939 push. In February of 1939 they will come together again at the national meeting of State Farm Mutual agents at Bloomington. They will check progress on the 1938 campaign, and compare their 1938 record with 7,000 State Farm Mutual agents from 35 states. Altogether they have nearly 500,000 automobiles insured.

Addition to Membership Policy

In our Oct. 5 edition, in publishing the report of recommendations made at the September 28th meeting of county leaders at Lansing, the following, which was a portion of the report of the committee on membership campaigns, was omitted:

"That the membership campaigns be followed by an active program on legislation, business, social and entertainment to keep the membership informed and enthused.

"That the organization endeavor to enlarge its program so that its members will get some benefit that non-members do not get.

"That the membership come due on the same date in a given county."

ERNEST WONSER, chairman.

Fire Hazards

A careful inspection of the house for fire hazards now may save a costly blaze some cold winter night. Be sure to check the chimney and flues, common causes of preventable fires.

Facts Often Explode Best Political Argument

Mrs. Wagar Suggests Line of Study to County Farm Bureaus

By MRS. EDITH M. WAGAR

The most impressive expression Mr. W. R. Ogg, the Farm Bureau's Washington representative, made during his splendid talk at the recent Ann Arbor meeting, was that the Farm Bureau organization shapes its policies from facts and not from personal preferences or biased opinions.

Sometimes it is difficult for one to accept facts in the case involved, especially if one has jumped to a conclusion before ascertaining the facts, and the facts prove that we erred in our judgment.

Truth is Elusive

When Mr. Ogg presented the facts concerning imports and exports of agricultural commodities of recent years, a lot of the political argument we are hearing these days were observed to be just so much bunk. It weakens our faith in those using them.

I regretted very much that day that every last member within the district could not have had an opportunity to have heard Mr. Ogg and been granted the privilege of questioning him on any part of his statements. We need many more such meetings that we may know more of the policies of our own national organization.

It behooves the State Farm Bureau to always analyze any subject upon which it feels a farm viewpoint should be registered. Not until all sides have been brought forward are we in a position to make a decision that will stand. It is no easy task to decide a policy these days when there is so much prejudice and personal ambition injected into practically every movement afloat.

But a farm organization that is worthy of being in existence, should be bigger than any propaganda going the rounds, no matter how spectacular it may seem to the majority.

There's the question of what is best for the farmer of the future when we take a stand on the farm act. We must build not only to correct present distressing situations but to aim for permanent equality for our American farmers of tomorrow.

Milk Commission

The best feature in my opinion of the newly appointed milk commission is that all sides of the perplexing problem will be represented. From the findings a policy should be drawn that should be acceptable to all. No doubt each faction will need to compromise somewhat, but it is the only fair and lasting way any such subject can be handled.

Relief and Politics

It is disgusting to see how political personal ambition is dominating the consideration of our relief legislation. The old system had been antiquated long before our country was thrown into a depression, and it certainly was out of the question when the number needing public aid began growing by leaps and bounds. Yet we find the politician declaring the old way is the only way. And we hear that they are banking on the uninformed voter to put their theory across. Changes must be made if we ever get efficiency and economy working hand in hand in caring for the dependents of our communities. We're suffering far too much from a system that allows duplication and lack of thorough investigation, climaxed with poor action.

Resolutions Adopted By State Grange

Delegates to the 65th annual convention of the Michigan State Grange from 479 rural communities, meeting at Allegan the week of Oct. 26 adopted resolutions of policy as follows:

They put the Grange on record against sit-down strikes, the welfare reorganization law, diversion of highway revenue, appointing of supreme court judges by the governor and a non-partisan board, and lengthening the terms of county officials to four years.

They also put the Grange on record in favor of a graduated state income tax as a substitute for part of the sales tax; nomination of all candidates for state offices by primary elections, construction of a bridge across the straits of Mackinac without obliging the state financially and reimbursement of farmers for damage to crops and property by protected wildlife.

The convention approved resolutions embodying the following proposals:

Control of noxious weeds by county and state highway departments; incorporation of labor unions; quicker refund of gasoline taxes paid on tractor fuel; only one parole per convict; control of Sunday hunting by county referendum; adequate snow removal from highways, extension of public health service; state aid in advertising farm products; regulation of lights along highways which tend to confuse motorists; lower rates of interest on farm mortgages; retention of liquor licensing by town boards; expanding of state police; revaluation of farms after mortgage foreclosures with provisions for resale to dispossessed parties; eradication of marihuana weed; continuation of county normal schools, and addition of thirteenth and fourteenth grades in high schools.

The Grange also asked revision of the state warehouse act to protect owners of stored products, compulsory inspection of cattle for Bang's disease, retention of tax on oleomargarine, senate approval of future reciprocal trade agreements, an investigation of farm machinery prices and continuation of federal wool investigation.

Farmers Union In Reorganization

The Michigan Farmers Union at a special meeting of 200 delegates at Grand Rapids, November 1, reorganized itself under supervision of the national organization.

Differences over partisan politics and labor policies split the group into two camps during the past year and led to suspension of the state charter by the national Farmers Union.

John Versek of Salina, Kas., national president, assured the Grand Rapids convention that the state charter would be restored when 1,000 farmers hold national membership cards.

These many separate agencies should be combined under one committee or commission, where each case is investigated and placed on its particular merits, where accurate reports are kept, and where the policy is to encourage private living rather than public support.

If the local unit of government requires the assistance from the state or federal government in caring for its needy, it should be willing to submit to some supervision authority from the higher unit.

Facts To Face

It's alarming to hear that at least one-fourth of the counties owe the state for hospitalization bills to the extent that in order to safeguard the state, it has withheld those counties' share of the gasoline tax.

I was shocked to hear that Monroe county owes the state about \$112,000 covering a period of some 18 months and not a dime had been paid on it. And more shocked when I began to realize this did not include the bills of several local hospitals and clinics.

The poor commission now pay their own salaries and expenses from the funds coming to their department without any dictation whatever from the board of supervisors. The old age pension bureau runs its little show independent of the other relief agencies and much the same can be said of several other groups.

Why not put all of these separate groups under one efficient commission whose duty is to administer to the needs of our needy but at the same time run their office as a place of business, keeping accurate records and making proper reports to all supervising agencies?

Let's get out of the old rut and at least aim to have public affairs administered in a business like way. It creates suspicion and rightly so, when one hears conflicting reports on local conditions and fails to find anyone able to give accurate information, simply because we are operating under a system that would have been discarded long ago if it had not been for cheap personal politics.

Work for County Farm Bureaus

What better work can a County Farm Bureau do than to analyze their own county expenses?

When have you had a complete county audit? How much does your county owe the state for hospitalization bills due state institutions? Has your county collected what it should from those receiving hospital care? How much did your county spend for this service and how much has it collected in return?

Were the patients all indigent or were just patients for them to pay? How much gas and weight tax did your county receive? How was it spent in your county? How about your outstanding drain orders? How much rural school library money was allotted your county schools? Was it used for books, or did some agent talk your school boards into buying some pet solar system?

How about the tuition fees your rural high school pupils are entitled to? These are a few of the many local problems that our County Farm Bureaus and our Community Farm Bureaus could well look into. Not only can we learn much about our county government but there's a good chance of correcting some of the loose practices in many instances.

Community Groups in Fremont Fair

At the Fremont Fair, Newaygo county, in early October the Garfield and Brookside Community Farm-Bureaus did well in the exhibits. Two hundred exhibitors made 700 entries. Gordon Christensen of the Garfield group with an exhibit of red delicious apples won the sweepstakes over all fruit in the exhibit. The Brookside group had a remarkable two table exhibit.

CHERRIES AND TOMATOES BIG ITEMS IN 1938

Late Frosts Cut Down Pack of Farm Bureau Fruit Products Co.

Activities of the Farm Bureau Fruit Products Company in 1938 included the canning of 2,000,000 lbs. of cherries at the Hart plant in Oceana county, in co-operation with the Oceana Fruit Growers, Inc., the growers organization around the canning plant.

Other fruit crops were so short because of severe late spring frosts that no further operation was possible at this plant. In other years berries and pears have been canned in large quantity.

An encouraging development in 1938 was the organization of the Bay Co-operative Canneries, Inc., an association of tomato growers at Bay City. They negotiated a management contract with the Farm Bureau Fruit Products Co., to build and manage a factory for canning tomatoes and other crops. The plant was started about the first of July and completed its first day of operation August 19. From then on, the plant processed an average of 70 tons of tomatoes daily. In all, 2,000 tons of tomatoes were canned or made into juice.

At Coloma frosts that reduced the fruit available for the plant from 50% to even 90% below 1937 crops. Other conditions contributed to the failure of the Coloma plant to receive enough fruit to operate on. As a result the plant operated only several days in 1938.

The Farm Bureau Fruit Products Company and the growers organizations at Hart, Coloma and Bay City now have three well equipped and modern canning plants, all of ample capacity for their territories. They have a going business of their own, and are establishing themselves in the trade.

Collapse of the canned fruit market in early 1938 did not exempt the co-operatives from difficult selling conditions throughout the year. Cherries and berries canned by the co-ops are higher priced items on grocers shelves and in the food trade that are quick to feel a recession in business conditions.

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MORE CLOVER SEED PRODUCED

Crop Is 75 Per Cent Larger Than Last Year

Washington—The 1938 red clover seed crop is expected by the United States bureau of agricultural economics to be about 844,000 bushels or more than three-fourths larger than the small 1937 crop of 469,000 bushels. The prospective 1938 crop is larger than any crop since 1933 when about 1,112,000 bushels were harvested but it is only 81 per cent as large as the average for the 10 years 1927 to 1936, inclusive.

The increase over the 1937 crop is primarily the result of large acreages for harvest in the north central states. Seed is being harvested on many farms where none was harvested in 1937.

An Englishman, Thomas Edmondson, conceived the idea of railroad tickets, and wrote the first ones in pen and ink on pieces of cardboard.

Dependable Source of Calcium Carbonate

pilot brand oyster shell can be depended upon to contain over 99% pure calcium carbonate. this mineral is a necessary food for profitable egg production. pilot brand is in flake form, for feeding in hoppers.

YOU NEED THIS NEW FOLDER

WRITE FOR FREE COPY

More Eggs OF TOP QUALITY

NOPCO 181 ESSEX ST. HARRISON, N.J.

LIVESTOCK MARKETS

Ford Farm Market Reporter 12:15 to 12:30 p. m.

Monday thru Friday over all stations

MICHIGAN Radio Network

WFOF Flint
WOOD Grand Rapids
WJIM Lansing
WXYZ Detroit
WELL Battle Creek
WJBM Jackson
WKZO Kalamazoo

Morning 7:10 A. M.

over State College Radio Station WKAR

WE ARE A FARMER OWNED AND CONTROLLED organization offering you livestock commission sales service on the Detroit & Buffalo terminal markets; we can furnish all grades of feeding cattle & lambs; also 5% financing for feeding operations.

MICHIGAN LIVESTOCK EXCHANGE

SHIP YOUR STOCK TO US AT

Michigan Livestock Exchange
Detroit Stockyards

Sectetary's Office
Hudson, Michigan
Producers Co-op Ass'n
East Buffalo, N. Y.

Careful Drivers Awarded

"Because I am a Careful Driver My State Farm Insurance Costs Less"

State Farm Mutual policyholders are saving approximately 40% in the cost of bodily injury and property damage liability insurance as compared to the prevailing conference tariff.

CAREFUL DRIVERS WANTED!

For the past 16 years State Farm Mutual has systematically and efficiently selected preferred risks and careful drivers as policyholders—people who are dependable in their driving; drivers who avoid smash-ups by not taking chances; and citizens of standing in their communities. Regardless of where you live or where you are driving you will find State Farm representatives near-by eager to be of service.

YOU MUST BE A CAREFUL DRIVER TO SAVE THE STATE FARM WAY

State Farm representatives, nearly 7,000 in number, serving from coast to coast, invite you, if you are a careful driver, to become a member and share the savings of the State Farm Mutual afforded by the clean accident records of hundreds of thousands of policyholders. Write today for complete information.

STATE FARM MUTUAL AUTO INSURANCE COMPANY

BLOOMINGTON, ILLINOIS

Michigan State Farm Bureau, 221 N. Cedar, Lansing, Mich.
State Agt., STATE FARM MUTUAL AUTO INSURANCE CO.
Without obligation send me all facts concerning the advantages of your automobile insurance service.

Name _____ Address _____

SAFETY FIRST—friendliness too!

ASSOCIATION OF AMERICAN RAILROADS

WASHINGTON, D. C.

Right in there pitching for you

AGAIN this year, the American railroads moved one of the biggest wheat crops in history—without any sign of a real car shortage.

The whole job was done so smoothly that you probably never gave it a thought.

But ask yourself—what would crops be worth if the railroad wasn't there?

Not only wheat—but other grains, vegetables, fruits, poultry and dairy products, live stock and a long list of other farm products are sold in a national market.

The final customers for all these foodstuffs live hundreds or thousands of miles from the farms where the foods are raised.

The only reason that the United States has a "corn belt" or "wheat belt" or "cotton belt" is that crops from these concentrated areas find a market in all 48 states.

That's one reason why the folks who live on farms have an interest in seeing that the railroads earn a living.

Why are the railroads having a hard time earning a living today?

At bottom the answer is: They are being restricted and regulated under a 50-year-old treaty that they are a monopoly—and, at the same time, have to compete on unequal terms with three other forms of transportation.

And the remedy is this:

Treat the railroads as a business. Give them reasonable freedom to "price" their only product—transportation service. Give them greater freedom to adjust rates to meet competitive situations; to adjust services to the demands of traffic; and to adjust expenses to the conditions of their business. And, above all, give them equality of treatment and opportunity—equality with all other forms of transportation in matters of regulation, taxation, subsidy, and the like.

That's the core of a program drawn up by railroad men—a clear-cut program for a public transportation policy. You'll find this whole program interesting. Send for your copy today.

A Study of the Co-operative Movement Here and Abroad

Questions and Answers for Nov. Community Meetings

By J. F. YAEGER

Director of Membership Relations

1. What is a co-operative?
Webster's dictionary defines co-operative as "operating jointly to the same end, as; a co-operative store, one where the owners make their purchases and share in the profits and losses."

Dr. Wm. Dennis, an outstanding exponent of co-operation in this country, says, "co-operation is an art. Coming together is a beginning; keeping together is progress; working together is success; thinking together is victory."

Dr. J. P. Warbasse, an outstanding exponent of consumer co-operation, says, "a society is a poor co-operative if its purpose is only to run a cheap store or some other business enterprise in order to save the members' money. The members of a co-operative must catch the vision of its larger possibilities."

This discussion will deal with the co-operative as a business enterprise. Co-operation, however, is not limited

to business. Any city, church, and in fact, the United States itself, is a co-operative enterprise. Co-operatives are based upon the realization that groups of people working together in their common interests can accomplish things which individuals standing alone cannot hope to accomplish. And having made the effort and sacrifices necessary to bring about this group activity, those who participate shall share in the fruits of this project as well as be willing to accept whatever reversals there may be in bringing about a successful conclusion of the particular co-operative project in which they are interested.

2. What are the philosophies and purpose of co-operatives?
Keeping in mind that we are dealing with co-operatives from a business viewpoint, there are two philosophies of the functions of co-operatives:

(1) that the co-operative shall improve the standard of living of those who participate and for others within

the community by virtue of setting up a competition within its particular field which not only will bring direct benefits to those who trade at the co-operative, but by virtue of that competition will force all competing business to revise its program to the advantage of those who buy from or sell to that business. In other words, the high standard set by the co-operative forces other business to meet that competition which reacts to the benefit of all in the community.

Some say that a co-operative organized under this philosophy is of far greater benefit to the people whom it affects than is any profit sharing that might be accomplished.

(2) Other co-operatives, particularly the English consumer co-operatives, are organized with the philosophy of building up a monopoly as far as possible in their particular field and thereby control, from production to consumption, all the activities included in producing a piece of merchandise. By virtue of this monopoly and control they hope to be able to eliminate the so-called wasteful practices of competition, sales costs, excessive advertising costs, etc., and should have the advantage of standardizing commodities, reducing handling charges, eliminating overhead, etc., etc., all of which it is argued, will result in being able to return to the consumer a dividend which in other types of independently owned, competitive business, would be spent in the operation of that business.

Both types of co-operative are built upon the central idea that those who are patrons in either a selling or buying process should own the elevator, store or factory and decide how the business should be run. The producer type of co-operative uses these principles in much the same way as the consumer co-operative except that the co-operative is operated with the view of being as much of an advantage as possible to producers in the marketing of any particular commodity. The co-operative in the United States (and only the agricultural type of co-operative is legally recognized under the Capper-Volstead Law), must do 50% or more of its business with members and 90% of these members must be agricultural producers.

3. What is some of the history and background of the co-operative?

Our present day conception of co-operation started in the eighteenth century in the English village of Rochdale, where irregular work at pitifully small wages in the woolen and cotton mills, drove people to seek remedies for their miserable poverty. Twenty-seven men and one woman pooled their pennies and organized under the name of the Equitable Society of Rochdale Pioneers. At the end of one year they had saved \$140 with which they opened a grocery store in a basement room. They had as their common interest that of consumers and they owned and operated the store and shared in its profits and losses as consumers.

At the end of the first year they had made \$160 on a \$3500 business. So they decided that their members had been charged too much and this profit was returned to them. This is the underlying principle under which all co-operatives are organized. But these dividends do not always take the form of cash. Some times dividends consist of special services or social benefits such as is the case in co-operative libraries, hospitals, etc., or benefits may take the form of lowered prices for things bought or higher prices for the things sold. They may result in an improved packing or distribution which would make for savings in costs. Improved quality may be the service rendered or market stabilization might be the important factor.

The co-operative idea also spread to other countries. In Denmark marketing co-operatives were brought into being by necessity when the Danish farmer changed from wheat to dairy farming. At that time 98% of the farms in Denmark contained less than 150 acres while 38% ranged from 8 to 25 acres. Out of this necessity of change came the first dairy co-operative in 1882. The movement has grown until today Denmark is above all a land of co-operation.

In Sweden the co-operative movement started out of a "bust the trust" idea 39 years ago. The heart of the movement in Sweden is the "Kooperativa Forbundet", familiarly known throughout Scandinavia as "K. F.". At that time one of the most powerful of trusts in Sweden was the margarine trust. The "K. F." answered by buying a margarine factory and became a wholesale producer. A bitter price war followed. In 1911 the monopoly had been broken up and a price of margarine was established which co-operatives considered fair in relation to production costs.

Other lines of co-operative manufacture in Sweden include flour, galoshes, electric light bulbs, etc.

Co-operatives in the United States
Co-operatives in America started in the east about the same time that the Rochdale weavers opened their store, but with the opening of new frontier lands to the west and the coming of the Civil War, the movement practically died out.

After the Civil War, two organizations, the Knights of Labor and the National Grange, encouraged co-operative buying but again the movement failed to take root. However, shortly before the World War, farmers were taking the lead in organizing marketing co-operatives. After the World War the loss of foreign markets, coupled with increased production, had resulted to the disadvantage of the American farmer to the extent

that his interest in co-operatives was again revived.

Co-operatives at one time or another have thrived in practically every country in the world. In the dictator countries of Europe, co-operatives have been stamped out or taken over by the government. However, even in those countries, co-operation is still secretly discussed where ever those interested get together. In democratic nations the co-operative movement has grown by leaps and bounds.

4. What types of co-operatives are there with regard to their functions?

Generally speaking, there are four types of co-operatives: (1) producer co-operative, (2) consumer co-operative, (3) financial co-operative, and (4) the marketing co-operative. Among American farmers the problem of marketing first aroused interest in the co-operatives. Through the marketing co-operative, farmers are able to provide for themselves at cost the services usually provided for them at a profit by the middleman. These marketing co-operatives include handling of milk, fruit, eggs, cotton, tobacco, nuts, in fact, to a greater or lesser degree, practically all the farmer produces. It is estimated that one out of every three farmers belongs to some co-operative organization.



JOHN F. YAEGER

More recently the purchasing and financing co-operatives have gained a foothold in America.

Purchasing co-operatives are based upon individuals pooling their purchasing power to buy any and all forms of supplies and services together. This group has the advantage of quantity and quality buying. It may start first in a small retail way and as it grows in size and resources it may buy a warehouse and become a wholesaler. Eventually it may buy a factory and produce the goods it wants at cost.

The finance co-operative, commonly known as a credit union, is designed to meet the credit needs of people with small incomes. Usually this type of co-operative starts with a group of people pooling their savings and through working together and creating financial resources which they do not have as individuals. The credit union makes loans to its own members at low interest rates.

The producer co-operative, where groups of folks actually pool their labor, produce together and share the income from their labor, are very few in number. There are, however, a few in the United States.

5. What basic principles should govern a co-operative?

The Rochdale pioneers set down certain basic principles that they generally agreed were sound. These basic principles are as follows:

1. Low par value stock, so that all may participate.
2. One vote per stockholder.
3. The current interest rate paid on stock.
4. Such profits as may be made shall be divided among the patrons in proportion to the business done, with only a one-half portion being divided among non-stockholders.
5. All business should be for cash.
6. The current price shall be charged so as to eliminate price cutting practices.
7. A portion of all profits shall be set aside to carry on educational work.

The Capper-Volstead Law, under which the agricultural co-operatives in the United States are organized, insists on the following:

1. That 90% of the members of the co-operative must be agriculture producers.
2. That 50% or more of the business of the co-operative must be done with members.
3. Members or stockholders of the co-operative are entitled to only one vote regardless of how much stock they own unless the dividends on that stock are limited to the legal rate, usually 7% or less. In the latter case, they may be organized to vote each share of stock.

Federal banks for co-operatives, internal revenue departments, etc., use the Capper-Volstead stipulations in dealing with co-operatives.

In speaking of co-operative organization, Mr. C. L. Christenson, Dean of Agriculture, University of Wisconsin, lists that four requirements must be fulfilled before a co-operative can be successful. These are: (1) it must fill a real economic need; (2) the co-operative must be adequately and soundly financed; (3) it must be efficiently managed with a board of directors actively interested in seeing

that this is brought about; (4) it must have loyal, intelligent, informed patrons and members.

Someone once said that democracy alone cannot succeed but democracy and education going hand in hand can succeed. It is equally true that a co-operative without education can never fulfill to the greatest degree its possibilities. Those who would benefit to any degree and in any manner from a co-operative must be loyal to that co-operative at all times even when it means personal sacrifice.

This type of loyalty can only be secured out of a deep conviction brought about through education and a thorough understanding of what the co-operative can do only if the various factors that tend to make it successful are given every opportunity to function properly. There must be a realization also that the co-operatives by virtue of the competition it meets eventually reaches the point where the direct benefits it can give its members or patrons are not so great as to be always obvious. There must be a realization that people rather easily forget that the only reason that they enjoy these advantages from other sources is because the co-operative has set up the competition that brought these advantages into being.

Employees of a co-operative under the leadership of the management must realize that they have an educational responsibility as well as that of just selling goods across the counter. They must become imbued with the desire through their activities to make the co-operative successful.

Patrons and members must realize that their co-operative can be successful only to the extent to which they patronize it and are loyal to it. Those who are elected to supervise the management, the board of directors, must realize their responsibility in seeing that the management at all times is as efficient as it should be and tends towards the objectives for which the co-operative was set up. A co-operative is as good as or as bad as its members and the board of directors and the management and employees make it.

A co-operative must employ the same sound business principles that any business must employ if it is to be successful. Its policies must be such so as to at all times keep its management and financial matters on firm foundation. Where operating capital is limited this many times means an even more strict financial policy than is employed by other businesses. Patrons, therefore, who are interested in the success of the co-operative should not only be tolerant of this but should be insistent that such be the case even if it means personal sacrifice, at least until such time as the co-operative has operated long enough to be assured of a successful future. Even then the board of directors must be continually vigilant to be sure that improper business practices do not creep in. All factors must work together to make the co-operative a success which gives rise to the slogan, "Co-operation never fails; it's the lack of co-operation that causes failure."

(6) What progress has been made by co-operatives?

Co-operatives have flourished and do flourish in every country except where dictators have dissolved them. The attitude of dictators towards co-operatives is very well explained by the statement of Konrad Heinlein, Hitler's agent in Czechoslovakia, made recently in a campaign against co-operatives. According to Ludwig Lore, foreign news editor of the New York Post, Heinlein said to the housewives of the Sudeten area, "You must buy from the private retailer and not from the co-operative. You must do this even if an egg costs four times as much. Co-operatives are un-German. Everyone of the 700 German Co-operative societies within the Czech nation must be smashed as Hitler smashed them in Germany." Co-operatives are democratic; dictators are not.

Throughout The World

Some idea of the size of the co-operative movement can be gleaned from the fact that there are in the world one million members of co-operative housing societies, two and one-half million members of workers' productive and labor co-operatives, ten million members of co-operative credit associations, twenty-eight and one-half million members of agricultural co-operatives, ninety-three and one-half million members of consumer co-operatives. It is estimated that half the population of Great Britain is represented in co-operative activity.

England

The fourth largest banking institution in England is a co-operative. In 1860 there were three co-operative factories in England. Today there are one hundred ninety-five. Co-operatives in England and Scotland carry on the largest tea business in the world. English co-operatives supply everything that a family needs, including a modern bungalow with all its furnishings, drugs for the medicine chest, quilts for the beds and coal in the cellar. It can supply clothing of all sorts, bicycles, toys, baggage, all food stuffs, chocolate, preserves, candles, etc., etc. The London society serves 535,000 members with 200 grocery and meat stores and 50 dry goods stores. Between 1929 and 1934, during the depth of the depression, English co-operatives returned to their members six hundred million dollars as patronage dividends.

Denmark

In Denmark, co-operatives have grown until 5 of every 11 pounds of butter, 12½ of every 15 units of ba-

con, and 3½ of every 10 units of other agricultural products are exported through co-operative channels. Co-operation has brought the Danes from a nation of tenant farmers until at least 94% of the farmers in that country own their own land. Farmer co-operatives in Denmark handle 8½ of every 10 units of dairy products, 7½ of every 10 units of pork products, 6½ of every 10 units of feeds and grain, and operate 7 out of every 10 packing plants in the country.

Sweden

In Sweden co-operative action has brought about a business in galoshes so that four firms returned to their patrons over 12½ million dollars in fourteen years. Within a year after "K. F." had declared a war upon the galosh trust, the price of galoshes dropped \$1.20 a pair. One of every three households in Sweden are members of the co-operatives. Co-operative activity in the electric light bulb business there caused a reduction in price to the consumer from 37c to 22c per light bulb.

United States

In the United States co-operative business has doubled in the last five years. There exists in this country today about 16,000 farmer co-ops of all types, serving about three million farmer members. It is estimated that the net worth of all co-operatives is close to two hundred eighty-eight million dollars. Gross sales by far-

mers' co-operatives in 1936 were 2 7/10 billion dollars, over one quarter of the total volume of farm sales for the entire country. Patronage dividends amount to about \$25,000,000 dollars a year. 65% of all co-operatives are over ten years old. 2,000 are over 25 years old. Most of the co-operatives are on a firm financial foundation. Only half of the co-operatives in the United States need to borrow money.

Consumer co-operatives in the United States do an annual business of about one-half billion dollars each year, approximately 3,000 of them being in operation.

Michigan

In Michigan the large marketing co-operatives include the Michigan Elevator Exchange, Michigan Milk Producers Association, Michigan Potato Growers Exchange, Michigan Livestock Exchange, Mid-west Producers Creameries, Michigan Farmers and Manufacturers Beet Sugar Association, Farm Bureau Fruit Products Company, Michigan Wool Marketing Association.

The Farm Bureau Services, Inc., is one of the large wholesale buying co-operatives.

Co-operative action on the part of these farmer groups has improved materially not only the price but also the quality of those products in which they deal. The marketing co-operatives have stabilized the market and

(Continued on page 2.)

DOING THE JOB FOR THE FARMER



FACTS TALK- RESULTS COUNT

MICHIGAN farmers want rural electrification—and they're getting it from

the utility companies of the state. Michigan's utilities have set a pace for the nation—and have done it for years. Consumers Power Company has just been recognized as a national leader in this public service.

The farmers want rural electrification in a way that's dependable, permanent and economical.

Consumers Power Company's program of construction, operation, maintenance and cheap rates gives them known values in all respects.

FACTS and RESULTS!

LOW RATE New electric rate cuts farm power costs. A simple rate, easy to figure—one of the cheapest in the United States. Well below "co-op" scales. Opens the door to more uses, with profit and economy.

LIBERAL EXTENSION PLAN

New Construction Plan. Company builds lines in any franchised area, without cost to farmer, regardless of number per mile—on guarantee of \$12.50 monthly use per mile of line.

24 HOURS - WINTER and SUMMER

The farmer connected to power company lines knows there will be plenty of capacity to supply all demands, and come storm or shine, the utility backs up his service night and day. Keeping up lines, once they're in is one of the most important jobs—and utility service is good "insurance". Over 12,000 miles of lines now supply over 50,000 farms with the same complete good service features and low rates.

"WE LIVE WITH IT"

Its value depends on the use the farmer gets out of it. He needs—and wants—co-operative assistance in the ways and means of putting it to work.

This he gets from us at no extra cost—through an experienced staff working with the farmer himself, as well as with county agents and farm organizations. We're here to do the job—and live with it.

CONSUMERS POWER COMPANY

ANNUAL MEETING Electric Appliance Sale WITH OTHER ITEMS FREE!

At Farm Bureau Services Retail Store, 728 East Shiawassee St., Lansing. See display at store and Farm Bureau bldg. Sale Ends Nov. 12.

CO-OP ELECTRIC REFRIGERATORS

8 cu. ft. Standard Refrigerator, price \$198.00 with \$39.50 Radio FREE
6 cu. ft. Co-op Deluxe Refrigerator, \$159.50 with \$25.00 Roaster FREE

CO-OP ELECTRIC RANGES

Combination coal, wood and electric \$174.50 with \$39.50 Deluxe 2 speed Vacuum Cleaner FREE
Co-op E-46 Deluxe Electric Range \$139.50 with Sunbeam Shave-master FREE
Co-op E-36 Range \$114.50 with \$19.50 Vacuum or T-26 Radio FREE

CO-OP WASHING MACHINES

CO-205 All White, double wall, 8 lb. Washing Machine \$64.50 with set of double drain tubs and 8 cup Coffee Brewer FREE
CO-203 Washing Machine \$59.50 with Automatic Snap Stand Iron FREE
CO-201 Washing Machine \$49.50 with Waffle Iron or Toaster FREE

CO-OP RADIOS

CA-80 Co-op 8 tube Radio \$69.95 with automatic tuning (\$125.00 value)—beautiful console with your choice of food mixer, fully automatic toaster or Sunbeam Electric Shavemaster FREE
C-65 Co-op 6 tube Radio \$39.95 with Waffler, Toaster or Coffee Brewer FREE
T-26 Co-op Radio 6 tube table model \$17.45 with Electric Perculator FREE

CO-OP ELECTRIC IRONERS

CO-618M Ironer, Deluxe—double thermostats \$59.95 with Waffle Iron or Toaster FREE

CO-OP VACUUM CLEANERS

141C—2 speed Deluxe \$39.50 with \$11.50 Hand Vacuum FREE
131BX—1 speed Vacuum \$29.50 with complete set of attachments FREE
122E—Co-op Vacuum \$19.50 with Westinghouse Flat Iron FREE

ELECTRIC PUMPING SYSTEMS

Dayton 3213 Deep Well Pump complete with 42 gallon tank, fittings, air volume control and ½ HP motor and switch \$68.00
Dorr Deep Well Pump with ½ HP Motor \$74.50
Dorr Shallow Pump 250 GPH \$32.00
Dorr Shallow Well Pump with 1 gallon cast iron tank \$35.00

CO-OP ELECTRIC WATER HEATERS

	Regular Price	Annual Meeting SALE PRICE
62 gallon	\$88.00	\$70.40
50 gallon	78.00	62.40
40 gallon	68.00	54.40
30 gallon	62.00	49.60

CO-OP WATER SOFTENERS

	Regular Price	Annual Meeting SALE PRICE
20,000 Grains	\$ 90.00	\$ 72.00
30,000 Grains	110.00	88.00
40,000 Grains	135.00	108.00
60,000 Grains	175.00	140.00

AUTOMATIC ELECTRIC WATER SYSTEMS (COMPLETE)

—Guaranteed 3 years
Sta-Rite 250 GPH System with 18 gallon tank and all fittings \$ 62.00
Sta-Rite 250 GPH System with 42 gallon tank 66.00 Free installation on Water Systems bought in this sale
Sta-Rite 360 GPH System with 42 gallon tank 79.00
Sta-Rite 500 GPH System with 82 gallon tank 112.75

DEEP WELL SYSTEM No. 1 Heads

½ HP motor and 18 gallon tank	\$111.50	Free installation on Water Systems bought in this sale
½ HP motor and 42 gallon tank	125.00	
½ HP motor and 82 gallon tank	138.50	
¾ HP motor and 82 gallon tank	146.50	

No. 2 Heads

1 HP motor with 120 gallon tank 8" stroke	241.25
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TURBINE TYPE SHALLOW WELL PUMPS

325 GPH with 6 gallon tank	68.00	Free installation on Water Systems bought in this sale
325 GPH with 18 gallon tank	78.00	
475 GPH with 18 gallon tank	84.00	
475 GPH with 42 gallon tank	97.00	
600 GPH with 42 gallon tank	102.00	
600 GPH with 82 gallon tank	135.00	
800 GPH without tank	125.00	
1500 GPH without tank	196.00	

FARM BUREAU SERVICES, Inc.,
728 E. Shiawassee St. Lansing, Michigan

Essentials For Farm Organization

(Continued from page 2)
It takes hard work, struggle and disappointment to bring about real accomplishment with the participation of its members, the only basis upon which a farm organization can live.

I am not dwelling at any length on the policies of other farm organizations as I do not have the authority to speak for them. However, as I am speaking as a representative of the Farm Bureau, I shall endeavor to point out briefly a few of the significant points and trends of our process.

Farm Bureau Experiences
The Farm Bureau, now twenty years old, has endured through the years in the face of criticism, difficulties and disappointments. The early efforts of the Farm Bureau to secure a gas tax was one of the most useful services rendered by farm organizations. It relieved the farmer of building roads from property tax that were worn out by city motorists, and removed an unbearable tax burden from his shoulders.

Later the Farm Bureau was influential in securing the enactment of the township road bill which applied \$4,000,000 of the funds resulting from gasoline taxes to the improvement of the township roads. It provided for the eventual building and maintenance of all township roads at county expense and with county machinery, and removed the burden from the farmer's property tax. Later, the Farm Bureau was active in securing the return of all of the weight tax to the counties for county road building purposes. I had the privilege of serving as a member of the State Committee appointed by Governor Bruckner to work this out. All of these road measures together removed one of the largest items from the farmer's tax receipt.

Schools And Sales Tax Help

The Farm Bureau has been active on the school question and the securing of more than \$20,000,000 of state funds coming from the sales tax, other state revenues for direct aid to schools. Also, the exemption of agricultural supplies from the sales tax, saving the farmer \$1,250,000 per year, was one of the outstanding accomplishments of the Farm Bureau.

The coming session of the 1939 legislature will need to be carefully watched to prevent the reduction of these school revenues, including the tuition of rural school students, and efforts to do away with the farmers sales tax revenues in the scramble that will probably take place to secure additional state revenues.

We joined with our national organizations in seeing that agricultural labor was exempted from the wages and hours law and did our best to get a broad enough definition of the term to protect the farmer.

Farm Supplies Service

The Farm Bureau seed program has made the teaching of the College effective by providing a means for the farmer to secure known origin northern grown seed. It has revolutionized the practices of the seed trade generally so that private concerns have had to render better service. The same is true of Farm Bureau open formula feeds and other merchandising policies. We are well started with a tractor and farm machinery program which is designed to give the farmer relief on his burdensome machinery problem.

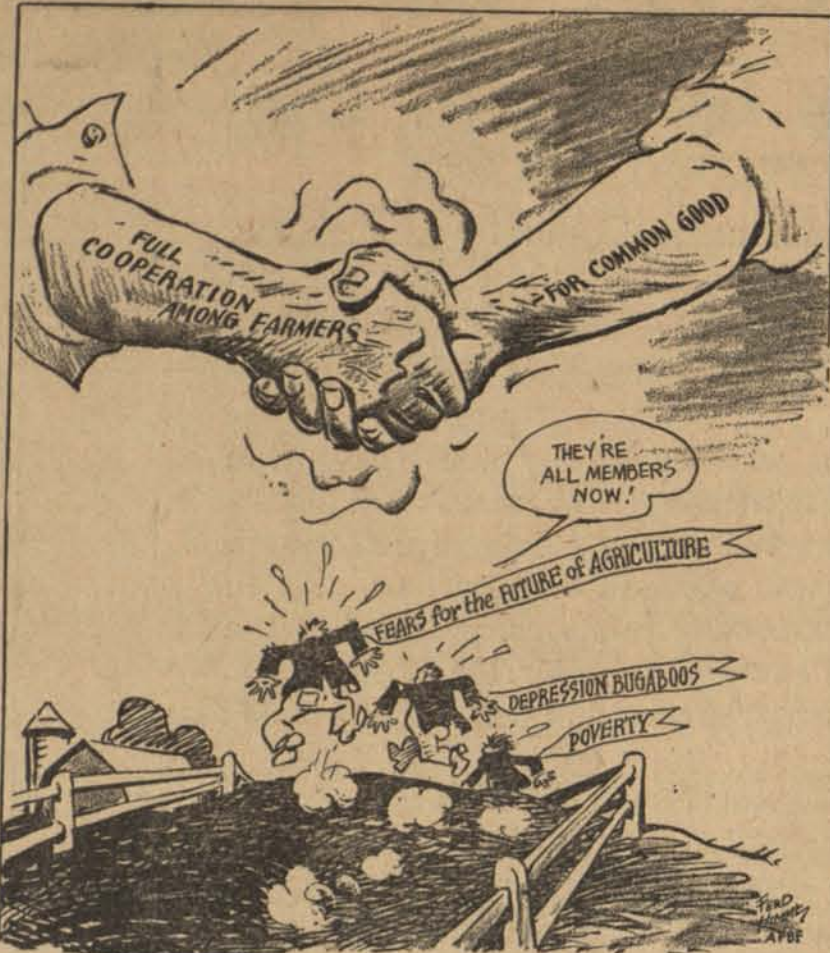
Relationship With Others

A third essential for a successful and permanent organization is a proper relationship to other farm organizations.

We cannot expect the farmers themselves to compose their individual differences and co-operate to the fullest extent unless their leaders make a reasonable effort to work together.

Experience has demonstrated that no one farm organization will answer the needs and desires of the farmer. Different organizations give different

It Could Happen Here



types of farm people the opportunity they desire to express themselves and participate in working out of their difficulties. Furthermore, a combination of the efforts of what we term the more radical farm organizations with the more conservative ones often produces a result that neither could accomplish alone.

For example, the American Farm Bureau has worked for the lowering of the interest rate on Federal Farm Loan mortgages to 3 1/2% and is credited with being one of the foremost organizations in holding down the rate of interest. However, the Farmers Union advocated an interest rate of 1 1/2% and in other respects a much more drastic measure. Quite possibly the efforts of the Farmers Union had an important influence in securing the 3 1/2% rate.

Working Together

The manner in which the Grange, Farmers Union and Farm Bureau have co-operated with the REA program is an illustration of how the farm organizations of Michigan have been working together.

On the present Tax Study Commission appointed by Governor Murphy, Mrs. Dora Stockman, representing the Grange, and myself of the Farm Bureau, are co-operating in voicing the views and interests of agriculture.

Both the Grange and Farm Bureau have Junior departments and each organization holds a large and successful young people's camp each year. With the efforts of both of them only a small portion of the young men and women on the farms are being reached so why not encourage both organizations in the effort? Even a little friendly rivalry does no harm and results in serving a large number of young people than either organization could reach alone.

We have attempted to discuss and illustrate three major considerations for a successful farm organization, namely, (1) an active and loyal membership, (2) a worthwhile and serviceable program, (3) a friendly and co-operative relationship with other farm organizations.

In a broader sense farm organizations have a real responsibility in furthering the interests of democracy and freedom in our great nation. The individual initiative exercised by farm people through their farm organizations is a great factor to this end and greater participation on the part

of the members should be encouraged in every way.

10,500 FAMILIES IN THE FARM BUREAU

Community Farm Bureau Has Been a Great Help in The Program

At the time of the annual meeting, the Michigan State Farm Bureau will report about 10,500 member families. Of the 43 County Farm Bureaus, 26 have more paid-up members than they had a year ago. Of the remaining 17, five are not over a dozen or so members behind their record of a year ago.

During the year membership work has progressed very satisfactorily, particularly in areas where there are Community Farm Bureaus under able leadership.

The Community Farm Bureau groups show great possibilities for localizing the Farm Bureau program and for keeping the member informed and sold on his own organization.

The Farm Bureau slogan through the winter will be "Build a program." By next spring the County Farm Bureaus and the State Farm Bureau will have well established programs for 1939 under way.

One Man One Vote Plan Used By Most Co-ops

The "one member-one vote" principle, generally accepted as an ideal basis of voting under most conditions, is used by 86 per cent of all farmers' co-ops in the United States, according to the FCA survey. Ownership of stock or other membership equity determines the voting privileges in 12 per cent of the co-ops, and 125 associations have a set-up in which patronage alone, or a combination permitting one vote to each member plus patronage votes, governs the voting.

Medicated Soap

Medicated and antiseptic soaps, like all other soaps, are valuable only because they get rid of dirt and grease which may carry bacteria; since they remain on the skin in a weak solution for a short time, it is doubtful if they kill germs, say scientists.

FOR GOOD, LOWER COST FEEDS

Balance Your Farm Grains

with

FARM BUREAU CONCENTRATES

Grinding and Mixing Service

Bring your shelled corn, heavy oats, barley and wheat to your Farm Bureau dealer for grinding and mixing with Farm Bureau dairy and poultry feed concentrates.

WE RECOMMEND THESE FORMULAS:

16% LAYING MASH

100 lbs. of MERMAID BALANCER 32% protein mixed with 300 lbs. of either of the following ground farm grain mixtures will make 400 lbs. of one of the best 16% LAYING MASHES. Mermaid Balancer contains Mananar (kelp and fish meal to supply minerals. (Feed scratch grains at night.)

1. 200 lbs. Corn, 50 lbs. Wheat, 50 lbs. Oats.

2. 100 lbs. Corn, 100 lbs. Barley, 50 lbs. Wheat, 50 lbs. Oats.

16% LAYING MASH

100 lbs. of FARM BUREAU POULTRY SUPPLEMENT 32% protein may be used in place of Mermaid Balancer 32% with the above farm grain mixtures for a good and somewhat cheaper 16% protein Laying Mash.

16% DAIRY

(With Alfalfa Hay)

300 lbs. any mixture farm grains

100 lbs. Milk Maker 34% or Mermaid 32%

400 lbs.

18% DAIRY

(With Clover Hay)

200 lbs. any mixture farm grains

100 lbs. Milk Maker 34% or Mermaid 32%

300 lbs.



WITH CLOVER HAY use 100 lbs. of farm grains and 100 lbs. of Bureaulas. Makes an 18% protein feed.

MERMASH Has What it Takes to PRODUCE EGGS!



A GAIN of 105 EGGS for MERMASH!

Each group of hens was fed one-half mash and one-half grain at the rate of 25 pounds of feed per day per 100 hens.

In 12 days the Mermash group got 135 pounds of Mermash and produced 8 3/4 more dozens of eggs. At 30 cents per dozen, the Mermash group produced \$2.62 MORE INCOME IN 12 DAYS.

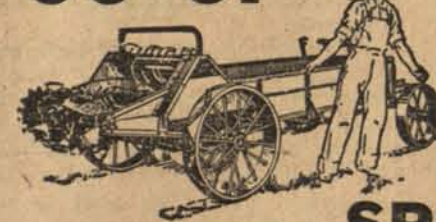
With eggs at 30 cents per dozen, Mermash returned \$1.94 more per cwt., to Mr. Van Sickle than the second feed did.

FARMERS FIND MERMASH A PROFITABLE FEED!

SEED We buy and clean seed

WE BUY MICHIGAN alfalfa, red clover, alsike and sweet clover seeds. Send us 8 ounce representative sample for bid. Take equal amounts from each bag to make mixture, from which to take sample... Let us clean your seeds in our modern plant. Very reasonable charges. Send sample and we will advise cleaning needed and price. Have seed cleaned early. Our cleaning service ends December 31.

CO-OP



TWO-HORSE SPREADER

So light in draft, you can pull it by one hand with beaters in action. Automotive type wheel swing for making sharp turns. Passes through narrow doors. Top of box only 3 feet from ground. Less work to load. Plenty of clearance. Fits under carrier. Shreds and pulverizes manure thoroughly. 60 bus. capacity. Wide, even spread. Broad tread. See this time-and-labor-saving spreader today at your Co-op store.

Change to Farm Bureau WINTER OILS

Farm Bureau wax-free, zero motor oils make starting easy. They lubricate perfectly at all temperatures.



BUREAU PENN and MIOCO motor oils and greases are the best Pennsylvania and Mid-Continent, long wearing lubricants. They are priced attractively at co-ops.



Farm Bureau's Reliable Radiator ANTI-FREEZE

- NORWAY**
METHANOL ANTI-FREEZE. Three quarts do work of 4 of ordinary alcohol. Practically odorless. Won't damage cooling system.
- UNICO**
United Co-ops 200 proof ethyl alcohol anti-freeze. A high grade safe product.
- ALCOHOL**
Completely denatured. Anti-rusting.

ASK YOUR CO-OP FOR FARM BUREAU ANTI-FREEZE

Farm Bureau Brand Supplies at 300 Farmers Elevators
FARM BUREAU SERVICES, Lansing, Michigan

WE CAN INCREASE THE PRICE FOR BUTTER



WE FACE THE FACT THIS FALL that for the first ten months of 1938 we have had the largest production of milk and butter on record for any similar period in the history of the industry.

Present prices for butter can be increased. How? Increase the consumption of butter! That will reduce the surplus. This is a matter in which the producers of butter can take a hand. Producers and their families can do it.

If every farm family were to increase its consumption of butter by one pound a week, the price depressing surplus would disappear rapidly. We need to patronize our own business—and generously.

MARKET YOUR CREAM THROUGH A PRODUCERS' CREAMERY

OFFICES--224 W. JEFFERSON STREET, SOUTH BEND, INDIANA

- | | | | | |
|---|---|--|--|---|
| INDIANA
Columbus-Farmers Mktg. Ass'n
Crawfordsville-Farmers Prod. Ass'n
Middletown Co-op Creamery
Marion-Productors Creamery
Okeanos-Productors Mktg. Ass'n | PORTLAND-Farm Bureau Cr.
Rushville-E. Cent. Co-op Cr. | TENNESSEE
Gallatin-Summer Co. Co-op Cr.
Murfreesboro-Rutherford Co-op Cr.
Nolensville Co-op Creamery | MICHIGAN
Coldwater Dairy Company
Constantine Co-op Creamery
Casson City-Dairyland Cr.
Fremont Co-op Creamery
Grant Co-op Creamery
Lawrence Co-op Creamery | MARCELLUS Co-op Creamery
Nashville-Farmers Creamery
Niles-Productors Dairy
St. Louis Co-op Creamery |
|---|---|--|--|---|

We make 26,000,000 pounds of butter ANNUALLY