FOURTH YEAR, Vol. IV., No. 10

MAY 21, 1926

# MPAIGN WORKERS, ATTEND YOUR COUNTY TEAM SCHOOLS!

### HOW TO PRESENT **FARM BUREAU TO** YOUR NEIGHBORS

We Are Offering Memberships That Mean A Better Farm Future

#### THIS IS EASY TO SHOW

Read Mr. Barbre's Analysis of What We Are Going To Do

By WILLIAM T. BARBRE Campaign Counsellor in the 30 County Volunteer Membership Campaign

In a few days we are going out to ign up members in the Michigan Farm Bureau. There is somehing to be done before many signatures will go down on the dotted It's the Little Things Done line. A lot of fun or a lot of hard work can be had in doing the task depending on the attitude of the

The man who counts the shovels of dirt as he works from morning till night digging the well will be miserable. The one who thinks of the cool sparkling water to be pumped from the well in future hot sweltering days will be happy at his

If we go out thinking of the dot ed lines we can have scribbled over, ve can be very easily unhappy, but we go out trying to help the farm-

not saying you are not sales-In fact, the average farmer is as good a salesman as the average clerk in the store.

Most clerks are just mercanwaiters and waitresses instead of salesmen and sales ladies. A farmer knows what he has to sell and how to sell it.

The greatest mistake we can o sell, we'd better stay at home. We his card. are in pretty small business if we empty name and membership, more for refreshing yourself. han a printed card. It is that some thing which is more than a name and a card which you have to sell. It may not be as tangible as a bag of beans but it is no less real.

One of the principles of salesmanship is that you cannot sell a man something he does not want. It is next to impossible to get a man to want a thing he does not desire, but frequently it is easy to help a man to see that he wants something he did not know he wanted.

We need to recognize this fact,that no farmer wants to give up a ten dollar bill for a little membership card. That card is not what we have to sell, but merely a symbol-Let us notice some of the things the

farmer wants: He wants better homes, better chools, better churches, better social and economic advantages. He wants advantageous legislation, satsfactory transportation facilities and rates, proper public improvenents, reasonable and equitable taxation. He wants to perform his duty oward his neighbor and see his profession lifted to a respectable position. He wants to give some service o his fellowmen.

Every farmer wants at least 90% of the above mentioned material, social and spiritual elements. They do not all want them in the same degree. Isn't it reasonable to expect, however, that even a novice can point out to any man at least ten dollars worth of these things?

As we approach our prospect he nay be plowing corn and all he hinks he wants is rest or something o eat, or his corn planted. He doesn't know he wants these other hings. Our job is to help him discover his own wants. Many farmers are just about as ignorant of what the Farm Bureau is as the old colored farmer was of the encyclopedia. The agent aproached the farmer saying, "Those are two fine boys you

"Yes, Sar, no finer boys born, than them two" replied the farmer. (Continued on page two)

### Township and Team Rivalry Will Be Strong in Jackson

Prizes Spur Workers to Win have offered cash prizes of \$50 and County's Best Sign-Up Record

that the rest of their line-up of 208 Farm Bureau meetings in Jackworkers will be completed this week, son county have been well attended. City National Bank, Central State strong, Jackson newspapers are giv-Bank, National Union Bank and ing considerable space to the Farm Peoples National Bank, which are Bureau movement.

\$25 to the two townships securing the highest number of Farm Bureau members between June 1 and July 1

The Jackson County workers are also considering a first and second Jackson, May 20-Jackson county membership workers prize for the nembership workers report that two pairs of team workers signing most of their townships have their the largest number of Farm Bureau eam organizations completed and members between June 1 and July 1

The Jackson State Savings Bank, Interest in the Farm Bureau is

# Important Instructions To All Team Workers

Well That Make Us Succeed

tem. You'll be surprised how effec-2. Read the Michigan Farm Bu- your man with a smile.

reau News. Every word of it. Know ship; get the man as well. His name,

3. Be sure to attend the Team school for further information and sign the agreement in his own hand inspiration.

ng profession and the farmers in kit, study each piece in it. MAKE A nished you. ation and incidentally getting their BERSHIP AGREEMENT. You and in to Township chairman and get a membership, we are going to have your pal try each other out on it. Anticipate questions and have the 13. See that the man's signature right answer ready. Go through the motions of filling out the agreement and get in mind the things that must be there. Be workmanlike and quick in this very important feature of the same.

13. See that the man's signature is plainly legible; if not, print it somewhere on the agreement. Be sure and get complete post office address and township lines filled out.

your sale. friendly and courageous frame of mind. No use in having any other

farm organization, etc.

Study the red, yellow and blue

8. Keep record of your calls or your prospect cards. When a man refuses, write the reason on the card and do it in his presence. Let the

man dictate his own reason. 1. Get all the information you can chairmen for men who may have on the Farm Bureau's local, State been missed. More at State office. Check your territory.

tive that information is and what be patient; be friendly. Always leave

that information fully as well as the influence and service are worth more than his money.

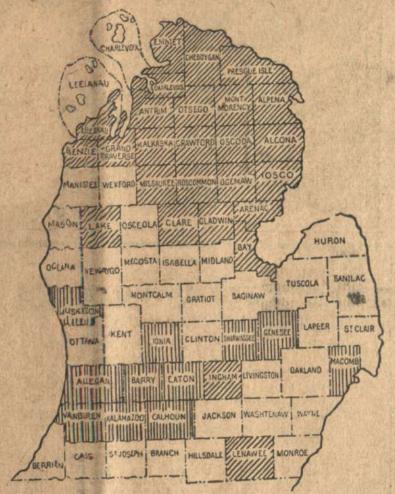
4. When you get your workers and with the indelible pencil fur-

#### 5. Get yourself in an optimistic. Berrien, Cass Scholars

6. With your team mate, go over and Cass county rural school kids agar not getting into the hall to de your prospect cards and study each are competing in the prize essay conman before approaching him-his tests being conducted by those coun- ling because 300 other tolks go likes, his dislikes, his experience in ty Farm Bureaus on "What the there first and some had to listen Farm Bureau Can Do for the Bet- from the outside, and that bunch can Farm Bureau Federation, the tertaining but real stuff. 7. Confine your work to your own terment of Rural Life," but from almost included Mike. nake is to assume we are going to prospect cards. Do not go after a the number of requests for further get something rather than to sell man just because you meet him or information received by both State John E. Bukowski made one of the kets for fruits and vegetables was Bring your team mate so that he thing we know, of. All supplies, something. If we haven't something are near his home unless you have and County offices, there must be a best 10 minute Farm Bureau talks brought up for action on the floor of gets it too. You'll get information prospect cards, etc., given out at

lot of them. County Farm Bureau.

# The 30 County Campaign



The 30 white counties shown on this map are those in the present volunteer membership workers campaign. The campaign we are in represents the greatest sintuit areous organization effort) made by farmers in Michigan he profession by means of co-oper-tion and incidentally getting their BERSHIP AGREEMENT. You and in to Township Chairman and get a or anywhere use. When upwards of 6,000 workers take the field in this counties to take on this type of campaign later.

# Huron Co. Excitement read "Farm for Sale."

reau News has given Vice-Pres. Mike pencils with the air of a news gath-Noon a chance to show what he can erer who knows his stuff. Write on Farm Bureau do as a reporter. At the Farm Bu-Nobody knows how many Berrier reau rally at Port Hope, he came Standard Container Bill

The prize winning boy or girl and among other things said that he at- out a roll call vote. This home on pls return he went to law.

Mike Noon Reports The the tool shed and got a hammer and took down the sign out front which

"Now, will you Bad Axe, May 20 - The Farm Bu- off?" quoth Mike, as he whittled his

Standard Container bill, establishing Mike reported this from Ubly: standard sizes of hampers and bas-

# THEY START NEXT WEEK; INSTRUCTION TO BE GIVEN THERE VERY IMPORTANT FOR YOUR SUCCESS IN THE CAMPAIGN

Campaign Workers' Edition Finds Things Looking Good in 30 Counties; Most Workers Organizations Complete; We Are Going to Do a Good Job

This is the special "Campaign Workers' Edition" which is going only to the 6,000 team workers and others in the 30 County Farm Bureaus in the present Volunteer Membership Workers Campaign.

We have created some campaign organization when we're big enough to command a special edition of the Farm Bureau News. It is the purpose of this edition to further acquaint the workers with the general progress of the campaign-to give them a birdseye view of the whole movement on the one hand, and information on his own and neighboring counties, on the other hand.

This edition also carries membership sales suggestions to the team workers in Mr. Barbre's article on page 1; diagrams explaining various features of the campaign, team school information, and general announcements. There will be another regular edition of the Farm Bureau News to all subscribers on May 28, followed immediately by another "Campaign Workers' Edition," according to present plans.

The Campaign Today Today, May 21, marks the close of the ninth week of campaign preparation, and we have done mighty well. Most counties have their organizations about complete. The News has put in a hustling week making up the hundreds of work-

ers names to receive this edition: The week of May 24 to 28 sees the first series of county team schools for all the team workers in 15 counties. The week of May 31 to June 4 has the team schools of the remaining 15 counties, while the first 15 are engaged in signing up members. The week of June 7 to 11 the second 15 counties

send their team workers out on sign-up. The News urges upon every worker the importance of attending his team school. It will be a great help to you in the campaign and afterwards. The Farm Bureau will be analyzed thoroughly; one instructor will deal in every day terms with Gets Through Senate the psychology of salesmanship as applied to the Farm Bureau and therefore to other matters. You'll find this not only en-

Bring Your Team Mate he had ever heard. Mr. Bukowski the Senate, May 10 and passed with- and get squared away there so that the two of you will be pretty well Dates and Information on page 2. are going out begging ten dollar information cards which will be in his or her parents will receive a trip tended the annual meeting of the Efforts are being made to bring it set to go. Last year the men who atbills and giving a man nothing in re- your kit. There's a world of informat to Lansing to visit State Farm Bu- State Farm Bureau at Lansing last up for a vote in the House and it is tended the team schools got a lot out turn but a piece of paper. The Mich- tion on them, Get that material well reau headquarters, and Michigan February and got so much inspirately expected that the bill will soon be of the experience. A full attendance igan Farm Bureau is more than an in mind. Keep those cards handy State College as the guests of the tion out of it that before he entered voted on and passed and become a of township team. workers at the school will do as much towards mak-

By all means, attend your school, ing that township a success as any-Team Schools. See the Team School

Maybe you don't know it, but some of the counties in this campaign have taken it for granted that they're going to show the others what real campaigning is. Huron, Kent and Berrien counties are already set to take each other's measre. Sanilac and Saginaw, two of the largest, aren't saying anything. We have an idea that one or two others have a horseshoe in one glove.

Prizes The State Farm Bureau is awarding championship cups or banners to two counties in each sign-up week group for the greatest number of members enrolled.

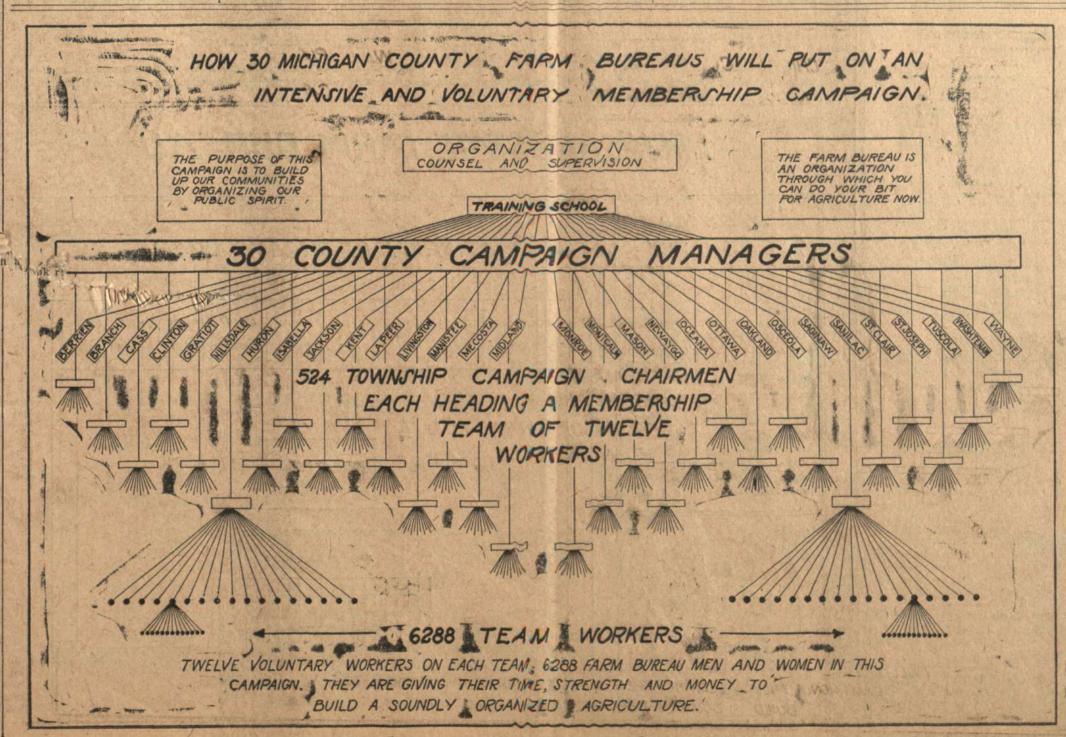
The State awards enable both the small and large counties to compete on equal terms. A trophy will be given the county in each group of 15 counties signing the largest number of Farm Bureau members within a certain time. Another trophy will be given the county in each division signing the largest percentage of the farmers in each county, according to the U.S. census of 1920. This gives the small counties a special advantage.

A number of the County Farm Bureaus are offering championship prizes to leading township organizations and to the champion two-man teams and the runners-up.

People Are Interested There is a tremendous popular interest in this campaign and what the Farm Bureau is doing. Many meetings have reported an attendance of 200 or more. Some meetings have run 300. During the past few weeks the 30 counties have held more than 200 rallies, and most of them have peen well attended.

These meetings have prepared the way for the team workers. Articles published in the Farm Bureau News have been widely read-particularly the American and Michigan Farm Bureau's part in the enactment of the Gooding-Ketcham seed staining law to control imports of red clover and alfalfa seed and keep out the unadapted seeds. The News has prepared the way for you. Articles in the local press have been help-

In many communities on Sunday May 23, ministers are going to talk on the Farm Bureau. It's amazing how many ministers write in for more information on the Farm Bueau. We must have taken care of a (Continued on page 2)



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#### MICHIGAN FARM BUREAU NEWS

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#### STATE FARM BUREAU'S PUBLIC SERVICE PROGRAM

LEGISLATION

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

ENACTED APR. 26, 1926

TAXATION

Relief for sorely burdened farm property by enactment of: ENACTED JAN. 29, 1924 (a) Two cent gasoline tax for highway funds,

(b) State Income Tax in place of State's general property levy. (c Law forbidding any more tax exempt securities, (d) Equalization of assessment of farm and city property in accordance with sales values of same.

TAXES REDUCED \$67,350 ANNUALLY SINCE 1924

(Farm Bureau Investigations brought equalization in Calhoun, Ingham, Washtenaw, Monroe and Kalamazoo counties, saving farmer taxpayers \$67,350 excess TRANSPORTATION

EFFECTIVE SEPT. 10,

Immediate application of Michigan Zone Rate decision to save farmer ship-pers in 69 counties \$500,000 annually.

MARKETING

Extension of sound co-operative mar-keting program now well under way in Michigan,

# Campaign Workers, Be

past two months.

We've got more demands from village and town luncheon clubs in the and take care of our own meetings the Grange Hall, Friday, May 14.

We Are Going to Win This campaign is going to go big fident; they know what their organ | serve. ization stands for, and they have a vision of the future. When several housand men and women feeling chief value in teaching boys and girls like that go out in the interests of the art of living, -not the least of some cause, you can bet your life which is the value of and the use of that what happens will be worth tell-

ing about. We're fortunate to have them going out in the interests o At Your Team School their Farm Bureau organization, Once more,-we'll see you at the couple of hundred of them in the team school. Bring the Mrs. We want her there. She'll enjoy it.

The men of Plymouth Grange, 36 counties for speakers on the Wayne county, served the supper for Farm Bureau than we can supply the local Farm Bureau meeting at

There is no such thing as building Men and women workers we have a permanent organization where the met have enthusiasm; they are con-members join to get, rather than to

Boys and Girls Club Work has its

#### He Misses a Lot



# To Team Workers

From the Editor of the News

When you sign the new member, you'll fill our heart with joy and the member will get his Farm Bureau News promptly if you will be sure and,-

Fill in on the agreement his FULL ADDRESS, name, postoffice, rural route number and township.

2. If the signature is at all hard to read, get the spelling and PRINT IT SOMEWHERE ON THE AGREE-

Why do these things? We must have rural route and all before we can send the paper and if it isn't there we have to write back and fuss around till we get it. The new member expects the paper right away, and sometimes the delay is considerable.

Why print the name? Well, with some of the signatures, we have one,—well, a tough time figuring out what was perfectly plain to the fellow who wrote it. Not only does that delay the paper, but we have membership cards and other matter to make, and it's bad business to send the member material whereon his name is spelled wrong because it was misread. Let's make 'em clear and complete.

#### Dying, For His Money

A brother kills himself because (Pa.) News-Herald. the law would not permit him to renounce his share in an inherited estate in order that his sister might have it all.

One of the strangest tales in our of dollars? day's news for many a week! Strange, isn't it, that this passion

for money should be so accepted, so Telegraph. normal a thing that when one dies in order to give it to one he loves, we find it surprisingly strange.

aged parents. Husbands hate wives and wives husbands because of the weekly pay check. Old friendships in Papa's Pants."—Book of Smiles. die of blight when our neighbor holds more gold in his pocket than

And comes this miracle of the age mousetraps, and hurry up, please. It -a man dies for his money. Not that want to catch a train. he may possess. But that he may Salesman-I'm sorry madam, but

finds it, for all of us who read the story of his passing.—Franklin,

here. A magnificent head and noble features. Could ye lend me a couple

Pat-I could not. 'Tis me wife's child by her first husband.-London

True, at Least nd it surprisingly strange.

The village queen, in order to sisters and brothers wrangle in avoid detection, eloped in her fath-

our courts over who will support the er's clothes. The Weekly Clarion's

Quite an Order Customer-I want one of your

our mousetraps won't catch anything

#### 7 in 12 of Mason Co., Ill., Farmers Members

The Mason County, Illinois, Farm Bureau has increased its membership from 651 to 712, the former figure representing the old membership. The total number of farmers in Mason County is only a little over 1200 which makes the percentage for Farm Bureau members in this county rather high.

#### Women Are Awake to **Educational Advantages**

Are women interested in the advancement of rural life? Well, con-

Mrs. Wagar has been visiting a number of Home Demonstration achievement days, exhibit days and annual meetings, so to speak. At the Monroe county meeting 300 women were present; 100 in Cass county made a kitchen tour around the

"What makes you think Mary will accept your proposal?" "Well, she insists on us occupying only one chair and-"

"That's enough, boy—she's on the must be kept alive in this present tap." C. S. Hanby.



DR. W. W. DIEHL Of Charlotte, well known rural minister and friend of farmer organization, who has been speaking at our Farm Bureau rallies,

"The spirit of the Good Samaritan

## **Team School Dates** and Information

INSTRUCTORS: Lucius E. Wilson, William T. Barbre,

#### Important!

All Team Schools open at 9:45 a. m. sharp.

Your County Farm Bureau will notify you as to the location of the School and as to whether it is called on fast or

Each School will have a State Farm Bureau instructor and one from the General Organization Company.

Morning session at 9:45. Free dinner at noon. Afternoon session begins at 1:15 and closes at 3:00.

Short conference with Township Chairmen at the close of

The program will be made up of addresses giving detailed information about the Farm Bureau work-national state

Any question about the organization will be answered so that the Team Workers may be fully informed. This part of the School will be in charge of the State Farm Bureau

representative. Other addresses will be given describing the volunteer plan of membership campaign and illustrating campaign

representative of the General Organization Company. The county Farm Bureau work will be presented by a

Every minute will be full of interest and those attending the County Team Schools in the campaign last year had a mighty fine time, and we believe those attending this year

Please be on time. 9:45 a. m.

Roy L. Harvey, C. L. Brody, S. M. Powell, Carl Barnum,

DATES	COUNTY SCHOOLS
Monday, May 24	Berrien Co.
	Cass, Kent, Jackson
Wednesday, May 26	St. Joseph, Ottawa, Monroe
Thursday, May 27	Livingston, Branch, Wayne
	lisdale, Oakland, Washtenaw
Tuesday, June 1	Sanilac, Midland, Oceana
	Huron, Isabella, Mason.
Thursday, June 3	Tuscola, Gratiot, Manistee
Friday, June 4	Clinton, Montcalm, Mecosta
Saturday, June 5	St. Clair, Saginaw, Lapeer
Tuesday, June 8	Newaygo
	Osceola

the main program.

and county.

methods. This part of the program will be taken up by the

representative of the County Farm Bureau.

will have a still better one.

### And in losing his life, perhaps he that big .- Grain Growers' Guide. This principle has worked in building up the church and the MICHICAN STATE FARM BUREAU DIRECTORS &

JACKSON DIAGRAM OF ORGANIZATION KENT MONROE HURON

ML NOON (MPA) M B. Mc BHERSON MESTDITH WAGAR EC MCCARTY VFGORMELY LUCE U.G. BQYLE BERRIEN " FRED SMITH (PGE) BNTRIM UH O'MEALEY (LSE) HILLSDALE GW. MCCALLA (EE) WASHTENAW M.D. BUSKIRK (F.G) VAN BUREN W.W. BILLINGS GENESEE MICHIGAN COMMODITY EXCHANGES

P.G.E. - POTATO GROWERS' EXCHANGE LSE-LIVE STOCK EXCHANGE EE - ELEVATOR EXCHANGE F.G. - FRUIT GROWERS ING

M.R.R.- MILK PRODUCERS ASSOCIATION

FINANCE SUPPLIES SEEDS POULTRY MILLS BENTALL HILL THOMAS BARNUM STEIGER KELNER SECRETAR TREASURER MANAGE BRODY SEE ON LEFT BOARD OF DIRECTORS INE FOR EACH 100 PAID UP MEMBERS \* BOARD OF DELEGATES FARM BUREAU MEMBERS

"I have just the thing those boy need," the agent continued, "I wan to sell you an encyclopedia to "No, Sar! them boys don't need n'cyclopedia," answered the farme The agent made the right appear namely, to his parental instinct. N doubt, the farmer wanted his boy

How to Present Farm

Bureau to Neighbor

(Continued from page one)
"I suppose you buy them every

thing they need?" continued th

"Yes, Sar! Nothin' too good fo

them thar boys," the farmer retor

book agent.

to have the knowledge to be acquire from an encyclopedia, but he did no know that the encyclopedia was fo hat purpose. There is not a single farmer in Michigan who does not want the things which the Farm Bureau furnishes. It is going to be the job of the workers in the Farm Bureau Campaign to help the farmer see what he wants and then show him that the

supply that need, The farmer fundamentally is h lifferent from any other group o class of people. He has at leas equal reasoning powers with ever other class of people, and usually is above the average.

Farm Bureau is the agency to

He is controlled by the same emo tions as every other class of people He is no different to sell to if you have the thing he needs. He is jus as ready to serve his fellowman an craft as any class of people. He i less selfish than the average of th human family and is just as willing and ready to cooperate as anyone Is this just a bold statement of the ory or is it a fact?

Let us analyze the farmer a mo ment: Where do you find neighbor liness best exemplified? Is it wit the merchant, the manufacturer, th laborer or the farmer? The ques tion is answered in the asking Neighborliness is unselfishness per sonified. No one will fly to the relie of a poor distressed brother quicke than a farmer. The spirit of service is just natural with him.

The farmer has had co-operation born and bred in him. The farmer of today are only two and three gen erations removed from the pionee period when they learned to co-op erate because they had to for self preservation. They co-operated t clear the land, to build their house and barns, to harvest crops, particular larly, before the day of modern ma chinery. Why does anyone say th farmers will not work together?

The whole difficulty is this. N one has ever tried to sell the Fam Bureau or any other organization th service basis or co-operating for th good of the whole craft. It was a ways selfishness that has been ap

pealed to. Before we say the farmer will not join the Farm Bureau in or der to serve and to co-operate not for selfish gain, but for the farming craft, let us try it. We propose to sell him the Farm

Bureau from that standpoint. It must not be overlooked that w have something to sell the farmer We are not going out just to extrac ten dollars from their pockets, bu to give them value received. The job is to show them you are going to

do that.

Try selling the Farm Bureau as service organization instead of a se fish one, serving every farmer not just the member. Tell frankly everyone is not going to join only the most progressive an the most unselfish ones. Are yo willing to go into the organization for the good of all farmers?

moral standards of the country. A few have done the work, paid the money, and made the sacrifice, that others who stood by and even cursed them might have a more decent place to live and read their families. The Farm Bureau is an altruistic service organization and as such

only that type of farmers will join That is what you have to sell them so why not go out and sell it that way? Always remember, the Farm Bureau brings the same materia benefit to all farmers alike but not the spirftual benefits. The man who gathers the materia

and builds the house gets a great deal more satisfaction than the one who has the house ready made given to him. The farmer who helps build this great service organization wi get a great deal more satisfaction than the slacker, and sponger. The greatest reward for any

one is the satisfaction of having done his duty.

You can't fell trees without some chip You can't achieve without some slips. Unless you try you wonder why Good Fortune seems to pass you by Good Fortune seems to pass you of Success is not for those who quail—she gives her best to those who fall. And then, with courage twice as great. Take issue once again with fate. Tis better far to risk a fall Than not to make attempt at all.

Landlord (pleasingly, at doorway "Well, how do you like your ne quarters?" Tenant (gazing sadly around-should hardly call them quarter

Why not say eighths?" It is estimated that only 1.3 P cent of the girls who win beauty co

tests can make good cherry pies The American farmer will make the future just what his determin

tion and energy will get out of it.

### **BOYS ARE KICKING UP LOT OF DUST** AND GOING SOME

This Will be Some Campaign When We Get Set To Go

#### PEOPLE ARE INTERESTED

Quite a Few Townships Report 16 to 22 Volunteer Workers

There is a lot of steam behind nis volunteer membership cam-Township chairmen are on he job and the volunteer organizaon is nearly ready for the team chools. Following are a few items rom the workers:

Livingston County Conway Twp. asked for 12 team orkers and 14 will go. Wesley Witty, chairman of Marion twp., got is 12 workers in less than half a lay. Some 225 folks attended the irst Farm Bureau rally at Gregory, epresentative Gartner will be one the team workers. Oakland County

Farmers Clubs and Exchange Clubs re asking for Farm Bureau speakrs to explain the work. Strong ounty interest in the campaign 'eam workers' organization rapidly ounding into shape. Milford Exhange Club invites Farm Bureau vorkers to its meeting and accepts vitation to attend Farm Bureau

Ottawa County President M. B. McPherson, Ate bykstra and John Poppen are popur speakers at rousing Farm Bureau allies being held here. County Farm ureau is showing "Forward Farm sureau" a national organization ilm which shows many views of Michigan Farm Bureau headquarrs and work

Isabella County First nine township organizations ned up in two days. Women are aking an active interest in the cam-

Montcalm County Lined up its first 7 townships in vo days. Workers planning a full urn out for the team school. Foureen townships set to go.

Mason County Fourteen out of 15 township orkers organizations headed up nd ready to go. Male quartette eader, and an old time fiddler rivalig Jep Bisbee in ability are features the sectional meetings. The Ludngton News carries some good ma- How to rial on the Farm Bureau nearly ery day.

Clinton County Township organization complete. Team! s each have responded with 16 to workers. "Enough to do it in one ganization in that township. Midland County

Plugging away and finds condioleman.

Hillsdale County

embership sign-up and \$10 to team excuses.

"I found myself in a bad predicaith largest sign-up. Banquet to ment when I started to make excuswo chairmen of the women's divi-Huron County

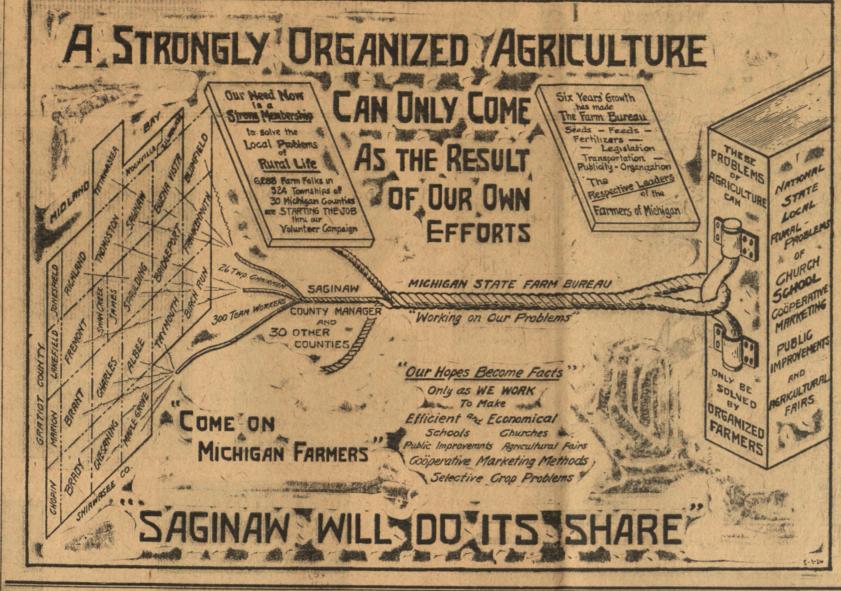
Big Farm Bureau rallies every- culture from being embalmed. nere. Gilbert Davis, Rubicon twp.

"There are many reasons why all farmers should be members of the Bureau, but perhaps the editor is short of the s

Branch County "Principles have been formed finally, "I sure does want a job which stand for progress. If they mighty bad, but the fact is, I ain't it will be because we have e membership sign up. Branch unty youngsters are in a prize esould Join the Farm Bureau" and straw hat cleaner. ey're asking everybody some real

estions. Cass County Frequently the recent Farm Buu rallies have averaged more than 0 in attendance. Speaker Fred ells of the Michigan House of Repsentatives, is to be a volunteer arm Bureau membership team orker. The teams in one township ere are made up of man and wife. veral other townships are considing the idea. The editor of the assopolis Vigilant, a Farm Bureau ember from the beginning, is takg a great interest in the campaign. veral Cass county ministers are ing to preach Farm Bureau serons. They have applied for memership in the organization. In uthwestern Michigan counties ny township team organizations having meetings at some farm me to discuss the Farm Bureau id its program.

Patience is a virtue and even that be taxed.



SIX GREAT	FARM	QUESTIONS	THAT MUST	T BE	ANSWERED	
		50 Yes		<b>自为</b> 其他,是		

What are They?	Country School Selective Production Public Improvements Country Church Co-operative Marketing Agricultural Fairs	?
Who Cares?	Farmer's Wife—Our Boys and Girls—Our Neighbors —Our Country	2
NO	We can't solve these problems individually—Nor by waiting—by hating—by proxy	NO
YES	These great Farm Questions must be answered by Organized Farmers—We must think carefully—Work faithfully—Start now—Be friendly—and stick to the job	YES

# Get On a

they said. County Manager on county's numerists, also a Fluron cerpts of both Brothers and we meet with a lot of odd and pe county team member, tells us the increasing somewhat. Medium size we meet with a lot of odd and pe E. Crosby invites all members in proper procedure for getting your- hens and 2 to 3 pound broilers are in culiar folke, but the ones that boths township to his home for an ice self onto a Farm Bureau member- best demand. eam supper and to talk over the ship workers team in a letter to the eam supper and to talk over the Editor of the News. Observe how gracefully he comes over the fence, and what he says next:

"The Farm Bureau is about to pull anchor and make another memons good. Getting a big meeting bership voyage in our county. Qui illiam Rainey Bennett address at tial lieutenant called on me and placed their stamp of approval upon me as a driver. The stage is set in our unit. I made the excuse that I Seventeen out of 18 township or- was behind with my work and it was anizations headed up and ready for a late spring and so on, and so or. eam school. Two membership but they informed me there was rizes up. Banks offer \$25 for ban-plenty of time yet for buckwheat and let to township showing largest branded me in spite of protests and

clude husbands and wives of team es for not getting behind my own orkers. Eighteen township teams organization. They were light and etting ready to eat and sympathize superficial and under sound arguth the other 17. Hillsdale has ment disappeared like any other il

on of campaign workers, one for you in the near future for your member east and the other for the west bership, don't stand and stroke your nether lin beard and gnaw your nether lip Join and do your bit to prevent agri

ganization for about 27 counties is tion one tonight: It cannot be denied but that a new one has been set up but that a new one has been set up in agriculture since the Farm Bu-

#### Detroit Poultry Utah Publisher's Unique Market

As given by Mich. Farm Bureau Poultry Exch., 2610 Riopelle street, May 20, 1926:

A. P. Ballard of Ubly, one of Hur-half of this week was very slow. Rebunty's numbrists, also a Huron ceipts of both broilers and hens are In our travels from day to day

rollers, Poorly feathered and small ens, Ordinary, 4-5 lbs. .... ens, Extra heavy, over 5 lbs. tags, Colored .

EGGS White Hennery Fresh Receipts

Inexperienced

Down in Texas the short cotton crop forced a large number of counry negroes to the cities. One of them applied for a job at one of the large employment agencies.
"There's a job at the Eagle Laun-

dry" said the man behind the desk, The applicant shifted uneasily

Another zero hour finds a man on of the Women's division of the Me-Mrs. Eugene Ladner is in charge contest on "Why My Father the way home with a package of costa County Membership workers organization.

#### ORGANIZE FOR OFFENSE

"Organize for Defense? Yes, but that is not enough. Farmers have heretofore thought only of organizing for defense. That will not get them any place-just defending their rights. That means tagging along behind the other fellow. Why not organize for offensewhy not set up some standards of our own moving them forward from time to time and then defending that position? The biggest and oldest business in the country might well be more assertive."-O. E. Bradfute, former President the American Farm Bureau Federa-

# Rate Card Meets Need

er us most are those who are al-Neither leghorn or colored broilers ways wanting us to say something weighing under 1½ pounds are "nice" about someone, who everywanted by the buyers. prollers, Barred Rocks, 2-3 lbs.....48-50 friends become quite provoked when they fail to see these wonderful writers, R. I. Reds, 2-3 lbs.....46-48 rollers, R. I. Reds, 1½-2 lbs....46-44 rollers, White Rocks & Buffs, 2-3 lbs.....46-48 lbs....43-44 rollers, White Rocks & Buffs, 2-3 lbs.....43-44 lbs....43-44 lbs....43-44 lbs....43-44 lbs....43-44 lbs....43-44 lbs....43-44 lbs.....48-50 lbs....48-50 lbs.....48-50 lbs....48-50 lbs.....48-50 lbs....48-50 lbs....48-50 lbs....48-50 lbs....48-50 lbs....48-50 lbs....48-50 lbs....48-50 lbs....48-50 lbs....48-50 lbs. 43-45 on their having their stories publish ed, we have made up the following rate card, which we trust will no be considered too exorbitant. will not deviate from the price, but age of our earnings toward founding an asylum for those feeble-mind ed persons who believe an editor has a soft snap.

For telling our readers a man is a successful citizen, when everyone knows he is a lazy vanting fellow as one who is mourned by the entire community, when he will

only be missed by boozers. . 10.13 Referring to one as a hero and a man of courage and one who stands by his convic-tions, when everybody knows he is a moral coward

and would sell for a dime ... Referring to some gossipy female as an estimable lady, whom it is a pleasure to meet and know, when every man in town would rather see Satan coming. ambasting the daylights out of John Barleycorn, at the behest of the local dry forc-

Vhoopin 'em up for the repeal of the Volstead law in the interest of the local white mule club Referring to a deceased mer-chant who never advertised

and who was too stingy to contribute toward needed improvement as a leading citizen and a progressive "You cannot build an organization Rapids Press.

on protest; you have to build it on affirmation. The whole progress of civilization is what has come from a mighty affirmation.—Lucius E.

"All progress is in the sense of service that lies in Man. The interest of people in one another is the broadest and deepest basis of all hu-man association."—Miss Mary Min-

"The man who succeeds as farmer is the man who has agriculture in his spirit."-Lucius E. Wil-

"The Farm Bureau organization must have a soul if it is to live and be perpetuated."-M. L. Noon.

"What is worth so much as men-tal and spiritual stimulation?"—Lu-cius E. Wilson,

# **NOW BROADCASTING** LIVE STOCK MKTS DAILY FROM WKAR

Detroit and Buffalo News Given by Mich. Exch. And Producers

Michigan State College radio staion WKAR is broadcasting the Deroit and Buffalo live stock markets every day at 12 o'clock noon, as furnished direct from the yards by the Co-operative Michigan Live Stock Exchange Commission Merchants at Detroit and the Producers Co-operative Commission Ass'n at East Buffalo.

The quotations or market situation on cattle, calves, sheep, lambs and hogs are telegraphed to WKAR by the co-ops at Detroit and Buffalo shortly before noon each day and are on the air within a very short

Phil Goldwater, publisher of the Bingham, Utah, Press-Bulletin, has published a new rate card for "special and private advertising," as follows: he man listening hours and possibly a day ahead of the newspaper reports for the same period.

> WKAR is always ready to be of service to its farm audience and was gtad to include this information in its daily noon program.

## **CLOTHES MOTH HAS AMAZING APPETITE**

we hope to donate a certain percent- Descendants of One Female Can Destroy 100 lbs. of Wool

May surprise you to know that the ost to this country of one timid little indoor moth is estimated at

\$200,000,000 a year. That, of course, is the clothes moth, the worms of which have such

an amazing appetite for wool, furs When you take out of the close in the fall that overcoat which you fondly expected would be good for another winter and find it riddled by moth holes, you'll accept without

question the statement that the busy descendants of one female moth can destroy 100 pounds of wool a year That is equivalent to all the wool grown by 13 sheep. And is another illustration of the power of little things.

Many methods for saving your clothes from the inroads of the woo eating pests are advocated-airtight containers, windows in the closet brushing and airing garments every fortnight, and all that.

But about the surest is to give away a suit or overcoat when it becomes old and dirty. False economy to hang on to old clothes, for they are just what the mean dispositioned moth likes best for breeding grounds -and then on to the new .- Grand

"We need attractive permanent homes where life may reach its finest levels and in which may be reared happy children and upright American citizens."—Calvin Coolidge.

"You cannot build a continuing rganization depending on voluntary nembership except as you teach the nembership to give to the organiza-ion rather than to graft from it."—

"There is a virtue in openness, in frankness, in the giving of confidence that particularly appeals American Judgment." O'Shanghnessy.

"It is not by mechanism, but by religion; not by self interest, but by oyalty that men are governed or covernable."—Carlyle.

## **Emergency Hay Crops**

If you have lost a seeding or have but little hay in sight, this emergency hay crop news about Sudan grass and millet is for you.

Sudan Grass is the best emergency hay crop. It makes very good pasture. A hot weather plant, it is planted about the same time as corn. It makes late summer hay or pasture. If cut early, prospects are good for a second cutting. Plant Sudan grass by broadcasting 20 to 25 lbs. per acre.

Millet. We offer Golden Millet and Hungarian Millet (for low ground). It is also put in about corn planting time, at the rate of 35 to 40 lbs. per acre.

Get these Farm Bureau Brand emergency hay crops seeds at your co-op. If unable to be supplied locally,

MICHIGAN FARM BUREAU SEED SERVICE Lansing, Michigan

# **Ensilage Corn**

85-92-96 per cent Test!

Sound, seed corn germinating 90 per cent or better means something this season when newspapers throughout the state are reporting very low germination for seed corn.

The Farm Bureau has limited stocks of high grade, high germinating seed corn for ensilage purposes. 'All these corns have been recleaned in our plant. Graded to run through the planter nicely. You needn't worry about tips and butts. One of these varieties will meet your requirements:

Farm Bureau YELLOW ENSILAGE A large growing, early maturing corn, produced in Nebraska. Will give big stalk with considerable grain over most of Michigan. This lot tests 96% germination, although we are using our standard guarantee of 90%.

Farm Bureau RED COB ENSILAGE Nebraska grown, 1924 seed. Good and dry. Will give somewhat heavier yield of fodder than Yellow Ensilage, but not so much grain. Actual germination 92%.

Farm Bureau EUREKA ENSILAGE A big Virginia grown corn, germinating better than 85% and is the genuine stuff. This corn grows tremendous

stalks, but NO GRAIN in this locality. For prices and other information regarding these and other Farm Bureau Brand Michigan adapted, carefully selected and tested seeds, see your local co-operative ass'n. If you can't be supplied locally, write us.

Michigan Farm Bureau Seed Service Lansing, Michigan

The Truth in Feeds



# 500 Farmers Agree On Four Things

It is interesting and profitable to observe what other men have learned in their feeding practice.

A short time ago we wrote to 500 representative Michigan farmers who have been feeding Michigan Milkmaker from one to four years and asked them what they had observed regarding this ration. The replies brought out many valuable feeding

experiences and feed combinations. We observed this: That in one way or another,

the writers' observations on the results of feeding Milkmaker could be summed up in four general statements:

1. Our cows are in much better flesh and condition. 2. We have a larger and steadier milk flow.

3. Calves are better developed and are stronger at

4. Cows are free from trouble at calving time.

Michigan Milkmaker's formula appreciates that the milk production of a cow depends upon her development from birth. Milkmaker's 13 milkmaking ingredients were chosen not only for immediate greater production, but for greater and more economical production two and three years hence. Cow testing records on Milkmaker fed herds are testifying as to the success of the formula.

We are not selling Milkmaker merely as a feed, but as the means to greater and more economical production, better herds and a better calf crop. Milkmaker, 24% protein, the original public formula dairy ration, guarantees 1,560 lbs. of digestible nutrients. Some 260 Michigan co-ops handle Milkmaker. Try a ton and watch your cows respond.

Michigan Farm Bureau Supply Service Lansing, Michigan

MICHIGAN

# Campaign Workers, Attend Your Team School for Help and Inspiration That Makes for Success!



ALLEGAN COUNTY TEAM SCHOOL in the eleven county volunteer membership campaign held in August, 1925. These folks gave a very good account of themselves.



IONIA WORKERS TEAM SCHOOL of the 1925 membership campaign. These folks are reading the News to see if you break their records of last year



200 CALHOUN MEMBERS AND THEIR WIVES made this county team workers school the powerful looking organization that it was. Calhoun rolled up a strong membership when these workers took the field.



TOWNSHIP DAY AT STATE FARM BUREAU SCHOOL, APRIL 21, 1926. Many of you workers were among the 387 folks who took part in this great campaign rally at State College a few weeks ago. They came from 34 counties. Agriculture organized like this can reasonably expect to solve any problem that it tackles.



J. W. NICHOLSON Former Michigan State Farm Bureau seed specialist who gave

in enactment of seed staining leg-



SIGNED 18 M. D. Buskirk, left, and E. T. Chase, Van Buren team workers, signed 18 straight by 3 p. m. of

their first day, Aug. 1925.

WHITE COUNTIES



MRS. WAGAR Speaker at many county rallies,

sees many women active in Farm











Carl F. Barnum

TEAM SCHOOL INSTRUCTORS. Two of the men shown above will be at each team school to instruct you in Farm Bureau matters and how to interest your neighbors in the organization's big program of rural advance. Your presence at the team school is a most import-



THESE YOUNGSTERS INTEREST US. These Boys and Girls Club champions, entertained at luncheon at State College by the Farm Bureau, are only a few of thousands of club boys and girls throughout the state and other thousands who should be in Club Work. The Farm Bureau endorses Club Work and makes much of it possible.





FARM BUREAU SPEAKERS. Many folks in the 30 campaign counties have enjoyed the addresses in recent weeks by Pres. M. B. McPherson (left) W. W. Billings (center), state director from Genesee county, Vice-Pres. M. L. Noon (right).



Truman Ainsworth, left, Clement Boomer, Genesee volunteer workers in the 1925 campaign, signed 35 members out of 37 pros-

pects in two days.



MILKING CONTEST at State College between N. P. Hull State Grange and Mike Noon of State Farm Bureau, Bathing cap slickers and one legged stools used. The crowd was wild, so well the cows. Contest, a tie.