

# Michigan Farm News

Vol. XXIX, No. 11

SATURDAY, DECEMBER 1, 1951

29th Year

Published Monthly

## Roll Call Week Goal is 51,500 Farm Bureau Members

### EDITORIAL

#### This Is the Week for Action

Six thousand men and women in 62 County Farm Bureaus will go out the week of December 3 to invite their neighbors to membership in the Farm Bureau.

They expect to enroll 51,500 or more families for 1952. Last year we had a goal of 46,150 and ended with 47,768 members. We should set a new record this year!

Senator George D. Aiken of Vermont said, "If our farmers are to successfully fight off the economic monopolies on the one hand, and political domination on the other, they must keep themselves strong. They must be strong not only as individuals, but strong as organizations representing the best interests of agriculture."

Farm Bureau is the largest farm organization in the United States. We have a membership of 1,500,000 families. Nationally, we average a little better than one farm family in three. That may not be large enough for the years ahead.

Some state Farm Bureaus have shown us that it is possible to have most farmers as members. Over the state line, Indiana expects 90,000 this year. Illinois has 175,000. Iowa 125,000. Many have more than 70,000. What they can do, we can do.

### Farmers Petroleum Annual Meet Dec. 19

The third annual meeting of the Farmers Petroleum Co-operative, Inc., will be held at Michigan State College's Kellogg Center, East Lansing, December 19, starting at 10:00 a. m.

Earl Huntley, manager of the oil co-op will tell stockholders that their petroleum business volume for the fiscal year ending August 31, 1951, reached a high of nearly 24 million gallons of liquid fuels distributed to Michigan farmers.

This was a 30 per cent increase amounting to over 3 million gallons above the previous year's high. Dollar-wise the volume showed an increase of over \$700,000 and totaled more than \$3,875,000.

The local associations which are building the co-operative petroleum program in Michigan also supplied their patrons with more than 200,000 gallons of motor oil, 200,000 pounds of grease, 45,000 gallons of fly spray and anti-freeze, 6,000 tires and 5,000 batteries, plus a substantial amount of miscellaneous accessories and equipment.

ONE OF THE BIG developments of the Oil Co-op this year was its purchase of crude oil production properties amounting to nearly \$3,000,000. This step began the fulfillment of the original purpose of organizing the company. This was to secure a continuous supply of high quality petroleum products at the lowest possible net cost for distribution to farmers through local co-operatives.

In December, FPC purchased at a cost in excess of \$400,000 eighteen producing oil wells in Gladwin and Roscommon counties. The amount of this production a few years ago would have been a good portion of our requirements, but in comparison with current requirements it represented a very small portion.

IN SEPTEMBER of this year a major step was taken in the direction of securing of crude material. Through the purchase of a one-half interest in 136 producing wells located in Illinois, FPC now owns and controls approximately 60% of its crude oil requirements. This production was purchased at a cost of nearly \$2,500,000.

The board of directors of the Farmers Petroleum Co-operative recently declared a 2% patronage refund to be paid in cash to the patrons based on their purchases during the year. This refund, representing a substantial savings to Michigan farmers, totaled more than \$70,000 and is being paid by check through the mail.

THE CO-OP also paid a 5% dividend upon its preferred stock for the year ending August 31, 1951. This dividend amounting to \$22,000 is being sent to 1854 investors. There are now 42 local co-operative dealer associations who are stockholder members of the Petroleum Co-op.

Highlighting the annual meeting program will be a talk given by H. S. Agster, general manager



H. S. AGSTER

of Pennsylvania Farm Bureau Co-operative Association. Mr. Agster has been associated with

#### Farmers Need More Machinery

Farmers now need 15 per cent more new farm machinery than they received in 1949 and they require 20 per cent more repair and replacement part than were available to them in the same period.

Results of a survey were made public recently by Secretary of Agriculture Charles F. Brannan, who said that it is being used as the basis for determining 1952 farm machinery requirements for presentation to the defense production agencies.

#### Barnyard

Fill up the holes in the barnyard before the winter rains and snows turn them into mud holes. A cement barnyard is ideal for dairy herds.

### MFB Board of Directors and Officers for '52



This photograph of the directors and officers of the Michigan Farm Bureau was taken at the close of the 32nd annual meeting November 9. Names marked with \* indicate a new member of the board.

Seated, left to right: J. F. Yaeger, ass't executive secretary, East Lansing; Mrs. Harry M. Whittaker, represents Women of Farm Bureau, Metamora; President Carl E. Buskirk of Paw Paw; Vice-president Walter W. Wightman of Fennville; C. L.

Brody, executive secretary and treasurer, Lansing; \*Edward T. Fritch, District 3, Howell. Standing, left to right: Albert Shellenbarger, Dist. 4, Lake Odessa; Ward G. Hodge, Dist. 6, Snover; Marten Garn, Dist. 5, Charlotte; Russell Hazel, Dist. 1, Richland; Kenneth Johnson, Dist.

8, Freeland; Dale Foster, representing Junior Farm Bureau, Niles; James Mielock, Dist. 10, Whittimore. Harry Norris, Dist. 7, Casnovia; John M. Converse, director at large, Union City; Blaque Knirk, Dist. 2, Quincy; \*Myles Hodgson, Dist. 10, Cadillac.

### ALLAN KLINE SAYS

## What We Need Is To Be Free

### Cow Bells and Prizes to Spice Roll Call

In order to spice up the Roll Call for Farm Bureau membership by competition between County Farm Bureaus, the Michigan Farm Bureau will continue these awards:

**COW BELLS**—To County Farm Bureau reporting largest percentage of its goal by midnight, December 4. First prize, large cow bell, 2nd, medium size cow bell, 3rd, small cow bell. All bells are chrome plated. Winners this year will keep them.

**CASH AWARDS**—For largest percentage of goal reported to Michigan Farm Bureau by midnight December 10. First prize \$40, second prize \$20 in each of these groupings based on their 1952 membership goal:

**UP TO 300 CLASS**—Alcona, Arenac, Benzie, Charlevoix, Cheboygan, Emmet, Gladwin, Iosco, Manistee, Montmorency, Ogemaw, Otsego, Wexford.

**301-700**—Alpena, Antrim, Mason, Mecosta, Midland, Missaukee, Montcalm, Muskegon, Newagen, Oceana, Osceola, Presque Isle, Wayne.

**701-1051**—Cass, Ingham, Isabella, Jackson, Kalamazoo, Kent, Macomb, Monroe, Northwest Michigan (Grand Traverse & Leelanau), Oakland, Shiawassee, St. Clair, St. Joseph.

**1051-1400**—Barry, Bay, Calhoun, Eaton, Genesee, Gratiot, Hillsdale, Ionia, Lapeer, Lenawee, Livingston, Ottawa.

**1401 and up**—Allegan, Berrien, Branch, Clinton, Huron, Saginaw, Sanilac, Tuscola, Van Buren, Washtenaw.

The Michigan Farm Bureau is staging a one-week Roll Call for Farm Bureau membership the week of December 3.

A VOICE for agriculture at local, state and national levels was never more important.

Farmers have a job to do. Farm production is indispensable for our own needs and for national defense. Demand for farm products will probably be good. We have the know how. Farmers have never been afraid of work.

WHAT WE NEED most of all is to be free of the sort of regulations which may prevent our doing the job. And which may keep farmers from realizing a fair income for the job done.

Instead we may have price controls, rationing, and subsidies direct to producers.

ACTUAL income figures suggest the fix farmers would be in if we suffer price ceilings which continue present relationships of



ALLAN B. KLINE  
Pres., American Farm Bureau

allow rising costs against fixed prices for food and fiber.

Farmers net income fell from 17 billion dollars in 1947 to 12.7 billion dollars in 1950. The 1950 income was in the cheaper 1950 dollars too.

WHILE FARM income was falling about 5%, national income was up 20%. Personal income in the United States was up 17%, and wages and salaries were up 19%.

While our gross income was down only 4.7%, see what happened to farm costs and to farmers' net income which was down 25.6 percent.

I AM SURE other groups do not wish to be misled about the farmers' status. It is our job to tell the story and do something about it. Truly we need a strong membership in Farm Bureau to do the job as a "Voice for Agriculture."

I congratulate the Michigan Farm Bureau for its efforts in building a truly great organization in the state of Michigan.

### AFBF Convention at Chicago, Dec. 10-13

163 Michigan delegates will join 5,000 farmers from 47 states when they meet at Chicago Dec. 10-13 for the 33rd annual convention of the American Farm Bureau at the Stevens hotel.

STATESMEN from both political parties, farm leaders, and spokesmen on public policy from other groups will be among the speakers who precede the consideration of policy resolutions which will guide the national Farm Bureau in the year ahead.

U. S. Senator Harry F. Byrd of Virginia and Everett Dirksen of Illinois will speak December 12. Senator Byrd, a Democrat, and a member of the Senate Finance Committee, has long been one of the most highly respected leaders of the Senate. Senator

Dirksen is a Republican leader from a great farm state.

CONGRESSMAN Albert Cole, Kansas Republican, a member of the House Banking and Currency committee, speaks Dec. 11. He has been a leader in the fight to substitute a sound inflation control program for the present system of price and wage controls. Wade G. McCargo, chairman of the National Retail Dry Goods Ass'n, will present a business man's point of view Dec. 12.

PRESIDENT Allan Kline and Secretary Roger Fleming of the AFBF speak at the opening session Dec. 11.

The meeting ends Thursday, Dec. 13 in the adoption by the delegate body of resolution of policy.

General sessions will be pre-

ceded Monday, Dec. 10 by conferences on organization, rural youth, insurance, tax and legislative problems, service co-operatives and safety.

Also scheduled for Dec. 11 are conferences on livestock, dairy, fruits and vegetables, field crops and poultry.

WOMEN of the Farm Bureau start the convention week with a vesper service Sunday afternoon. Their annual meeting will be held Monday.

Voting delegates from Michigan are: C. E. Buskirk, Paw Paw; Walter Wightman, Fennville; John Converse, Union City; Blaque Knirk, Quincy.

#### Habit

Beef cattle, like people, are creatures of habit. They like regular routines and do best when they are handled quietly.

Beef cows must be fed well enough during late fall and winter months to produce and care for vigorous calves in the spring.

## "We Are Losing Our Liberty"

Senator Homer Ferguson, in a fighting speech, told 500 members of the Michigan Farm Bureau at their annual dinner November 8th that the time has come to deal with government spending and the trend toward socialism or lose our liberty. He was given an ovation.

Senator Ferguson said, "No one can be in Washington without realizing that the people are disturbed."

"CONGRESS appropriated this year \$97,696,000,000.

"The appropriation of that much money is corruption in itself.

"All the farms in the United States and everything on them are valued at about \$143 billions. "We are losing control of our purse strings. When we do that we are losing our liberty.

"SOMETIME in the future they are going to make you pay the \$97,696,000,000 appropriated

for this year. "I say that such appropriations are insanity. I'm for rearmament, but it should be done without waste and extravagance.

"The amount of your income tax is the government's stake in your business. I could not vote for the last tax bill because the appropriations voted in 1951 could have been cut more than the amount of the new tax bill.

"SOCIALISM is feudalism. The lord of the manor owned everything. Then the people conceived the idea that they had the right to be free, so they took economic powers for themselves.

"You still have your liberty in America because you have insisted on being free. I hope you will never fail to speak out when you are for or against a proposal.

"There is a great world trend towards Socialism. Senator Byrd and I were successful in having

Congress cut by 25% the amount of money asked to finance propaganda by agencies of the Federal Government.

"MORE THAN anything else, you have to fear propaganda from government for the national and state governments to take over powers that belong to the people.

"You have been considering in Michigan a U. S. Department of Agriculture plan called the Family Farm Policy Review. They got out a book on that, but not for you to read.

"HILLSDALE county farmers had to go to court in order to get to read the minutes taken in their county Family Farm Policy Review meeting.

"The Brannan Plan is contained in the Family Farm Policy Review recommendations, but without the label.

"Another recommendation in

the Review suggests giving to the Federal Government the right to condemn a farmer's land in order to transfer some of it to somebody else or for other government programs. This section suggests that additional legislation would be required to accomplish this. It certainly would!

"THERE is a law in the books at Washington prohibiting agencies of government from advocating laws.

"Here are two instances in the Review that are criminal acts, but there will be no prosecution. "The time has come when we in Congress want to hear from citizens. If you believe or do not believe in any public question get out and advocate your belief.

"THE LIBERTY that you have is liberty through the law. If you don't protect it you can lose it."

## Invite Every Farmer to Join!

### Most Members Say They Joined Farm Bureau Because They Got an Invitation

WESLEY S. HAWLEY  
Director of Membership Acquisition

Things are all set for the one big week Roll Call for Farm Bureau membership the week of December 3.

About 6,000 volunteer workers in 62 County Farm Bureaus will go out to renew memberships and to enroll new members.

The state goal is 51,500 or more family memberships for 1952. There is every reason to believe that the workers will reach their county and state goals quickly.

For weeks hundreds of members have been paying Farm Bureau dues for 1952. Most County Farm Bureaus have been seeking renewals by mail in advance of the big campaign. They report that more people renewed memberships in October and November than in any previous year.

What Makes People Join? We have asked many members, "How did you come to join the Farm Bureau?" A great many of them give this reply, "Because someone invited us to join!"

Farm people respect the 32 year old Farm Bureau organization and what it has to offer farmers in legislative service, Blue Cross hospital and surgical care insurance, automobile and life insurance, and the social and discussion programs of more than a thousand Community Farm Bureaus.

People will join, and they renew their memberships, if they get an invitation to do so.

Why do 6,000 men and women give their time and energy to our campaign for membership? I think it's because:

1—They are proud to be members and workers in the largest and most influential farm organization in the world.

2—They know we are living in a time when it is as important for agriculture to be organized. People in industry and labor have effective organizations.

3—Farm Bureau enables individual farmers to work together in the community, county, state and national organizations of the Farm Bureau for the kinds of programs they want.

4—Farmers know they must make a choice: (a) Do nothing and let someone else shape the policies that affect farmers (b) Join the Farm Bureau and have a part in determining these policies. The Farm Bureau is composed of 1,500,000 farmers who believe in dealing with farm and other problems in an organized way.

### Services Takes Action for Revolving Stock

Shareholders of Farm Bureau Services, Inc., at their annual meeting at MSC's Kellogg Center Nov. 28 adopted a program for revolving and paying off old patronage dividend stock in future years. Articles of Incorporation and By-Laws were amended to provide for:

1—Reduction of dividend on class AAA preferred stock or patronage dividend stock from the allowable rate of 4% to 2% or less at discretion of board of directors. Savings here will be applied to paying off old patronage stock.

2—Creation of new class of patronage dividend stock to be called Class B preferred stock, 500,000 shares at \$10 par value, no dividend rights, no voting rights and callable at option of board of directors any time within 20 years.

Ivan Parsons of Grand Blanc was elected to the board of directors in a race with Roman Booms of Harbor Beach, Mr. Booms had served one term. Mr. Parsons, long time Farm Bureau member, has been a director of Grand Blanc Co-operative for 34 years and is its president. He is a director of McDonald Co-operative Dairy Co. at Flint.

#### Swine

It is estimated that three million breeding gilts and sows in the United States are sterile. Abnormalities are responsible for much of the infertility, while diseases such as brucellosis are also important factors.

### No. American Wheat King MFB Member

Harold Metcalf of Fairgrove, R-2, member of Tuscola County Farm Bureau, won the title of wheat king of North America at the hay and grain show of the International Livestock Exposition at Chicago, Nov. 25.

His bushel of Yorkwin soft white winter wheat won over thousands of entries from the U. S. and Canada.

Lee Ferden of Chesaning, member of Saginaw County Farm Bureau, was second. His Vigo red winter wheat won the reserve championship.

The No. 1 and No. 2 wheat growers of North America from two adjoining counties in Michigan! It was the first wheat championship for U. S. since 1928.

For years Lee Ferden has supplied Farm Bureau Services with certified seed wheat.

Clifton Metcalf of Fairgrove, brother of Harold, won the reserve championship for the best oats shown.

#### Mice

The mice are on the march from fields to the houses, barns and other buildings. Use of traps in the home and warfarin poison in other buildings can prevent mouse damage this winter.

#### Corn

Immature corn has about the same feeding value per pound of dry matter as mature corn.

### Michigan Farm News

Established January 12, 1923  
 Entered as second class matter Jan. 12, 1923 at the postoffice at Charlotte, Michigan, under the Act of March 3, 1879.  
 Published monthly, first Saturday, by Michigan Farm Bureau at its publication office at 114 E. Lovett St., Charlotte, Michigan.  
 Editorial and general offices, 221 North Cedar St., Lansing, Michigan, Post Office Box 960, Telephone, Lansing 21-271, Extension 3.  
 Send notices on Form 3579 (and undeliverable copies returned under Form 3579 to Michigan Farm News editorial office, P. O. Box 960, Lansing, Michigan.  
 Einar Ungren Editor  
 Harold Weinman Associate Editor  
 Limited to Farm Bureau Members.  
 Subscription: 25 cents a year.  
 Vol. XXIX December 1, 1951 No. 11



### Michigan Farm Bureau

**OFFICERS**  
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 V-Pres., W. Wightman, Fennville  
 Exec. Sec'y., C. L. Brody, Lansing

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 2—Blaque Knirk, Quincy, R-1  
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 6—Ward G. Hodge, Snover, R-1  
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**WOMEN OF FARM BUREAU**  
 Mrs. H. Whittaker, Metamora, R-1

Representing  
**JUNIOR FARM BUREAU**  
 Dale R. Foster, Niles, R-3

**PURPOSE OF FARM BUREAU**  
 The purpose of this Association shall be the advancement of our members' interests educationally, legislatively, and economically.



### Wanted: A Princess

I am not one to bend the knee to Royalty, as such. The pomp of power and opulence does not impress me much. Rather I choose to pay respect to every simple virtue. Like Truth and Faith and Cleanliness—not one of which will hurt you. Rather I choose Humility and Honesty for mine. Attaching little value to a noble house or line.

But when I read the news about Elizabeth and her trip And talk with those who went to see her royal ladyship Hearing from plain and honest lips unstinted words of praise For everything she does and is and everything she says Seeing all hearts united rise in admiration true I almost wish the U.S.A. might have a Princess, too.

There is so much of argument around us everywhere That peaceful, sober souls may well feel driven to despair There is so much suspicion now; such malice and disgrace. For Sin is in the saddle and he rides a fearful race. Corruption and his partner Crime will never see us through. America needs a far pure star to hitch its wagon to.

There is no individual whom we can all admire No one to weld a million hearts in purifying fire No mortal in whose service we surrender to the good No catalyst of human hearts. No Princess of the Blood. Oh, how I wish America had a hero of the hour, Unsubdued by suspicion's breath, to take the reins of Power.

To drive the money changers out; to let the Right increase. To lead America to its best, down the long road of Peace. To help our land to rise above the petty things and small That cramp our souls. We need him now champion us all. And till that conquering hero comes my questing hopes aspire For one good Princess, sweet and clean, whom we could all admire.  
 R. S. Clark,  
 315 North Grinnell Street,  
 Jackson, Michigan.

ed federal legislation that practically eliminated the importation of unadapted alfalfa and clover seeds.

**IT TAKES MONEY** to go on your own in any business. Many times in those early days money was not available.

When the depression struck the dues failed to come in. We dropped to \$5 but it did not remedy conditions much. We had established several departments, each to supply a most worthwhile commodity or service. To drop them would have been disastrous to the Farm Bureau efforts. We could hardly see a way to go on.

**I HOPE** and pray nothing will interfere with the forward movement of the Farm Bureau. If dark days should come in the future, I beg the membership to stand by the organization, even if home affairs are gloomy too.

**I WOULD** be very lax indeed if I did not recognize Mr. Brody's knowledge of farm problems as one of the greatest assets of the Michigan Farm Bureau. His early farm experience, his sympathetic understanding, his courage to face facts, and his analytical thinking and vision for the future have been most helpful.

I am indeed grateful that I was privileged to serve among some of the greatest farm leaders of that time in shaping the policies of this great organization. My part was infinitesimal compared with that of many of the others, but I gave of my best and always tried to stand by when needed.

**THE FUTURE** may have its troubles, but wise leadership can overcome most any difficulty if there's a will to do it. It was a great pleasure to meet again some of the pals of former days. The time was far too short to even make a start of reunion, but perhaps we can pick up the threads at some future gathering somewhere someday.

### Prayer at MFB Banquet

Walter Wightman of Fennville offered this prayer at the 32nd annual banquet of the Michigan Farm Bureau at State College November 9:

"Gracious and bountiful Father, Maker of the universe, we in this convention bow in reverence for those honored leaders of this organization who have passed on and have left the work of their hands for us to carry on. We thank Thee for those brave men and for the inspiration of their noble and efficient lives. And now we ask Thy guidance and help to lead us on into the future with the great work which they have so well begun."

Farm Bureau Services pioneered open formula livestock feeds which tells the purchaser exactly what he is getting, pound for pound, for his money.

**PURE CRUSHED TRIPLE SCREENED OYSTER SHELL**  
 FOR POULTRY  
 FARM BUREAU MILLING CO. Inc. CHICAGO, ILL.

### CLASSIFIED ADS

Classified advertisements are cash with order at the following rates: 5 cents per word for one edition. Ads to appear in two or more editions take the rate of 4 cents per word per edition.

- FARMS FOR SALE**  
 MILLION Opportunities. Mississippi farms, ranches. Mild climate. Live-stock housing unnecessary. Year round grazing. cheap prices. Catalogue. B. E. Grantham, "The Land Man," Jackson, Mississippi. (11-21-51)
- WOMEN**  
 FREE NEW TREASURE Book of sewing ideas. New styles, latest patterns. Fully illustrated, complete directions on how to sew and save with practical cotton bags. Your Free copy of "Needle Magic with Cotton Bags" is ready now! Send post card today to National Cotton Council, Box 76, Memphis Tennessee. (3-101-50b)
- SIL ROOFS**  
 NOW IS the time to get an Aluminum Dome Silo Roof for your silo. We install, also, chute, ladder and basket platforms. Clarence Van Strien, Phone 2671, Byron Center, Michigan. (10-41-25b)
- MAPLE SYRUP PRODUCERS**  
 FOUR SIZES of King Evaporators still available with copper pans. English Tin available in all sizes if ordered before December 10th. Buckets must be ordered now to assure delivery. Write for prices. Sugar Bush Supplies Company, P.O. Box 116, Lansing, Mich. (Located on M-43, West Saginaw road), just west of Lansing and Waverly golf course.

## 100 Groups in Farm To Prosper Contest

Most Community Farm Bureaus of Mason, Muskegon, Newaygo, Oceana, and Ottawa counties have participated in the 1951 West Michigan Farm-to-Prosper Contest, which will be climaxed by the annual Round-Up Dec. 27. The event will be in Muskegon senior high school auditorium.

100 RURAL community organizations are enrolled this year. The number includes Amber, Summit-Pere Marquette, Riverton, Lincoln River, Sauble River, Custer Farm Bureaus of Mason county.

Casnovia, Ravenna, White River-Montague Farm Bureau of Muskegon county; Dayton, Brookside, Reeman, Beaver-Denver, Garfield, Sitka, Aetna Farm Bureaus, and County Farm Bureau Women of Newaygo county. Benona, Claybanks, Shelby, New Era, West Grant, Newfield, Elbridge, Leavitt-Colfax, Ransacker, Weare, Crystal Lake Farm Bureaus, Farm Bureau Women of Oceana county; North Holland, North Chester, Town Wright, Curry, Tuttle, Forest Grove Farm Bureaus of Ottawa county.

**GOVERNOR** Williams will present awards to the five winning organizations in each county, and the Sweepstakes award to the area winner. For the first time certificates of participation will be presented all competing organizations in this program for advancement of rural community life.

Judging is done on basis of reports sent in to the county agricultural agents' offices. Report of the top winning organization in each county is sent to the state Extension Service office, Michigan State College, where the Sweepstakes winner is decided.

**SWEEPSTAKES** winner receives a cash prize of \$100. County winners get \$50, \$30, \$20, \$15, and \$10. Business organizations provide the cash prizes.

All members of competing organizations, their families, and friends are eligible to attend the Round-Up, an afternoon of entertainment. State rural life leaders, including Clark L. Brody, executive secretary of the Michigan Farm Bureau, plan to attend.

### Pigs

Saving all pigs farrowed is important with the high prices for feeds and grains. Saving an extra pig or two per litter can often spell the difference between profit and loss from the hog enterprise.

**RICHARD ROOT** of Ithaca, Gratiot county was elected president in a close race with Herbert Clarke from Eaton county. Other officers elected: Vern Thalman, Berrien, first vice president; Darrell Coffey, Livingston, second vice president; Betty Jane Pidd, Washtenaw, secretary-treasurer; Clayton Ruggles, Tuscola, Camp chairman; Donald Knox, Lapeer, publicity chairman, and Barbara Foster, Berrien, historian.

**JUNIOR** District Directors for 1952 were also introduced during the convention. They are: District 1—Gordon Bichel, Cass; District 2—Carol Hauch Lenawee; District 3—Sally Devine, Monroe; District 4—Robert Harrison, Barry; District 5—Vernon Hodge, Ingham; District 6—Paul Leipprandt, Huron; District 8—Lois Taylor, Isabella; District 10—Keith Lankin, Emmet. These officers and directors will compose the State Junior Board for 1951-52.

### Flies

Strict sanitation is the first and one of the most important steps in an effective fly control program. Eliminate the breeding places.

Help your livestock become more profitable and at the same time make your feed purchases build a stronger, co-operative program that is controlled by your Farm Bureau.

**If You Want The Best Results That Feed Can Produce,** at a price that represents "Value-in-Use" and at the same time help build your own off-the-farm organization, buy Farm Bureau Feeds.

**Buy Quality Farm Bureau Open Formula Feeds**  
 Have you cows? Over Do you feed hogs? Well, Profitable Hens? Mer-  
 the past 29 years many Porkmakers help farrow mashes produce more eggs  
 champion herds have been more pigs, stronger pigs profitably, grow chicks  
 made on Milkmaker. and more profitable pigs. stronger and more economic-  
 ally.

Turkey grower? An experienced turkey grower says, "Farm Bureau Turkey Ration grows more turkeys and grows them bigger than any feed I've ever used." Many others praise F.B. Turkey Feed, too!  
 Broilers? 2.62 lbs. of feed per pound of gain. 2½ pound cockerels at 7 weeks. 5½ pound cockerels at 12 weeks. Flock averages up to 4½ pounds per bird at 12 weeks (straight run birds). How? Farm Bureau HJ N-R-G Broiler Mash.

Ask Your Farm Bureau Feed Dealer About  
**MERMASHES---MILKMAKERS---PORKMAKERS**  
 OR WRITE  
**FARM BUREAU SERVICES, Inc.**  
 Feed Department 221 N. Cedar St. Lansing 4, Mich.

### Procurement Division Operations for 1950-51

(Continued from Page 4)  
 The co-operation of both dealers and farmers in taking early shipments of fertilizer (both mixed good and direct application materials) has enabled us to operate the fertilizer plant more efficiently and thus produce better quality, give better service, and effect greater savings for farmers.

**IN TIMES** when materials are in short supply, it is necessary to take them when they are available and store them until needed. This not only helps to fill the needs of farmers but enables the production units to operate more efficiently—thus building up the savings. This is especially true of our farm equipment factories, which are geared for efficient production provided they can be supplied with a continuous flow of shipping orders on machinery.

As we see it, this can best be done by shipping direct from the end of the production line to the retail dealer or to branch warehouses located at strategic points in the state. More finances will be needed. With your assistance we plan to establish more of both of these types of outlets to better serve the farmer.

**YOU CAN** keep the cost of your dairy ration low by feeding more homegrown oats and corn along with plenty of good legume hay and silage.

**PROTECTION! MADE TO ORDER!**  
 The fireman always wears a safety belt when he works atop a pole. He knows he has protection made to order. Every farmer knows he has made-to-order protection against loss from farm fires when he carries State Mutual insurance—a policy that gives him sound protection without unnecessary extras.  
 State Mutual will pay up to \$50,000 to any fire department for making a run to insured properties... ANOTHER STATE MUTUAL FEATURE!  
 Ask your State Mutual agent, or write for details.  
**State Mutual FIRE INSURANCE CO.**  
 702 Church St. Flint 3, Michigan  
 E. B. DINGMAN, President H. K. BISK, Secretary  
 "State Mutual insures Every Fifth Farm in Michigan—Ask Your Neighbors!"  
 Opens for Agents in Some Communities

## Reunion of Directors Recalls Early Days

**MRS. EDITH M. WAGAR**, Briar Hill Farm, Carleton, Mich. The banquet connected with the recent annual meeting and the reunion there of former state directors from 1919 to 1950 took me back quite vividly to former years.

As I turned the pages back some thirty or more years I recalled there were many instances of bewilderment and a battle for a way out.

**NONE** of us felt we had been dealt with fairly when World War I was over. We had been urged so strongly to produce to the limit, for "Food Will Win the War."

This we did to over-abundance and found ourselves holding the bag soon after the war. We had proved we could produce two blades where one grew before, but it was a different story when the two blades brought less return to the farmer than one. We were forced to organize to protect ourselves. No one else seemed to care.

**WHEN** the idea became known, it was quite an easy task to write membership. Everybody seemed to want to be a part of the new organization.



personal contact until the organization had had time enough to be established and functioning so well that the members would volunteer their own renewal without solicitation. What a beautiful dream!

**WE SOON** found that things just don't happen that way. Even among farmers in desperation. We met some 90,000 different ideas as to what should be done and how to do it, and which should be first. It was a wild experience.

**DURING** the World War I period, farmers were paid around 75c a pound for wool. Soon after the firing ceased the wool buying program suddenly stopped. So the growers clamored for their Farm Bureau organization to form a pool and dispose of wool collectively.

The first time I visited Farm Bureau headquarters, I was amazed to find the 221 N. Cedar Street building at Lansing crammed from cellar to garret with wool to be sold and no buyer in sight.

**FARMERS** wanted their money and most of them expected the war price. It was a wild and woolly time I assure you, and it continued for a long time. Indeed, some of us still hear echoes of that first wool pool.

Out of the first wool pool experience we began an educational program on proper grading of wool and marketing it by grade. That proved to be successful. The Michigan Co-operative Wool Marketing Ass'n operates that way today.

**THE SEED** department came into existence in the early days of the Farm Bureau. Farmers in every section of the state had suffered tremendous losses through winter killing of meadows. It became known that much of the seed on the public markets was of inferior quality, imported from other countries or other sections of our country. Much of it was not adapted to Michigan and would not stand a Michigan winter.

**FARM BUREAU** aimed to correct this fraudulent situation. It took time and money to establish a service that could guarantee adapted alfalfa and clover seeds. It also took time to educate our farmers to the fact that their organization was alert to their needs, even if the initial cost of seed was more than they had been in the habit of paying.

It took the Farm Bureau to do a job that the seed trade should have done. Later the Farm Bureaus of our northern states secured

**FIGHT FIRE LOSSES with Broad Protection**  
 For Example  
 BUILDING MATERIALS—Any materials, such as lumber, roofing, or paint that you have stored, are covered automatically for \$100 by the "barn personal blanket" item. Fremont Mutual's broad coverage gives you COMPLETE protection!  
 Free! Send for this folder.  
 Openings for Agents in Some Localities  
**FREMONT MUTUAL FIRE INSURANCE COMPANY**  
 HOME OFFICE • FREMONT, MICHIGAN  
 Integrity that is Unquestioned

## Hand-operated mechanical fruit dumper developed for growers and packers

Profits of fruit growers and packers have always suffered from "bruising." Ordinarily, fruit is injured while being dumped from field crates onto receiving belts. The Agricultural Experiment Station at Michigan State College, along with the United States Department of Agriculture, has developed a mechanical device which helps workers dump fruit carefully and easily, reducing both damage and labor. Rigid tests show that this mechanical dumper helps control the flow of fruit, has a capacity of several hundred bushels per hour, and is thoroughly dependable. Growers and packers of apples, peaches, pears and onions may call, write or visit their County Agricultural Agent for further information.

**New life for telephone equipment**  
 The young lady is not administering a blood transfusion—she is using a newly developed device for replacing carbon granules in telephone transmitters. This is just one of hundreds of ways the Bell Telephone System gives new life to equipment that has been in use. Telephone instruments, switching equipment, even telephone booths—they are all checked constantly, repaired or salvaged. Economy measures of this sort mean efficient telephone service at low cost.

**MICHIGAN BELL TELEPHONE COMPANY**

# Farmers Not Government People to Shape Farm Policy

**Corn Belt**  
Successful commercial farming in the cornbelt usually takes at least a 160-acre farm and about \$40,000 investment for every full-time worker.



**REPAIR FARM BUILDINGS**  
for greater production

**How to do it with CONCRETE**  
and save time and labor

To increase farm productivity it is essential that buildings used to house livestock and store crops be in good repair.

Concrete foundations under barns, hog houses or poultry houses will restore these buildings to usefulness and provide protection against rot, termites and waste and damage caused by rats.

Free booklet, "Restoring Old Farm Buildings With Concrete" tells how to make needed repairs.

If you need help, get in touch with your concrete contractor or building material dealer.

**PORTLAND CEMENT ASSOCIATION**  
Olds Tower Bldg., Lansing 8, Mich.  
Send me free booklet, "Restoring Old Farm Buildings With Concrete."

Name.....  
Street or R. R. No.....  
City.....State.....

## Report of Mich. Farm Bureau Ann'l Meeting

Farm spokesmen served notice at the 32nd annual meeting of the Michigan Farm Bureau at Michigan State College that farmers and not government agencies are going to shape farm policy.

Farm Bureau President Carl Buskirk in his president's address referred to the U. S. Department of Agriculture and its recent nation-wide Family Farm Policy Review when he said:

"We must not allow groups in government to form farm policy. It's our job as farmers to tell Congress what the farm program should be. It is government's job to carry out that program as written by Congress."

"I am of the opinion that we can depend upon the well informed farmer to rise to the emergency and help put a stop to domination by government agencies."

Mr. Buskirk spoke to 700 farmer representatives of 48,768 members of the Michigan Farm Bureau.

Matt Triggs of the American Farm Bureau at Washington condemned what he said was an increasing tendency for government agencies to launch programs to sell their policies to the people.

Mr. Triggs said the office of price stabilization sought to establish committees in every community to promote price control. The Family Farm Policy Review was described as "an approach to policy making" planned and controlled from Washington.

"The thousands of part-time representatives paid a per diem by the federal government are a most potent force in strengthening bureaucratic powers," said C. L. Brody, executive secretary of the Farm Bureau in his annual report.

"These people," said Mr. Brody, "are commonly regarded as local rural residents. Yet the recognition and remuneration received direct from Uncle Sam neutralizes their attitude and influence as independent citizens. The result is that they are more effective tools of big government than even 100% salaried government employees who do not have day to day local contacts."

"If we are in earnest about stopping inflation and the trend toward socialism, it will be well to examine other federal farm policies."

"Checks from the Treasury for soil building practices the farmer would do anyway are draining away millions of tax dollars. Also, it enlists lime, fertilizer and seed companies in perpetuating paternalistic influences. It soft-pedals criticism of government agencies."

**MR. TRIGGS** said that the biggest single step the American people could take toward government control would be to allow government to take over the free market system whereby prices and wages are established.

The Farm Bureau's opposition to price controls, said Mr. Triggs, is based on belief in the free enterprise system, and the conviction that price control is not an effective remedy for inflation.

**AT THE ELECTION** these membership districts re-nominated their state directors and they were re-elected: District 1—Russell Hazel of Richland; 5—Marten Garn of Charlotte; 7—E. Harry Norris of Casnovia.

District 5 caucus nominated Edward Fritch of Howell. He was elected by the convention. Mr. Fritch succeeds Clyde Breining of Ypsilanti, who served several terms on the board.

District 9 caucus nominated Myles Hodgson of Cadillac. He was elected and succeeds his brother Sidney Hodgson of Cadillac. Sydney Hodgson served one term.

**WALTER WIGHTMAN** of Fennville, director at large, was re-elected in a contest with Leo Berg of Charlevoix county and Claude Zimmerman of Genesee county.

Mrs. Harry M. Whittaker of Metamora was re-elected to represent Women of the Farm Bureau. The two year terms of others of the state board of 15 directors will expire at the annual meeting in November, 1952.

The board re-elected President Carl E. Buskirk of Paw Paw. Walter Wightman of Fennville was elected vice-president. He succeeds Albert Shellenbarger of Lake Odessa, who continues as a director. The board re-engaged C. L. Brody of Lansing as executive secretary and treasurer. J. F. Yaeger of East Lansing is assistant executive secretary.

**THE RESOLUTIONS** committee, headed by Walter Wightman of Fennville recommended some eighty proposed resolutions to the convention. Action recommended by some of the resolutions:

"A thorough, non-partisan re-appraisal of the defense mobilization program.

"A competent, non-partisan analysis of our economy by a body established by Congress. It should determine the financial burden this nation can expect to carry without destroying incentive and wrecking our free choice economy.

"Eliminate price controls and stop waste of taxpayers' money.

"Federal executive departments spend millions for technical aid in preparing and defending their budgets. To promote economy Congressional committees should be staffed with adequate technical and advisory services.

"Immediate approval by Congress for construction of the Great Lakes-St. Lawrence Seaway and power project.

"Each local draft board and appeal board should have at least one member with direct and personal experience with farm manpower needs.

"Mail delivery should not be denied to any family living on a passable highway.

"The Farm Bureau opposes all political action programs and projects of the U. S. Department of Agriculture designed to originate agricultural policies and partisan political support.

"We are opposed to federal checks direct to farmers for soil building practices that farmers should or would do anyway.

"We are opposed to giving aid to countries that trade with our enemies or their allies."

"We favor the new highway laws that will make it possible for Michigan's highway system to be brought up to date. . . We oppose any property tax for highway funds by townships."

"For legislative reapportionment, we believe that senatorial districts should represent area and remain largely as they are. Representative districts should be based largely on the number of citizens. We urge retention of the moiety clause."

"We ask the Michigan Farm Bureau to call upon the National War Resources Board to make more sulphur available for the manufacture of superphosphate for mixed fertilizers."

### Rat Control is 4-Point Program

Rat and mouse control still remains a four point program says Michigan State College. First, kill the rats and mice, secondly, take away trash in buildings and yards in which rats and mice live and breed. Next step is to make foundations, feed rooms, and bins rat and mouse proof. The fourth and most important step is the maintenance of neat, clean buildings and yards to discourage this vermin.

Buy Farm Bureau seeds.

**Milking**  
Use two sets of rubber insert teat cups for your milking machine. Change them every week or two. They will last longer and you will produce cleaner milk.

## You ARE Interested In Rates & Coverages FOR AUTOMOBILE INSURANCE

Before you renew your present automobile insurance, see your Farm Bureau Mutual insurance agent and learn what we have to offer you.

### You Can Save Money!

Agents in Every County

## FARM BUREAU MUTUAL

Insurance Company of Michigan

507 South Grand Ave. Phone 44549 Lansing, Michigan

**A FARM BUREAU INSURANCE SERVICE**

## See It Through In '52...

"...S. 1149, which is based in a large measure on the recommendations of the Hoover Commission, represents a serious and constructive effort to solve the problem of co-ordinating and decentralizing the administration of agricultural programs..."

Allan B. Kline  
October 25, 1951

## A Challenge To Rural America

You, like millions of our conscientious citizens in rural America, have always wielded great power in behalf of good citizenship. Here is a new challenge.

The bipartisan Commission on Organization of the Executive Branch of the Government, known as the "Hoover Commission," presented its 19 Reports to Congress in 1949. It gave the Nation a complete blueprint for more efficient, more economical government. So far, 55% of the Commission's 300 specific recommendations have been enacted. These have affected every major Federal agency—EXCEPT THE USDA.

The USDA reorganization is laid out in S. 1149, introduced by Senators Aiken, Benton, Dirksen, Douglas, Duff, Ferguson, Ives, Lodge, McCarthy, O'Connor, Saltonstall, Smith (N.J.), and Taft. This bill would cut waste and improve service in Federal agricultural programs.

We urge you to support this movement for "better government at a better price." It is your money that is being wasted—today.

### The Major Problems In Agricultural Reorganization

- 1. Decentralization.** Both in terms of men and money the USDA must be decentralized. Agricultural problems must be brought back to the farmer. S.1149 is aimed towards this end.
- 2. Elimination of Duplication.** The number of units reporting to the Secretary must be reduced. Were this accomplished, a single Missouri farmer would not receive contradictory advice on fertilizer from 5 USDA agencies. S. 1149 can stop this.
- 3. Vocational Agriculture and County Committees.** Sections in S. 1149 call for transfer of vocational agriculture to USDA and the establishment of single agricultural committee in each county and state. You should study these sections to make sure that desired ends will be accomplished.
- 4. Transfer the public lands from the Interior Department to USDA.** These departments compete with each other, with our money. In some areas, ownership is checkerboarded into sections. One department administers the even numbers; the other, the odd. Elsewhere, ranchers travel hundreds of miles to execute 2 different grazing agreements with these 2 agencies. One even charges much more than the other does. This split ownership involves 20% of the land in the United States. **5. Save \$40 to \$50 Millions.** Sound management of USDA means you, as a taxpayer, can be saved this enormous sum each year. Not a single service would be taken away by S. 1149. All it does is give better government at a better price. Study this bill. It is your money that is being wasted.

### WHAT YOU CAN DO

1. Work with your local, state, and national Farm Bureau officials, to get a real reorganization of the USDA.
2. Write or visit your Congressmen and Senators. Tell them how you want the USDA overhauled.
3. Write the President at the White House and tell him where you stand.

For Further Information Write:

**AGRICULTURAL COMMITTEE**  
Citizens Committee for Reorganization of the Executive Branch of the Government  
1731 Eye Street, N.W., Washington, D. C.  
John Stuart, Chairman Charles Dana Bennett, Special Consultant

## Here's a FREE Gift The Whole Family Will Enjoy The Year 'Round!

Get This 4 Quart Electric ICE CREAM FREEZER

**FREE**

With Purchase of Any Unico FARM FREEZER

A perfect combination—make your own ice cream and store it in a Unico freezer. For a limited time only, you can get a Handyfreeze (4-quart capacity) Ice Cream Freezer free with the purchase of any size Unico Farm Freezer.

**You've Never Tasted Such Delicious Food...**

Independent tests show that frozen foods have 50% more flavor than canned foods! And they retain 50% more food value! But with a Unico Farm Freezer you get more than good eating. You get a time-saving, work-saving, money-saving appliance that makes living richer, better, more fun.

UNICO FARM FREEZERS come in a complete selection of models and sizes. There's sure to be one to suit your own particular needs. Each one is quality built for dependable service. They are the best engineered farm freezer that money can buy.

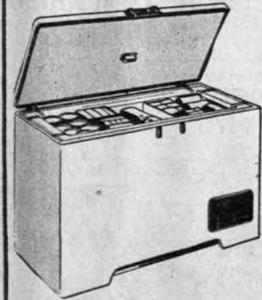
SEE THE COMPLETE UNICO LINE OF FARM FREEZERS!

**For Information and Prices See Your Co-op Dealer**  
FARM BUREAU SERVICES, INC.

Farm Equipment Department 221 N. Cedar St. Lansing 4, Michigan



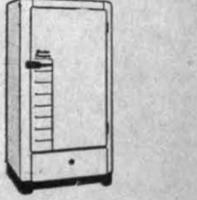
Unico 20-cu.-ft. twin-lid freezer holds up to 700 pounds of frozen foods. Has fast-freezing section—removable baskets—and many other outstanding features.



Popular 15-cu.-ft. chest-type—holds 600 lbs. of frozen-foods. Takes small floor space—outstanding features throughout.



This Handyfreeze ice cream freezer has a retail value of \$24.75. Strong wooden bucket—makes from 1 pint to 4 quarts in 15 minutes. 115 Watts—115 Volts, 60 cycle—AC only—UL approved.



Two other upright sizes—15 cu. ft. and 22 cu. ft. fill out the upright line. 15 cu. ft. holds 600 lbs. and the 22 cu. ft. holds 800 lbs. of frozen foods.

# Summary Of The 22nd Annual Report Of Farm Bureau

## Services Set New Records in 1951

**J. F. YAEGER**  
 Manager's Report to Farm Bureau Services, Inc. at Annual Meeting at Michigan State College, November 28, 1951.

Farm Bureau Services business for the fiscal year September 1, 1950, to August 31, 1951, set a number of records. Total dollar volume of \$18,944,000 for the year is the highest on record and compares with \$17,307,000 for a year ago, an increase of nearly 10%.

Wholesale feed volume exceeded \$3,500,000; fertilizer, over \$3,290,000; steel and farm equipment, \$2,450,000; seed, \$1,100,000. The 12 retail branches had a dollar volume of nearly \$7,000,000.

The machinery wholesale and branch volume together totaled \$2,198,000. Total volume of the three farm equipment branches amounted to \$863,800 as compared to last year's volume for one branch of \$207,400.

Total net savings effected for farmers are the highest for any fiscal year in the history of the organization, approximately \$570,000.

**DOLLAR VOLUME** and savings, however, is not the only basis on which the job that Farm Bureau Services is doing is to be judged. The competition it affords other serving farmers in similar fields, keeping in mind that the Services is farmer-owned, is equally if not more important.

Being farmer-owned, the Services sets standards of service in quality products at reasonable prices which forces all others with whom it competes to maintain the same high standards or lose farmer business.

In other words, Services furnishes farmers with higher analysis fertilizer, guaranteed seeds, open-formula feeds, and farm-tested, co-op machinery, all at competitive prices and in these regards sets the pace.

These are but a few instances where Farm Bureau Services functions as a competitive yardstick. Details of these various operations will be discussed in the reports by the various division heads.

which could also serve as a training point for personnel, is already being planned in the Lansing area and it is hoped that this may be built in the spring of 1952. This plant should serve as a source of properly trained personnel and future managers for not only Farm Bureau Services stores but for other cooperatively-owned elevators throughout the state.

In order that an increased service might be afforded and an assured supply of crude petroleum secured from which refined products could be made, Farmers Petroleum Cooperative was separated from Farm Bureau Services as a department and incorporated separately. That organization has grown rapidly in the last two years.

**THERE ARE** other developments which we can foresee as necessities within the next several years. Present office space is overcrowded and inefficient, and sooner or later it will be necessary to construct a new office building which can adequately and efficiently house the present personnel of not only Farm Bureau Services but for the Michigan Farm Bureau and its associated companies such as the petroleum cooperative and the various insurance companies.

As we see the future, these are not just dreams which would be nice but are actual necessary expansions and improvements that must come if Services is to keep pace with future developments and expansions.

**IN ALL** of this, however, is the very practical business of financing. The investment of farmers in their business organizations has not kept pace with the times. With the dollar now worth approximately 50¢ in purchasing power as compared to 10 years ago, it takes twice as many dollars to do business as it did then. Everybody knows, of course, that building costs have increased tremendously. Inventories, accounts receivable, expanded facilities, personnel, etc.—all take more money than ever before.

**FARMERS** must face this problem of more adequate financing and expanded cooperative services if they desire such expansion. It must be remembered that farmers own these businesses and as such, have the responsibilities of financing them as they do with their own farm.

During the past year Michigan farmers have invested approximately \$750,000 in various Farm Bureau programs. Approximately \$250,000 of this was in Farm Bureau Services alone. Certainly this indicates a faith in the future of the organization.

**AS THESE** new projects are planned and developed, farmers, who are both the patrons and owners of this co-operative business, will indicate their desire for expansion and make available more funds. Or decline to do so and there will be no expansion.

As projects are developed, we will bring them to you for your consideration and approval or disapproval. But, it must be kept in mind that there can be no expansion except as finances are available. Only part of the money can come from earnings and borrowings. Most of the investment capital must come from farmers themselves.

**Scrap**  
 Iron and steel scrap is needed once again to keep the nation's steel mills rolling at full capacity. A clean-up program around the farm will help rid the farm of unsightly and needless materials, provide some extra income and help keep the mills turning out steel for new farm equipment.

Chickens don't stand high temperatures very well. Make sure your chicken house is well ventilated, Michigan State College poultrymen warn.

operatives in Indiana, Illinois, and Wisconsin. Manufactures Farm Bureau Brand Open Formula Feeds and returns savings on the basis of patronage. Last year we procured from this source more than \$2,250,000 worth of feed.

**FARM BUREAU FERTILIZER PLANT** at Saginaw. Owned and operated by Farm Bureau Services and financed largely by the sale of Services debentures. Manufactures superphosphate and mixed fertilizers.

**CENTRAL FARMERS' FERTILIZER Co.**, Chicago, Illinois. Owned and controlled by 9 midwest co-operatives. Procures high analysis raw materials such as ammonium nitrate and triple super-phosphate. Also owns deposits of phosphate rock in Utah which must be developed to meet the demand for fertilizer carrying a high percentage of phosphate.

**CO-OPERATIVE PLANT FOODS, INC.**, Hartsdale, Indiana. We are part owner. Manufactures and supplies us with a limited tonnage of mixed fertilizer and superphosphate for distribution in southern Michigan. Our purchases amounted to about \$161,000.

**SELECT SEEDS, INC.**, Fort Wayne, Indiana. We are part owner. It supplements our seed department operations with a procurement and processing service, particularly on seed of western, adapted origin. Last year we bought about \$150,000 worth of seed from select seeds.

**UNITED COOPERATIVES, Alliance, Ohio.** We are part owner. It has 27 members stretching from coast to coast and one member in Puerto Rico. Manufactures Unico Brand paint, barn equipment, lawn mowers,



J. F. YAEGER

## Feed Volume Made New Record in 1951

**R. H. ADDY**  
 1950-1951 has been the finest year the Farm Bureau Feed Department has ever had. It climaxes four years of substantial tonnage gains.

**WHAT** is responsible for such a sustained progress? Here are the reasons, not necessarily in the order of importance:

- 1—The outstanding results on hens, broilers, hogs and cows that Farm Bureau feeds are obtaining.
- 2—The good sales work our dealers and their men are doing in their communities.
- 3—Farm Bureau members are consistently showing greater support of our feed program.
- 4—The excellent sales work being done by our field force and Order Department.
- 5—The Feed Department has given help in training resale men, trouble shooting and farmers' meetings for the last 2½ years through an associate qualified for such activities.
- 6—The sales promotion work

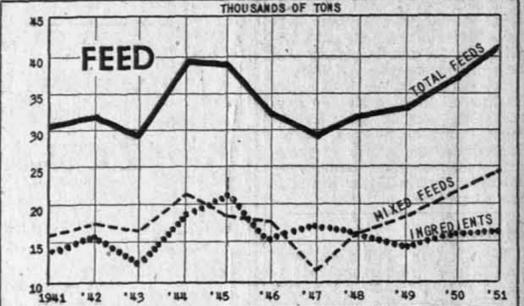
put on by the Sales Promotion Department, working closely with our Publicity Department.

7—The Feed Contest with its monthly reports. These tend to make, alive the daily and monthly sales, and puts competition into sales work.

8—The series of fall feed meetings held every year with our dealers and their feed men.

43% OF ALL our sales of manufactured feeds from our Hammond mill was MVP Poultry Concentrate, 24% plus was Milk-maker or other dairy concentrates, 16% plus was Pork-makers, 5% was Broiler-maker, 5% was Poultry Supplement and less than 6% was low protein ready to feed rations.

Board members and managers of local co-operatives by working together can help in developing a feed program that will be of value to farmers both financially and from the standpoint of "Pride of Ownership."



For the last three years, nearly 94% of Farm Bureau Services' total mill tonnage has been in the form of high concentrates. Each additional ton of concentrate has provided five more tons of Farm Bureau feeds at the farm level than is shown on the graph.

## Procurement Division Operations for 1950-51

**B. A. RAINEY, Manager**  
 In the early years of Farm Bureau Services, Inc. it was nearly 100% dependent on what might be termed "old line companies" for farm supplies. The procurement of Farm Bureau Brand Seeds was an exception. We have had our own seed cleaning and processing plant since the beginning. On most other commodities we had contracts with the suppliers to furnish certain kinds and qualities of supplies.

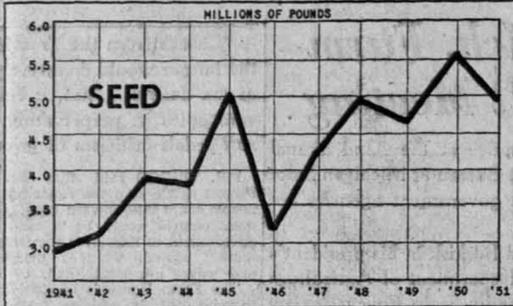
**IN THE CASE** of feed and fertilizer, as early as 1923 we began to work with state-wide co-operatives in neighboring states, pooling our volume with their's in order to gain the advantages of quantity purchasing. Our objectives from the start were to:

1. Obtain supplies of high quality,
2. Render a better service than could be obtained elsewhere,
3. To effect a saving for the patron.

**TO ACCOMPLISH** these objectives it was necessary (1) to have a voice in the production or manufacturing in order to obtain the desired quality, (2) to purchase in large quantities, (3) or else to own the manufacturing facilities in order to give better service and effect a greater saving for the patron.

We have gradually reached further toward the primary source of supplies by grouping our purchases with other state-wide cooperatives or by obtaining and operating manufacturing plants. Let us list a few examples of which we are part owners:

**FARM BUREAU MILLING COMPANY**, Hammond, Indiana. Owned and operated by Farm Bureau Services and similar co-



The above graph indicates a general trend of Michigan farmers planting more processed and certified seeds. The fluctuations in the year to year volume reflects changes based upon local production as affected by weather and economic conditions.

## Seed Department Looks At the New Crop Year

**R. W. BENNETT**  
 We added new equipment this year: a new D29 clipper mill, a new extra 250-bushel bulking tank, set of automatic scales, and sewing machine. This equipment has been added so we can serve you better. We will pack most of our seed for 1951-52 in sewn bags with a new Farm Bureau Service seal.

September, 1951 started off with a bang! Big business in seed wheat. We had record sales of one of the largest crops of Michigan vetch.

**CLOVER**—Last year was a big clover year. The government has a large part of the carry-over. Crop prospects over the United States producing sections look good for another heavy crop.

**ALFALFA**—Adapted alfalfa seed will be on the short side due to excessive rains and early frost. There is a good crop of Ladino, and it should be a little cheaper for 1951-52. Brome will be high-

er than last year. Reeds Canary Grass will be cheaper. Alsike is firm, and on the way up. Timothy will be a little cheaper. All types of Fescue will be higher. Bluegrass and Redtop will be cheaper we hope. It is too early to comment on Sudan Grass.

F. R. Schantz, former manager of Caro Farmers elevator, is now assistant in the Seed Dept. He has wide experience with field seeds.

**GARDEN SEED** Dept under the supervision of Lee Musselman is increasing business each year with FFA boys. He is building a new sealing machine which will speed up the packaging operation.

We have a new machine for packaging lawn grass seed in 1, 2 and 5 lbs. packages which have been in great demand for the last two years.

Our whole aim is to protect our Michigan farmer with seeds we know are adapted, with good service, and at the right price.

## Steel, Paint and Roofing Feel Defense Pressure

**WARREN E. DOBSON**  
 A year ago conditions in steel were chaotic. Today they seem more so. The past year shipments have been delayed, cancelled or re-routed because of directives from Washington.

We have no assurance of a return soon to anything like a buyers market. However, production of steel is expanding. Once restrictions are removed there should be steel for all needs.

**PAINT**—Our paint program was curtailed last year (see graph) by a shortage of the paint ingredient titanium, chargeable to defense needs. Containers were scarce, too.

Our paint program is gaining again. Up 10,000 gallons over 1950 and still going up. Our goal for 1952 is a substantial increase.

**ASPHALT ROOFING**—For summer and fall of 1950 we had to wait 8 to 10 weeks for shipments of asphalt roofing. For 1951 we stocked our warehouses early. Our business was up 152% on 1950. We expect a rather normal season for 1952, with the supply outlook good at present.

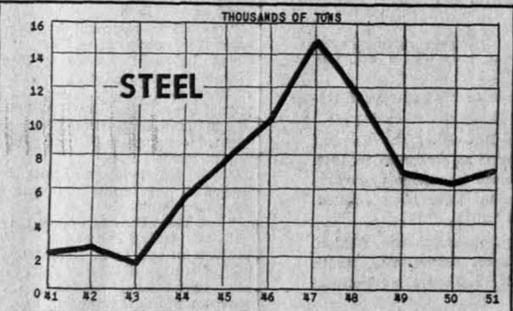
water heaters, in their factory at Albert Lea, Minnesota. Our purchases amounted to more than \$63,000.

**WHERE** do we go from here? Well, manufacturing plants are a big factor in meeting all three parts of the objectives listed above. They enable us to produce supplies of high quality—to render a better service—and to effect a saving for the patron.

However, to effect the greater saving it is necessary to operate the factories in an efficient manner, which means keeping, as nearly as possible, a uniform flow of material going through the plant. You patrons have done very well in this respect on feed and fertilizer.

Increased broiler production has helped to level out the demand for feed and enable us to operate the Hammond mill at, or near, its capacity throughout the year.

(Continued on Page Two)



The dip in the tonnage volume of steel items for farm use such as fence, posts, roofing, etc. during the past three years is largely the result of government allocations brought about by the defense mobilization program. Further cuts in allocations are scheduled for this coming year.

## BALANCE SHEET COMPARISON—AT FIVE YEAR PERIODS

ASSETS	1931	1936	1941	1946	1951
Cash.....	\$ 30,043	\$ 77,595	\$ 69,032	\$ 181,979	\$ 203,150
Receivables.....	121,916	273,965	359,464	586,370	1,133,804
Inventories.....	294,578	141,922	427,671	1,166,282	2,300,522
<b>CURRENT ASSETS.....</b>	<b>\$ 446,537</b>	<b>\$ 493,482</b>	<b>\$ 856,167</b>	<b>\$1,934,631</b>	<b>\$3,637,476</b>
Investments.....	9,768	22,544	95,974	304,070	807,761
Facilities—Net.....	46,759	93,279	171,461	581,529	2,127,350
Other Assets.....	5,922	2,905	12,131	26,056	41,391
<b>TOTAL ASSETS.....</b>	<b>\$ 508,986</b>	<b>\$ 612,210</b>	<b>\$1,135,733</b>	<b>\$2,846,286</b>	<b>\$6,613,978</b>
<b>LIABILITIES</b>					
Current Payable.....	\$ 334,934	\$ 329,504	\$ 622,688	\$ 962,614	\$1,224,418
Long Term Loans.....		20,840	43,280	3,750	710,065
Debentures, Stock and Patrons Equities					
Debentures Outstanding.....				\$ 234,640	\$2,146,830
Capital Stock.....	\$ 156,108	\$ 71,979	\$ 252,624	1,106,301	1,606,552
Reserve Fund.....	17,944	189,887	141,081	32,820	44,082
Allocated Margins.....			76,060	506,161	882,031
<b>Total Debentures, Stock, and Patrons Equities.....</b>	<b>\$ 174,052</b>	<b>\$ 261,866</b>	<b>\$ 469,765</b>	<b>\$1,879,922</b>	<b>\$4,679,495</b>
<b>TOTAL LIABILITIES.....</b>	<b>\$ 508,986</b>	<b>\$ 612,210</b>	<b>\$1,135,733</b>	<b>\$2,846,286</b>	<b>\$6,613,978</b>

## COMPARE VOLUME, EXPENSE AND NET MARGINS

	1931		1936		1941		1946		1951	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Volume—Supplies Handled and Produce Marketed.....	\$2,361,032	100.00	\$2,755,293	100.00	\$4,180,452	100.00	\$9,903,403	100.00	\$15,593,329	100.00
Gross Margin and Other Revenues.....	261,871	11.09	357,312	12.97	502,402	12.02	1,291,314	13.04	2,233,613	14.32
Expenses and Other Charges.....	231,256	9.79	285,555	10.40	413,981	9.90	914,236	9.23	1,663,515	10.67
<b>NET MARGIN.....</b>	<b>\$ 30,615</b>	<b>1.30</b>	<b>\$ 70,767</b>	<b>2.57</b>	<b>\$ 88,421</b>	<b>2.12</b>	<b>\$ 377,078</b>	<b>3.81</b>	<b>\$ 570,097</b>	<b>3.65</b>

## Fertilizer Sales and Insecticides Department

**WAYNE A. LECUREUX**  
 Farm Bureau Services shipped 37,000 tons of mixed fertilizers this year. That was 8,000 tons over last year, the previous record.

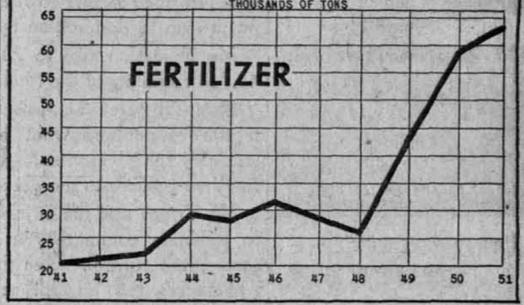
**ABOUT 91%** of it came from our Saginaw plant. The remainder from our ownership share in the Hartsdale, Indiana plant, and from the Ohio Farm Bureau Co-op plant at Maumee, Ohio.

For several years now we have provided 12% of the mixed fertilizer tonnage used in Michigan, and 14% of the total plant food units.

**WE ARE** producing at Saginaw 20% more fertilizer than the plant was designed for. Michigan farmers indicate they will want more fertilizer in future years. This means your organization must continue to plan for, and members must be prepared to finance more plant facilities.

More mixing plants are needed as well as more of assured sources of raw materials. The time is near when members will be asked to subscribe to finances to develop sources of raw materials.

**INSECTICIDES**—More farmers and co-ops should avail themselves of the high quality dusts produced by the Farm Bureau Services dust plant to Grand Rapids. Farm Bureau Brand Dusts are high quality dusts that are the best values for the price.



This graph illustrates the accomplishments made by Michigan farmers when they provided their own fertilizer manufacturing facilities in 1948. It might be noted that the record tonnage of 63,882 for 1951 is the limit of present facilities.

## Steel, Paint and Roofing Feel Defense Pressure

**WARREN E. DOBSON**  
 A year ago conditions in steel were chaotic. Today they seem more so. The past year shipments have been delayed, cancelled or re-routed because of directives from Washington.

We have no assurance of a return soon to anything like a buyers market. However, production of steel is expanding. Once restrictions are removed there should be steel for all needs.

**PAINT**—Our paint program was curtailed last year (see graph) by a shortage of the paint ingredient titanium, chargeable to defense needs. Containers were scarce, too.

Our paint program is gaining again. Up 10,000 gallons over 1950 and still going up. Our goal for 1952 is a substantial increase.

**ASPHALT ROOFING**—For summer and fall of 1950 we had to wait 8 to 10 weeks for shipments of asphalt roofing. For 1951 we stocked our warehouses early. Our business was up 152% on 1950. We expect a rather normal season for 1952, with the supply outlook good at present.



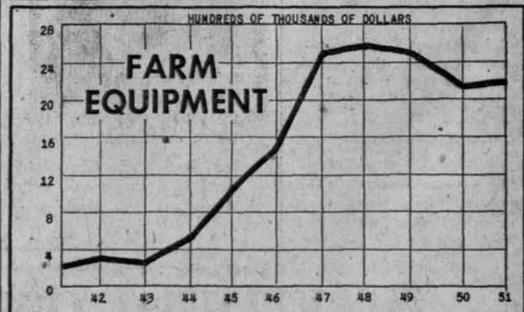
During the years of 1946 and 1947 when the demand for paint was great, Michigan farmers were fortunate in having an interest in their own paint manufacturing facilities. The record breaking volume of this period is indicated on the graph. The low year of '49 represents a normal recession in demand following a heavy painting period.

## Co-op Farm Equipment Is Well Established

**ARCHIE E. MOORE**  
 Objectives in the Farm Equipment Dept are to serve the farmers by eliminating as much distribution expense as possible, and to deliver equipment to the farm properly set up, ready to operate, with a minimum of service. If service is required, it should be prompt and efficient.

As one of 12 members of National Farm Machinery Co-operatives, Inc. of Bellevue, Ohio, we are keenly aware of our responsibility to distribute our share of Co-op equipment manufactured for us. We must make this farmer-owned factory a success by injecting keen competition into the industry—at the manufacturers' level, where it is so badly needed. The outstanding performance of the E-3 and E-4 Co-op tractors, better engineering, quality control and production at both the Bellevue and Bradford factories are all important. The development of the new E-2 Co-op tractor, a forage harvester, a deep tillage cultivator, etc., give us a very complete line of improved Co-op farm equipment.

**SUCCESS** of our new Farm Equipment Branches in giving proper service to the farmers in the immediate area and to dealers in each section of the State where they are located has proven that when proper storage facilities are provided at these branches, distribution cost can be greatly reduced by direct shipments from the factories.



Michigan farmers entered the farm equipment manufacturing business in 1943. Although the above graph shows a sharp rise in dollar volume of patrons purchases, the present manufacturing facilities are capable of producing twice the current volume. If this increased volume were produced, a very substantial savings would be possible for Farm Bureau machinery patrons.

# Services, Inc. For The Year Ending August 31, 1951

## President Sees A Great Future

ALBERT SHELLENBARGER

President's Address to Farm Bureau Services, Inc. at Annual Meeting at Michigan State College, November 28, 1951.

You as members and stockholders have made it a pleasure for us to report on our Farm Bureau Services, Inc., for the past year, and on proposals for the future.

We are here today to review our business operations and to consider the financial report, and our program for 1952. We've had another successful year. We have a great future before us.

During the past year farm co-operatives throughout the nation have been under the usual attack from the National Tax Equality Association and others who would like to get rid of farm co-operatives as competition. Their spokesman in the United States Senate is a member of the Senate Finance Committee.

In August members of farm co-operatives were shocked to learn that the Senate Finance Committee had recommended for the new revenue bill a set of tax recommendations that contained most destructive regulations and restrictions for farm co-operatives.

AT ONCE the Senate Finance Committee and all Senators began hearing from farmers and farm co-operatives. Thousands of them sent letters and telegrams of protest. State delegations, co-operative leaders went to Washington.



ALBERT SHELLENBARGER

Farm Bureau Services joined with the Michigan Association of Farmer Co-operatives in sending a delegation to ask help from Senators Homer Ferguson and Blair Moody. In the group were Waldo Phillips, Carl E. Buskirk, James R. Bliss, Bruce Clothier, Jerry Bryant, Robert Koehnigshof, E. J. Patchett and Fred Vandermeulen.

SEPTEMBER 10 the Senate Finance Committee announced that it had reconsidered its recommendations and would recommend instead a revision of the law acceptable to farm co-operatives. This provides that co-operatives shall be subject to federal income tax only on earnings not allocated to patrons.

The right for farm co-operatives to continue will take some of your time and support. We need key men to speak for all of us who are interested in the future of our co-operatives.

TOO MANY of us forget that most farm co-operatives were organized many years ago. Very few people realize why and how there came to be such an organization.

The consumer needs, to be reminded right along that the farm co-operative helps him to get food and clothing of better quality at a fair price.

We must also tell the young farmer today the story about farm co-operatives. We find that many of them are not informed and feel that Co-op is just another place to do business.

WE FIND today that some of the people in the U. S. Department of Agriculture are assuming to speak for the farmer. Possibly because they think they know best what he should have.

I attended a meeting held in my county for the USDA Family Farm Policy Review. This meeting was called by employees in the U. S. Department of Agriculture.

A statement was made by one of the USDA employees that with 150 people present and only 3 or 4 voicing objections to the program, they knew that farmers favored setting up a program for them. Those present were not asked to vote!

TO ME this is planning coming from the wrong direction if we expect to continue with our system of free enterprise.

England was once the wealthiest nation in the world. Today she is one of the poorest. This was brought on because people were led to believe that those in government could produce a much better prosperity if everything was controlled by government.

Today the people in England are trying to get back their freedom, but can get only a small portion of it. There are too many on the government payroll to cast

their vote. Let this be a lesson to us and not a program to follow.

WE MUST look to government for appropriations to make farming a success. It has been proved again and again that in countries where people have had security from the government they have lost their freedom.

All we ask is protection from government for our system enterprise.

TODAY in Farm Bureau Services we are planning a program for the future. Not for just one year, or five years, but a program that should continue for many years.

We must consider first the need for expanding our service facilities in many places. Second, the feasibility of such a program of expansion, and third, how we are going to finance it. The need for a program of expansion is brought to us by the growth of our Farm Bureau Services operations in late years. The growth of the business itself is assurance that additional service facilities will be a sound investment.

THE PROBLEM is how to finance the improvements needed in our organization. A careful study has been made of our financial program. Later in the meeting you as stockholders and members will hear some proposals. You will be asked to take part in the discussion on what we should do.

We have been borrowing heavily to conduct our business. It is time that we ask ourselves and our farmer patrons to take further steps to improve the financial structure of our organization.

## Your Ability Is Important

C. L. Brody, executive secretary of Farm Bureau Services, said in a talk to the stockholders Nov. 28:

"One of the most deteriorating attitudes in the morale of our people is the feeling that 'I as an individual cannot do anything to make matters better,' and that somehow 'things will come out all right.'"

"We have been born into the free environment in which we have been privileged to live, and we are too prone to take our opportunities for granted."

"We have been born into the free environment in which we have been privileged to live, and we are too prone to take our opportunities for granted."



"FREEDOM required the sacrifice and hardship of our forefathers to get it in the first place. If we would keep it we must also sacrifice and work for it. 'Eternal vigilance is the price of liberty,' according to Thomas Jefferson."

"Human existence is full of incidents in which the common people have changed the course of history."

"We too can reverse the present socialistic trends in our Government."

## Board of Directors & Officers for 1950-51



Seated, left to right—Alfred Roberts, vice president, Pigeon; Albert Shellenbarger, president, Lake Odessa; C. L. Brody, executive secretary and treasurer, Lansing; J. F. Yaeger, manager and ass't executive secretary, East Lansing. Standing, left to right—C. E. Buskirk, Paw Paw; Roman Booms, Harbor Beach; Ward Hodge, Snover; Tom Berghouse, Fal mouth; Paul Kachele, Caledonia; Marten Garn, Charlotte; Russell E. Hazel, Richland.

## Distribution Division Operations for 1950-51

MAYNARD BROWNLEE, Mgr.

The fiscal year just completed was another successful one in the constant growth of Farm Bureau Services. The dollar and unit volume of our wholesale department and retail stores has shown a healthy increase over the previous year's operations. As will be borne out by the financial report, net savings to local co-ops and farmer patrons also showed a substantial increase.

A more detailed report of the activities of each wholesale department will be found under individual reports by each department head. The following figures are a comparison of the wholesale dollar volume by departments for the last two fiscal years. All wholesale departments show a combined dollar volume increase of \$310,750.83.

### COMMODITY

Seed	1,285,665.79	\$ 1,112,945.18
Feed	3,115,083.27	3,519,967.15
Fertilizer	2,864,675.87	3,294,581.96
Steel Products	988,158.79	1,138,425.63
Farm Equipment	1,872,289.83	1,334,250.72
Insecticides	386,918.61	390,677.67
Paint	140,105.87	202,743.63
Miscellaneous	193,199.95	163,256.87
	\$10,846,097.98	\$11,156,848.81

The total volume of the sixteen management contract points for the fiscal year was \$6,007,446.78 as compared to \$5,184,363.00 last year. The combined branch store and management contract volume was \$12,980,966.47 for the year ending August 31, 1951.

TO INCREASE efficiency has been the goal in operation this year. Because of price controls on one hand and increased operating costs on the other, it has become an economic necessity to use equipment in place of man-power wherever possible. Emphasis has also been placed on improvement of service by providing additional facilities at a number of points. The following are some of the major items of improvement which have been completed during the last year:

WHOLESALE	COMPARISONS
Year Ending	Year Ending
August 31, 1950	August 31, 1951
\$ 1,285,665.79	\$ 1,112,945.18
3,115,083.27	3,519,967.15
2,864,675.87	3,294,581.96
988,158.79	1,138,425.63
1,872,289.83	1,334,250.72
386,918.61	390,677.67
140,105.87	202,743.63
193,199.95	163,256.87

AT THE CLOSE of the fiscal year Farm Bureau Services was supervising the operations of 16 local associations under management contract agreement as well as 12 branch stores. The dollar volume of business transacted by the twelve branch stores for the fiscal year was \$6,973,519.69 as compared to \$6,140,067.70 for the previous year. This is an increase of \$833,451.99 in supplies handled. Net savings from branch store operations for the year were \$142,050.49. This is approximately a 94% increase in earnings over the previous year's operation.

1—Additional storage for approximately 10,000 bushels of grain, as well as new grain cleaning and handling equipment at the Pinconning Branch.

2—New grain driers installed at the Saginaw and Yale branch stores.

3—New grain drier installation at the Caro Farmers Co-op Elevator Co.

4—Petroleum bulk plants were constructed and put into operation at the Eaton Farm Bureau Co-op, Inc., at Charlotte and the Caro Farmers Co-op Elevator Co., at Caro.

5—Construction is in progress

on a new 50x80 ft. farm equipment storage building at the Hastings Branch.

6—Installation of a new grain drier at Chesaning Farmers Co-op, Inc., at Chesaning will be completed by December 1st.

7—Additional seed cleaning and handling equipment was installed in our Lansing seed processing plant to improve service to our co-op and farmer members from this point.

LOOKING AHEAD. Even with all the improvements mentioned above, there still remains many projects to be considered in order that this organization continue to grow and further serve the patrons. It is hoped that during the next year plans can be developed to provide additional warehouse facilities in the Grand Rapids area. Preliminary discussions with co-op members in this area indicate a willingness to assist in financing this project.

We believe that the growth of Farm Bureau Services must come from the growth of the local associations. We feel that all co-ops must seriously study ways to improve their services to their patrons.

FEEDS. For example, the handling of feeds in bulk trucks from the local co-op to the farmer has been growing in popularity in some of our neighboring states. With bag prices and labor costs at a high level, this procedure can make substantial savings to the farmer.

At least one co-op in Michigan is now successfully handling feed in this manner and we believe there are other areas that should give consideration to this program. If enough local co-ops were equipped to handle feeds in this manner it is also possible that Farm Bureau Services could be equipped to distribute concentrates to the local associations in

bulk—which would result in additional savings.

WE HOPE that during the coming year at least one of our branch warehouses can be equipped to handle bulk concentrates, so that bulk feeds will be available to their farmer patrons and co-ops in the area. If this program proves satisfactory it could then be expanded to other areas.

ROOFING. It is becoming more and more apparent that if co-operatives are to supply their members with asphalt and steel roofing and paint for their farm buildings that we will also find it necessary to provide work crews to apply these materials. In most cases, today's farmer does not have to provide these services for himself and is willing and anxious to hire this work done if it is made available to him.

Some local associations are already offering this service and in most places it has been well accepted; thus resulting in substantial volume increases to these associations in these commodities.

These and many other new services will be studied by local co-op managers and their directors in the near future.

All of these new programs will present, in their development, many problems to local co-ops. As always, the staff of Farm Bureau Services stands willing and anxious to assist in any way possible. Neither Farm Bureau Services nor any local association can stand still. We must be continually changing and improving our services offered in order that we be of maximum benefit to our owners—the farmers.

### An Idea

Stirring milk with a rod during the cooling process may introduce unwanted bacteria, MSC dairy-men say. They suggest putting covers on tightly and rocking the can occasionally.

## Fertilizer Manufacturing Dep't Has Great Year

FRED J. HARGER

The past year has been very successful, both financially and for services rendered patrons. The year ending August 31 we mixed and shipped 55,000 tons of fertilizers.

This is about 10,000 tons over the estimated capacity of the plant at the time of building. When you consider that this great tonnage of fertilizer contained on an average, 35 units of plant food per ton, while the average units carried by all of the fertilizer distributed in the state was only 23 units per ton, we see the great value our plant is to us.

I want to call your attention to the fact that it will be almost impossible to duplicate this performance the coming year for these reasons.

1. A year ago now we had our plant quite well filled with ingredients. At the present time it is almost empty, as the result of our mixing and shipping during this fall season, 19,500 tons of fertilizer.

2. We are having increased costs, such as freight increases, higher wages, higher costs of repairs and higher taxes.

3. There is going to be greater difficulties in securing raw material, especially the Triple Superphosphate that we must have to make high analysis fertilizer.

4. The material of all kinds that was used in the manufacturing of the extra 5,000 tons of fertilizer for wheat this fall is going to be hard to replace.

If we are going to continue to be a factor in forcing the fertilizer industry to go on increasing the amount of plant food in a ton of fertilizer, we must have a Triple Superphosphate plant of our own, so as to assure us a supply of this material to use in our plant or plants.

Farm Bureau Services, Inc. is a stockholder in Central Farmers Fertilizer Company. This company is composed of fifteen of the large regional co-operatives of the midwest. We have purchased a large tract of phosphate land in Idaho. We are at the present time making preliminary plans and have engineers working on the project of opening the mine and building the plant.

The above is true, but in lesser degree for nitrogen.

WE ARE in very great need of more mixing plants in the state, but there is not too much use of building more mixing plants until we assure ourselves of a source of supplies of raw materials.

We plan for your consideration and approval which will include not only the Triple Superphosphate plant, but also plans for more mixing production in the state.

## Promotion Division Aids Sales Program

OSCAR ANDERSON

A famous merchant, John Wanamaker, once said "Continuous advertising is like continuous work. It is the most effective kind."

Sales Promotion and Patrons Relations program played an important part in this, The Farm Bureau Services' most prosperous year, from the standpoint of sales volume and net margins.

"Sales Promotion" means that the co-operative using it is dissatisfied with business no matter how good it is—and is trying to increase it. Sales promotion is the best evidence of the co-operative's determination not only to hold its present place in the industry but to improve it. With this in mind Farm Bureau Services has endeavored to place in the hands of co-operative managers various tools to be used in promoting Farm Bureau products. Following is a review of our sales promotion work this past year:

DISPLAY of the month kit of

materials for elevator managers, truck posters, FBS dealer signs for buildings, movies on feeds, seeds, fertilizer, farm equipment, petroleum products, meetings, radio programs, newspaper advertising, direct mail advertising, pamphlets and literature.

Most of these items are prepared and distributed by the Michigan Farm Bureau Public Relations Division from its publicity and advertising departments. By working with them we have been able to keep costs to a minimum.

Management has provided the Sales Promotion Division with a sizeable budget for the fiscal year 1951-52 to assist member co-operatives and dealer agencies in promoting Farm Bureau products so that our distributors and Farm Bureau Services can work together in sales promotion. We have mailed a copy of our Sales Promotion Schedule covering the twelve months to all co-operative managers to assist them in tying in their local advertising with that scheduled by the state office.

## Personnel Division Serves Employes and Management

W. VICTOR BIELINSKI

Ten years ago there were about 275 persons employed by the

Michigan Farm Bureau and associated Farm Bureau companies. Today there are 634, as follows:

Michigan Farm Bureau—57; Farm Bureau Services, Inc.—489; Farmers Petroleum Co-operative, Inc.—49; Farm Bureau Mutual Insurance Companies, not including agents—39. Total 634.

The personnel office serves the management, supervisory staff, and the employes of the Farm Bureau companies and affiliates in a staff service capacity. Its work is with people and through people in four ways:

1. Recruiting employes;
2. Conducting employee information and training programs;
3. Handling employee policies, practices, and benefits;
4. Performing special services for management.

Considerable time has been spent during the past year directing the study of the top supervisory jobs including division and departments as a start of an appraisal plan of key management responsibilities. From this study it is hoped that practical and scientific ratings of the performance of these key people can be made, together with suggestions for future training programs.

It is possible that more accurate procedures and tests may also be developed to enable us to match people with jobs at which they can best perform. It is planned to complete this study during the coming year. The study is being made in 2 parts—one section with the help of Michigan State College Continuing Education Service and the other section in co-operation with several other midwest farmer co-operatives.

The personnel program of the up-to-date employer concerns itself with quality. The Farm Bureau emphasizes quality in the handling of the human asset—the employes—of our business.

### Linen

A linen tablecloth will iron much easier if it is wrung out by hand instead of put through a wringer. Wringer pressure makes fixed creases which are difficult to remove.

## Farm Bureau Services, Inc.

### Condensed Balance Sheet

AUGUST 31, 1951

ASSETS	
CURRENT ASSETS	
Cash in Banks and On Hand	\$ 203,150.27
Receivables less Reserves	1,099,157.40
Trade Acceptances Receivable	\$237,070.62
LESS: Trade Acceptances	
Discounted	237,070.62
Advances on Merchandise Purchases	34,646.67
Inventories	
Marketable Merchandise	2,015,244.98
Consigned, Management Contract Points—Net	225,656.95
Merchandise in Transit	59,619.62
TOTAL CURRENT ASSETS	\$3,637,475.59
INVESTED FUNDS	807,760.72
FIXED ASSETS (At Cost)	
Land, Buildings, Machinery and Equipment	\$2,753,884.11
Construction in Progress	2,995.55
	\$2,756,879.66
LESS: Reserve for Depreciation	629,529.30
FIXED ASSETS — NET	2,127,350.36
PREPAID INSURANCE, INSURANCE PREMIUM DEPOSITS, SUPPLY INVENTORIES AND SUNDRY ITEMS	41,390.80
TOTAL ASSETS	\$6,613,977.77

LIABILITIES	
CURRENT LIABILITIES	
Notes Payable	\$ 281,811.85
Mortgage Payable—Payment Due Prior to August 31, 1952	232,500.00
Accounts Payable	452,959.54
Accrued Payroll and Other Expenses	182,010.54
Dividends Payable on Preferred Stock	41,050.80
Reserved for Federal Income Taxes	23,186.57
Reserved for Trade Discounts and Other Expense	7,208.05
Class "AA" Preferred Stock Subject to Retirement	160.00
TOTAL CURRENT LIABILITIES	\$1,220,888.25
DEFERRED REVENUE	
Unearned Interest Revenue	3,529.90
LONG TERM DEBT—Mortgage Payable—	
St. Paul Bank for Cooperatives	\$ 700,065.00
Notes Payable—Central Bank for Cooperatives	10,000.00
TOTAL LONG TERM DEBT	710,065.00
DEBENTURES, CAPITAL STOCK AND PATRONS' EQUITIES	
DEBENTURES	
Series "A": 4% Subordinate to General Creditors Claims Principal Outstanding and Payable Years 1956, 1957	\$1,551,280.00
Series "B": 3% Subordinate to General Creditors Claims Principal Outstanding and Payable Years 1961, 1962	595,550.00
TOTAL DEBENTURES OUTSTANDING	\$2,146,830.00
Fractional Credits on Class "AAA" Preferred Stock	236,361.90
Appropriated as Employees Bonus Payable Class "AAA" Preferred Stock	42,280.37
CAPITAL STOCK	
Preferred—Class "AAA": Authorized 250,000 Shares \$10.00 Par Value; Issued 151,817 Shares	\$1,518,170.00
Common—Class "A": Authorized 300,000 Shares \$1.00 Par Value; Issued 88,382 Shares	88,382.00
TOTAL CAPITAL STOCK OUTSTANDING	1,606,552.00
PATRONS' EQUITIES	
Appropriated as Patronage Refunds Payable in Class "AAA" Preferred Stock	\$ 603,389.00
Undistributed Proceeds	44,081.95
TOTAL PATRONS' EQUITIES	647,470.95
TOTAL DEBENTURES, CAPITAL STOCK AND PATRONS' EQUITIES	4,679,494.82
TOTAL LIABILITIES	\$6,613,977.77

# Behind The Scenes on Steel & Farm Equipment Supply

## Community Farm Bureau Discussion Topic for December

Background Material for Program this Month by Our Community Farm Bureau Discussion Groups

**DONALD D. KINSEY**  
Director of Research and Education

This is mainly an informal topic, but it does call for action by farm people. The thought involved might be expressed by the old adage "an ounce of prevention is worth a pound of cure." We may not be so secure in our farm equipment program as it may seem when we look at the local dealer's supply today.

Production goals for agriculture for 1952 have been set higher than for 1951 by the U. S. Dep't of Agriculture. This makes good sense, both to offset inflation and to meet expanding food and fibre needs at home and abroad.

But to set expanding goals, to hope for increased production, and then to get what you want are two different things. Problems lie along the way.

Reliable reports indicate that farm labor will be scarcer in 1952. Wages will be higher. Many farm laborers will be lost to industry because of enlarging defense production programs. More farm boys will be drawn into the armed forces which are also expanding.

Although short of help, farmers put out a record production in 1951. This was possible only because there was machinery available to take the place of the lost manpower. But 1952 production may be another matter! Let's look at some facts.

**Steel is Short for Farm Equipment.** The allocation of steel for farm machinery was reduced from 673,000 tons in the third quarter of 1951 to 578,000 tons in the fourth quarter. A further cutback to 527,000 tons will hit the first quarter of 1952. Farm machinery producers say that this will cut possible farm production 30% to 35% below requirements needed to meet the USDA production goals. Whether or not this is true depends to some extent upon the machinery reserves in the hands of the farmers.

Farmers anticipating shortages have gone on a relatively active buying spree. Tools for spring work have been drained from dealer and factory warehouse inventories. This has thrown factory schedules off balance trying to replace the equipment for inventory needs. Manufacturers are scrambling to place allotment orders with various steel mills, scouring the warehouses, or even going into the "gray market" to get steel.

**SHORTAGES** of certain kinds of steel have caused some factories to store equipment only partly completed. This may also affect parts involving these kinds of steel in the near future. Shortages also in parts involving copper, lead, and certain alloy steels have aggravated the problem of finishing machinery units. Electrical departments are running six months behind mechanical departments. Strikes like that at Borg-Warner have helped to create this bottleneck. Actually there is more steel being produced than ever before, but in the farm equipment industry the steel demands are running 156% over the actual supply available. The general demand for steel is at an all-time high.

**THE "CONTROLLED Materials Plan"** came into being on July 1, 1951. It was brought forth by the National Production Authority. Allocations of steel were made to each manufacturer of farm machinery based on his machinery shipments from July 1, 1949 to July 1, 1950. Orders based on these allotments were accepted by the steel mills on a "first-come, first-served" basis.

But the steel mills began to turn down orders from old customers, allotments or not. It seemed that every unheeded-of company had an allotment order. The demands were far beyond capacity production limits. The result is that the allotment orders became not much more than a good "hunting license." Such confusion in distribution existed that the steel mills were allowed a free hand to allocate up to 90% of their production.

Many manufacturers have had to "go hungry," or to get only a fraction of their allotment for the fourth quarter of 1951. Steel is very scarce on the market, even with the authority of a Controlled Materials Plan order. Steel mills are not accepting orders much in advance, to prevent the posting of "dummy orders" and "black market grabs."

**SERIOUS SHORTAGES** of farm equipment may not show up on the farm and in dealer show-rooms until the summer of 1952. It will be true that the machinery hit the hardest will be the new types of labor-saving equipment.

Complicated machines require greater variety and quantity of materials. At a time when the better labor-saving equipment will be needed, due to the loss of manpower, it will be very limited in production. Also the

## Discussion Topics

They were chosen by your State Discussion Topic Committee from results of the Questionnaires returned by the Community Groups

- Dec.** Steel Rationing and the Farm Equipment Problem.
- Jan.** Inflation Controls and the Farm Credit Problem.
- Feb.** Farm Accidents, Highway Accidents, and Insurance Rates to the Farmer.

Be sure to read your discussion topic article on this page of the Michigan Farm News each month. Attend your Community Group Meetings!

siderably below that. With this true, some manufacturers must be left holding the bag.

These facts are condensed from reporting agencies in Washington and from the farm machinery industry itself.

**THE NEED** and the job for us. We now have no real food "reserves" or surpluses. The expanding population of America is using more of our farm production. Reserves are not increasing in spite of the fact that exports have been reduced. Increased populations in the future may actually mean food shortages in America. It is the opinion of agricultural economists that the farm production of this country cannot be raised very much above present levels.

And if production for the present national mobilization is to hold its own, the farmer must have the necessary equipment with which to face the difficult job ahead.

**IT IS NECESSARY** that the representatives and senators in Congress and the officials in the National Production Authority realize that food and fibre are essential to our national mobilization and future well-being. Farmers cannot meet requirements with a reduced manpower unless adequate machinery is available to take up the slack. We must do our part to keep this realization in the minds of our national representatives.

**BULLETIN.** The USDA figures farmers need 15% more new farm machinery and 20% more repair parts than received in 1949, but allotments of steel made for the last quarter of 1951 are only 75% of the requirements needed for the 1952 crop year.

**QUESTIONS for Conclusions:**  
1. Steel allocations for machinery bids fair to be a serious problem in the near future.  
Is it our individual responsi-

bility to point out the increasing need of farm machinery in the face of the loss of manpower if production is to be kept at adequate levels?

The address of the National Production Authority is: Mr. Manly Fleishmann, Administrator, National Production Authority, Department of Commerce, 14th & Constitution Ave., N. W., Washington, D. C.

2. How much machinery is in reserve on the farms of Michigan? Have we enough for a full production year in our neighborhood? Are repair parts available?

3. Should farm equipment factories be required to keep up production on repair parts if they are given steel allocations?

4. Should scarcer types of alloy steels be used for repair parts or for the production of newer types of labor saving equipment?

## Present 32 Years Ago

Four men who took part in the organization meeting of the Michigan Farm Bureau 32 years ago at MSC were present at the annual banquet of the Farm Bureau at State College Nov. 8, 1951. They are:

- A. J. Rogers, Traverse City;
  - Waldo E. Phillips, Decatur;
  - George Wheeler, Mt. Pleasant;
  - and Carl E. Buskirk of Paw Paw.
- Others invited to the meeting but unable to come were: James Harris, Traverse City; L. J. Decker, Eckford; George Friday, Coloma; R. G. Potts, Middleville; Arlie Hopkins, Bear Lake; O. R. Gale, Shelby.

Your hens must lay around 150 eggs a year for you to break even.

## MFB Honors Former State Directors

Former directors of the Michigan Farm Bureau from 1919 to 1950 inclusive were invited to the 32nd annual meeting Nov. 8 as guests of honor. They were seated together at the annual dinner and presented to all present. The storm kept a number of former directors away.

Following is the list of former state directors of the Michigan Farm Bureau. Those whose names are preceded by an \* attended the 32nd annual banquet. The figure following the name and address states the number of years served as a state director.

- 1919—R. G. Potts, Middleville, Michigan—2; \*A. J. Rogers, Traverse City—2; Arlie Hopkins, Bear Lake—2.
- 1920—\*Ashley M. Berridge, Lake City—2.
- 1921—\*Mrs. Edith M. Wagar, Carleton—18; \*Waldo E. Phillips, Decatur—27.
- 1922—George Friday, Coloma—2.
- 1923—Herbert W. Gowdy, Union Pier—4; \*George Wheeler, Mt. Pleasant—2.
- 1925—J. G. Boyle, Buchanan—4.
- 1926—Fred J. Harger, Lansing—4.
- 1931—\*C. S. Langdon, Hubbardston—8.
- 1934—\*C. J. Reid, Avoca—12; E. T. Leipprandt, Pigeon—6; John Houk, Ludington—10; \*G. S. Coffman, Coldwater—12.
- 1935—O. R. Gale, Shelby—8; \*Forrest King, Charlotte—12; William Bristow, Flat Rock—12.

- 1936—Carl Steimle, Sodus—2; \*Stanley Powell, Ionia—4.
- 1937—James Harris, Traverse City—10; \*Harry Johnson, St. Louis—5.
- 1938—\*Lloyd Ruesink, Adrian—11.
- 1940—Mrs. Pearl Myus, LaPeer—6; \*Mark Westbrook, Ionia—8.
- 1941—\*Jesse E. Treiber, Unionville—10; \*Russell File, Niles—4.
- 1942—Mrs. Ray Neikirk, Elwell

- 6; Frank Oberst, Breckenridge—6.
- 1943—Norris Young, Buchanan—1.
- 1944—Richard Nelson, Berkeley, Cal.—1; \*I. K. Maystead, Osseo—4.
- 1945—Gordon Gill, Ypsilanti—4; Harold Spink, Mason—2; Harry Lautner, Traverse City—6; \*George Block, Charlevoix—4; \*Mrs. U. S. Newell, Coldwater—6; \*Herbert Fierke, Saginaw—1.

- \*Harold Frahm, Frankenmuth—6.
- 1946—Guerton Frost, Williamston—1; Thomas Colter, Elmira—2.
- 1947—Mrs. Ruth Parsons Nelson, Berkeley, Cal.—1; J. Burton Richards, Benton Center—2.
- 1948—John Foster, Niles—1.
- 1949—Verland McLeod, Lyons—1.
- 1950—Tracy Vary, Whitmore—1; James Reilly, North Branch—1.

## To Our Farm Bureau Patrons . . .

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