

Behind the Wheel

With J. F. Yaeger, Director of Membership Relations

WE APOLOGIZE

If there is one thing a man has a right to feel proud of and insist that it be spelled correctly and pronounced correctly, it's his name. That's why we take this space in offering an apology to Mr. Julius Kratochvil of Grand Traverse County whose name we so badly misspelled in an article in this column a month or two ago.

MANAGEMENT

Those who have analyzed the problem state that good management is one of the prime necessities in the success of a co-operative venture. There are a number of outstanding co-operative managers of farmer owned institutions in Michigan and among them is Mr. Roy D. Ward of the Farmers Co-op Ass'n, Inc., at Dowagiac.

The 9-page printed report distributed to everyone not only gave a financial statement, but enumerated the year's progress so all could understand. And there has been progress, make no mistake about that. The plant has been rebuilt in part and expanded, a service rendered in the community, and dividends earned and declared.

WHAT IS MR WARD'S ATTITUDE? We quote from his report: "I like to think of this co-operative group as one large family; interested in the things that go to make a good individual, a good home and a good community."

COMMUNITY PLAN A unique experiment is being tried in Cass county in the neighborhood of Dowagiac. It is known as the Dowagiac Community Plan. It has no definite purpose except to be of community service, especially in an educational way.

Co-operating with the schools, the plan, under the direction of Mr. Leeds Gulick, and with the assistance of Lyle Anderson, agricultural teacher in the Dowagiac schools, looks forward to a series of adult night-school classes. Classes offer everything from speech training to a study of farm accounting. Courses sprout as the demand grows and die as rapidly if there is little or no demand.

BASEBALL Over in Bay county, Agricultural Agent W. E. McCarthy likes to recall the days when he played professional baseball. "I never became a big league star," says Bill, "and perhaps its just as well. After all the professional life of a baseball player is rather short and unless his income is large for those few years, he hasn't much to show for it when he's done."

He said his forced retirement from the game came as the result of injuring his arm in a sand lot game which he was playing "just for fun!" "I didn't think much of it at the time, thought my arm would get better soon, but it didn't and that was the end of professional baseball for me."

EVERYBODY GETS HIS BEFORE THE FARMER

That Fact Stands Out Boldly to Committee Investigating Milk Industry

By MRS. EDITH M. WAGAR "How soon will we be getting more for our milk?" This question is asked members of the Milk Marketing Study Commission whenever they meet a producer in the Detroit area.

It is a question that none of us can answer for we were not appointed for the purpose of setting prices on milk, or to put into effect any law or rule governing the production or sale of milk or its products.

We are a group of people, 34 in number, representing not only the producer but also the consumer, the distributor, labor and the state government. Our duty is primarily to find the facts on all sides of the question, decide among ourselves as to just what is wrong in the business, and then to recommend legislation to the present state legislature that will tend to correct evils now existing, and at the same time protect the industry in the future.

Milk Situation Chaotic The outstanding fact brought out in the open so far is that the milk situation in the Detroit area at least is in a chaotic condition, not only from the standpoint of price paid the producer, but the distributing end is meeting with troubles of its own.

There has been a special investigating committee appointed by the Governor working on this problem since last July and its report has assisted us tremendously, for this committee made visits to not only the offices of the producer organizations but to the different types of distributing agencies.

You may be interested in some of the high spots of this report. I know I was, and have found it most useful in formulating conclusions.

The Detroit Area Milk goes into Detroit from an area of about 100 miles in every direction except from the East, which is Canada from which no milk is bought. A very small amount is shipped in from Ohio.

Approximately 15,000 producers supply this milk. Out of a 750,000,000 pound annual supply, about three-fifths of it has been sold as fluid milk. Each producer must live up to the sanitary requirements of the Detroit Health Department or he is shut off from this market.

There are 59 distributors licensed to sell fluid milk in Detroit. They have a total of 1,629 delivery wagons. Two distributing agencies handle about 45% of the business in this market at the present time. In 1915 there were 158 milk dealers in Detroit. Mergers consolidations and regulations have caused a gradual decrease.

What Labor Takes There are two labor unions in the dairy industry in Detroit today. One with about 200 members is affiliated with the A. F. of L. and the other of from 2,500 to 3,000 members is tied up with the C. I. O.

Under contracts, drivers on retail routes are paid \$12.00 per week, plus 14% of their collections. They work 6 days a week with a special man on the 7th day who receives \$5 a week, plus 1/6 of the average earnings per week of the routes in his group.

Wholesale drivers receive a basic wage of \$15.00 per week plus 5% commission on bottled goods and 3% on bulk goods. The minimum pay for plant employees is \$36.00 per week. The men get two weeks vacation with pay.

The cost of operating a country station is about 9 cents a hundred. The cost of country station operation and the hauling charges are matters that might well be looked into, for there is a question that does not appear quite right on the surface as to whether the producer is charged more than the actual cost for the service rendered.

Producer Last in Line Now when it comes to the price paid the producer, we cannot help but see that everybody gets his before the farmer. The public wants cheap food and the distributor who offers milk the cheapest is the one who usually gets the business. When it comes to educating the consumers as to the true state of affairs concerning milk, we find we have done a mighty poor job of it.

Consumers Don't Know The thinking class of consumers have no idea that we are receiving the lowest price for milk since 1933 and at no time in 20 years excepting 1932 and 1933 have we received less than at present. In 1918 the average price for the year for 3.5 milk was \$3.25 per cwt., and in 1920 we received on an average \$3.50 for the year.

But many things have happened since to get us just where we are. The price at that time was so attractive that everybody wanted to go into the dairy business and those who were already in, wanted to increase their business to full capacity.

There was not the cutthroat competition among distributors that we

Won Platform Honors at New Orleans



Mrs. Della Justice Norton of Montana and the western region of the American Farm Bureau won first place in the women's speaking contest at the convention in New Orleans in early December. Regional finalists included Mrs. Frank Whitcomb of Vermont, extreme left; others, left to right, Mrs. S. J. Chandler of Alabama, and Mrs. Porter Oistadt of Minnesota, who won over Mrs. Esther Smalligan of Michigan.

FIELD SEEDS SITUATION IN JANUARY

Good Alfalfa Rather Scarce; But Great Plenty of June and Alsike

By ROY W. BENNETT Farm Bureau Seed Service

The year of 1938 has just passed. We have been referring back to 1937 to see just how some of our predictions turned out, and were surprised to find how well some of them came true.

In 1937 we had plenty of seed to go around. 1938 was a good seed year for June, mammoth, alsike, and sweet clover, but alfalfa in Michigan was a small crop and of very poor quality. However, other production states as well as Canada produced a fine quality of seed. In Idaho the quality of alfalfa seed was good, but the production was small. It seems like the price of adapted United States and Canadian alfalfa seed should be a big factor in regulating our Michigan alfalfa prices this year.

So, let's not get our small crop of alfalfa prices so high that we will have a carry over! It is now out of line in price with clovers, and adapted alfalfa from other states.

Michigan has about a two years' supply of June clover and alsike, so this is the year for the Michigan farmer to put in some red clover that he has wanted to sow for the past three years, but the price was too high.

The time is coming and not far off when weed control will be enforced in seed producing states. One of your New Year's resolutions should be to fight the weeds that are making inroads on your farms. It will not be many years until the farmer may be compelled to clean grain free of weeds before sowing and then clean up fence rows and fields. If your fields are clean, help your neighbor to see where he is wrong in letting his weeds go to seed, then you and your neighbor will be a long way from having weed eradication forced upon us.

A word about mixed seed—We have been putting out warnings from year to year about cutting pasture crops for seed. 1938 is the year when mixtures showed up. Sweet clover is in most everything. Alsike is in red clover—red clover in the alsike—alfalfa in sweet—sweet in June—and what have you. The late Dr. Beal of the Michigan State College said a plant out of place in a field is a weed. A red clover seed in alfalfa is a weed, so far as pure seeds are concerned, as it is out of place. We do not call them anything but "other crop seeds," which in a way is wrong.

Weed seeds are scattered over farm land by several different methods. Among those methods of scattering weeds that we can do something about are:

- 1. Sowing poorly cleaned forage crop seeds.
2. Cheap scratch feeds containing weed seeds.
3. Ground feeds containing seed and grain screenings.
4. Scattering screenings taken out of cleaned seed.
5. Sowing grains not properly cleaned.

There are probably many others we do not know about, but just remember bargain seeds help scatter weeds.

Hybrid Corn Michigan is now just where other states were last year, the dumping ground for hybrid corns.

1938 had a long ripening fall and most hybrids came through with flying colors, but had we had a killing frost the 10th to 15th of September, how many hybrids from other states could you depend upon?

Experience is the best teacher, but it costs money. We could say after an early frost, "We told you so," but both replies are too late after seed is in the ground.

Of course if you buy late maturing hybrids, depending on ripening them every year, it might be a good idea—

FARM BUREAU To Agriculture, Labor and Industry

Resolution Adopted at New Orleans Convention, December, 1938

DEMOCRACY AND BALANCE

We renew, with increased emphasis, our previous pledge of loyalty and devotion to the principles of liberty and justice which the founding fathers of our nation so clearly set forth and so valiantly defended in our Constitution and the Bill of Rights.

The world tide is running against democracy. The institutions of free speech and the right of the individual to life, liberty and the pursuit of happiness which farm people have always supported to the fullest degree, are on the defensive all over the world. The doctrine of the submission of the individual to an all-powerful state is making fearful inroads on democracy.

Every farmer knows that the best way to kill weeds is to cultivate and grow such a luxuriant crop that the weeds cannot obtain a foothold.

We believe that the way for America to defend democracy and kill the weeds of all "isms" but Americanism, is to make democracy work better. The foundation of democracy is opportunity—opportunity for young people to get a job, establish a home, and to look forward to getting ahead in proportion to their ability and effort; opportunity for all of us to live in security and to receive an honest day's pay for an honest day's work.

Opportunity has been too much curtailed in America by the insidious growth of special privilege, which has been used by speculators and by monopolistic industry, and later by monopolistic labor, to secure for themselves a larger share of the national income than is justified by their contribution to society.

The extreme present day practices of certain groups of organized labor to secure unreasonable shortening of hours and increasing of hourly wages leads to an increase in industrial prices and a corresponding decrease in the total consumption of industrial products. The practice of some industries to pyramid such enforced wage increases into the price of their products is even less defensible.

We believe the interest of labor as well as the national interest would be better served through placing much greater emphasis upon the justice and importance of maintaining an adequate annual income for labor earned through increased production rather than keeping chief emphasis upon an hourly wage. We believe also that industry should recognize that its interest as well as the national interest, requires placing greater emphasis upon volume production and total profits rather than depending upon the profit on the unit of production.

Organized farmers have always recognized the right of labor to organize as it deems proper for the purpose of collective bargaining with their employers and that workers are entitled to fair wages and reasonable working conditions. Farmers also believe in a reasonable return on honest investment and the security of human rights and the ownership of property. The tactics used by some labor groups to force their demands by ignoring property rights, obstructing an orderly flow of goods and services to groups not involved in their disputes, that ignore duly constituted authority; that fail to recognize responsibility and disregard contracts; and the alien and racketeer influences which too often operate in the name of organized labor, all combine to obstruct recovery, and must be quickly corrected if labor is to have the respect and sympathy of farmers and the general public.

Many groups of industry must likewise show a more cordial readiness to respond to peaceful and fair negotiation and decision where the rights of labor appear to have been ignored.

The national welfare requires an immediate adjustment of our economic system so that the masses of the people can absorb or consume a much larger volume of both industrial and agricultural products. This can be accomplished only when prices, profits, and wages are in such fair relationship that one group can buy what another produces.

It is a fundamental truth that when one man gets a dollar that he does not earn, someone else must earn a dollar that he does not get. Organized farmers under the leadership of the American Farm Bureau Federation have seen clearly the necessity of balance among groups.

Our nation cannot survive, much less achieve an enduring prosperity if it maintains a high price level for industry, a high wage level for labor, and a price level for agriculture on a much lower plane than for the other two major economic groups.

The parity price concept of agriculture, as embodied in the Agricultural Adjustment Act of 1933 and earlier legislation, recognizes the fact that only by the free exchange of goods and services between groups on a fair price and income basis can we hope to achieve and maintain prosperity.

Believing as we do that recognition of these principles by all groups, and translation of such recognition into action, is the only way out of our economic difficulties, we respectfully urge the President of the United States to call together representatives of industry, labor, and agriculture selected from a list of those recommended by the duly selected leaders of the three major economic groups, to discuss a program of action designed to promote economic balance between these groups on a basis that will permit full utilization of our great productive resources and we further urge that in view of the serious effect of the present maladjustment, these representative leaders be kept in session until they have agreed upon such a program.

just as a precaution, if you do not have a silo, to build one for the years they may not mature.

Clean straw makes a good mulch for strawberry plantings and helps protect them from winter damage.

Expect Much from 60th Legislature

Party in Power Has a Big Majority in Both Houses; Farm Bureau Will Present Rural Point of View

The 60th Michigan legislature, which convened at Lansing on Jan. 4, is getting away to a good start and prospects are encouraging for a constructive session. Senators and representatives impress an observer as being capable, conscientious and anxious to co-operate for real achievement.

There are signs that point toward a fruitful session. The party now in power has a big majority in both branches of the legislature. In addition it controls all but one of the elective state offices. If this administration fails to make a good record it can present no alibi as to any legitimate cause of deadlocks or lack of co-operation between various branches of state government.

The senators revere their veteran president, Lieutenant Governor Luren D. Dickinson. The representatives seem equally loyal to their newly-elected speaker, Representative Howard Nugent of Huron county.

The governor's message to the legislature, delivered personally by Gov. Frank D. Fitzgerald before a joint session of the senate and house, Jan. 5, was very favorably received. Some of the high-lights of the governor's message are printed in connection with this article.

Manifold knotty problems confront the lawmakers. A method for insuring industrial peace must be formulated. The budget must be balanced and some means devised for taking care of a staggering deficit. Every special interest will be making demands for preferential consideration. The public has formed the habit of demanding an ever increasing measure of service from all branches of government.

From Gov. Fitzgerald's Message to Legislature

In his message to the 60th Michigan legislature on Jan. 5, Gov. Frank D. Fitzgerald made these statements:

"The mightiest forces in the land are labor, agriculture and industry. Each is dependent upon the other. So closely are they interlocked, that when one falters, so do the others. When industry ceases, labor becomes poor, and the farmers' market is destroyed.

Labor "A majority of the people of Michigan have voted emphatically that they want no more illegal disorders. Sit-down strikes are illegal . . .

"The people want peace and prosperity and order. To that end, I recommend the enactment of an effective labor relations act . . .

Gov. Fitzgerald then outlined 13 provisions for a labor act, including a non-partisan, labor relations board of five members, charged with mediation of labor problems. Sit-down strikes and acts of violence would be punishable by law, as would attempts by employers to break a strike by force.

Agriculture Quoting again from the Governor's message:

"The farmer, under the governmental experiments now in vogue has almost lost control of his acres . . . The creation of markets for his products will most speedily restore him to his independence . . . I recommend an advertising appropriation of \$25,000 for agricultural products. This should be matched by associations representing the various crops adaptable to promotion.

Finance "Extended payrolls and other expenditures have dropped Michigan from a fiscal standing at the top of the list (Continued on page 3)

The Michigan State Farm Bureau will serve its membership and Michigan agriculture in general by observing developments closely and keeping farm folks informed as to what is happening under the capitol dome at Lansing. The ranks of the Farm Bureau legislative minute men have been strengthened. A network of these alert volunteers has been mobilized to keep the farm folks in their communities informed as to timely developments at Lansing so that the local people may express their views to their lawmakers while legislation is in the making.

The Farm Bureau will endeavor to assist senators and representatives to understand rural demands and aspirations. The lawmakers will be furnished with a copy of the resolutions relative to state affairs adopted at the recent annual meeting of the Farm Bureau delegates and from time to time the application of these resolutions to specific measures will be emphasized.

Every effort will be put forth to maintain the progress achieved during the past few years. Every scheme to saddle highway costs and upkeep back onto real estate will be combatted. Payment of tuition and transportation of pupils from primary districts to high schools must be maintained if we are to have equality of educational opportunity.

The reports of the special commissions which have been investigating tax revision and the marketing of dairy products are being eagerly awaited. They will merit the closest scrutiny of farm folks.

A complete copy of the resolutions adopted at the recent annual meeting of the Michigan State Farm Bureau was printed on page 5 of the December issue of the Farm News. Those resolutions constitute the platform and program of the organization for the coming year.

Powell Takes Over Legislative Work

Succeeds R. Wayne Newton, Who Accepts Position With Retail Group

Stanley M. Powell of Ionia, one-time legislative representative for the Michigan State Farm Bureau (1921-27), resumed that work for the 1939 session of the legislature and thereafter by action of the State Farm Bureau board of directors at its regular meeting, Jan. 4.

Mr. Powell succeeds Mr. R. Wayne Newton, Farm Bureau legislative counsel since 1929. Mr. Newton resigned recently to accept the managing directorship of a statewide retail business association.

Mr. Powell is particularly well qualified to carry on the work. Added to the background of his previous experience, he was a member of the house of representatives in the legislature in 1931 and 1932. He is a member of the executive committee of the Michigan State Grange, and president of the Michigan Country Life Ass'n. He is chairman of the Production Credit Ass'n district committee for 8 PCA

groups in Michigan. The committee represents the group to the St. Paul office of the Farm Credit Administration. He is an officer of state and national Shorthorn Breeders Ass'n's, a director of the West Michigan Fat Stock Show Ass'n, and has a number of other agricultural connections. For 1 1/2 years he has written the "Notes from Ingleside Farm" articles appearing in the Michigan Farmer.

Name McPherson Director Upon becoming an employe of the Farm Bureau Mr. Powell resigned as a director of the Mich. State Farm Bureau and as a director of the Farm Bureau Services, Inc., and from the executive committee of the Farm Bureau.

The Farm Bureau directors appointed former director Melvin B. McPherson to fill the vacancy on the Mich. State Farm Bureau board. Farm Bureau director Charles Woodruff of Hastings, Barry county, was named to fill the vacancy of the Farm Bureau Services board caused by Mr. Powell's resignation. Mr. Woodruff also takes Mr. Powell's place on the executive committee of the State Farm Bureau.



S. M. Powell



M. B. McPherson Bureau board.

MICHIGAN FARM NEWS

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EINAR UNGREN, Editor and Business Manager

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What Folks Really Think

How far will agriculture, labor and industry go to help each other to a better share of the national income? As you may have suspected, not very far. It is stated rather plainly in the inter-change of ideas on the subject by representatives of these groups at the American Farm Bureau convention at New Orleans. Their addresses are summarized on page 4.

When food prices are low in the cities, we don't believe labor or the public give a hoot how the farmer is coming out on the deal. Times are hard in the cities, of course, and the farmer's plight may be at the bottom of it. But our observation has been that in good times or hard times, consumers and other urban groups don't worry about the farmer. They worry about themselves. Farmers worry about their own businesses and have nothing to give away to other groups.

Mr. Harriman, president of the U. S. Chamber of Commerce from 1932 to 1935, is a distinguished leader in business and no doubt represents a very liberal viewpoint. He gives complete support to a farm program, even to including a processing tax for financing it. Mr. Harriman also said that he believes organization of labor will come to all major industries, and the sooner the better. Business as a whole has not yet come to Mr. Harriman's viewpoint.

Labor, said Mr. Ogburn, is committed to a program of higher wages and shorter hours. It is to be done through organization directed at 40,000,000 wage earners. Business will take care of itself. It always has, and by organized effort.

Farmers can strengthen themselves by means of a business organization, such as the Farm Bureau. The New Orleans meeting reveals that we have an ally in that section of business represented by Mr. Harriman. Labor and the public are not hostile, but they aren't going to worry about our prices or problems. You'll have to do something for yourself.

Back On Congress's Doorstep

Farm prices are down so much from what they were that the farm problem . . . or what to do about farm prices . . . will continue to be one of the important problems before Congress.

Already some members of the United States Senate have indicated what they would do. Senator Frazier, North Dakota republican, has said that a group of republicans and democrats in both houses will work for retention of the soil conservation part of the Agr'l Adjustment Act, but will urge junking of the crop control features of the Act.

Senator Tydings, Maryland democrat, will demand a complete but so far undescribed change in the farm program. Senator Lee, Oklahoma democrat, will introduce a domestic allotment measure intended to get farmers cost of production prices on that part of major crops consumed in this country.

Senator King, Utah democrat, has opposed farm measures as a rule, and will urge discontinuance of all present farm programs, and let farmers find their own answer to low prices, surplus, etc.

Senator Murray, Montana democrat, will defend the present farm program as one that he believes has prevented a complete demoralization of farm prices. We will hear from other Senators and the House in Congress presently.

Make no mistake, the farm problem will be a major issue in the present Congress, just as it has been every year since the world war. The farmer wants good prices. How to get them without interfering in any way with his capacity to produce is a problem indeed. Congress would like a workable plan that would do just that.



The Old Tunes Are The Best

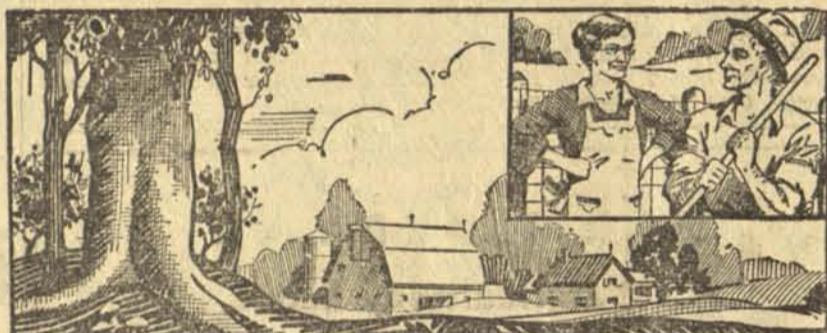
I never could play music, but I like to hear it done. And of course I have my preferences the same as anyone. I do not care for fancy tunes with lots of curlycues. But a good straight forward fiddle jig is something I can use. I like to sit and pat my foot before the radio, And the tunes I pat the loudest are the old ones that I know.

We have heard some dandy concerts, I and Martha, once or twice. We have heard some big-town orchestras, and some was mighty nice. And I've often said to Martha that the better bands you hear. The more they play the good old tunes that everyone holds dear. The great band leaders aren't ashamed to render Old Black Joe. And just a Song At Twilight When The Lights Are Low.

There are crooners by the thousand. There are swing bands by the score. But I do not like their racket. As I may have said before I get no consolation and no lift along my way. From the syncopated com-pah that infects the air today; But I love the peace and comfort and the soft heart-warming glow in the well-remembered phrases of the old songs that I know.

We have heard some fancy anthems sung in churches large and small, For the sounds that moved us deepest sang the oldest songs of all. But the choir of runs and grace notes leaves us rather cold I fear. Till we find it hard to worship in that airy atmosphere. Oh, I'll bet the Angel Chorus sings in plain old meter tone. As they chant Jehovah's praises in the courts before His throne.

We're just a bit old-fashioned in our tastes, you may suspect. But we like the sort of music played that makes us recollect. We like a song so simple, and so genuine without. That it takes us back to singing school when she and I were small. We like a song so easy that we both can carry parts— One that starts old memories stirring in the cockles of our hearts.



Everybody Gets His Before the Farmer

(Continued from page 1.) find today. There have been times since April, 1937, that milk has been sold in Detroit as low as 5 cents a quart on a cash and carry basis.

Wages and Bonus Then again the labor costs must be taken into consideration. The plant man who gets a minimum of \$36 a week or \$1,872 a year with a two week's vacation may think he is not getting much. But, at the same time the farmer is getting only about \$1.50 per cwt. for his base milk and much less for the surplus. The milk plant employe can well be thankful that he has no investment whatever in his job. His working hours are limited for a day's work. If there's more work than he can do, somebody else will be provided to do it, and it will not necessarily be his wife or his children without added pay so that he may be able to keep his job.

We have no report whatever on what his maximum pay might be, but we note that one distributor just very recently banqueted his employees at the Dearborn Inn and distributed among them a bonus of 20% of the profits of the year. The checks averaged about \$70 each and the total amount equalled \$26,198.00. It only took a few moments of my time with a pencil to assure myself that that firm considered its profits for the year to be the mere sum of \$130,990. I would be interested to learn just all that was taken out for expenses before they arrived at that figure.

It certainly is a most bitter situation that we find ourselves in. I am getting to be more and more an advocate of direct marketing when I see how far the farmer has let his own business get away from him and into the hands of others who demand and take a profit no matter what the producer gets out of it.

AAA Licenses Help Producers There has also been brought to our notice that during the time that the Agricultural Adjustment Administration License was in effect in Detroit producers received a higher price than they did before its issuance or after its cancellation.

Under a similar license, Kalamazoo producers are getting a far better price than any other section in the state, altho there appears to be plenty of cheaper milk that might be secured and demoralize the market. This proves to me that we must have some control regulations protecting the producer as well as labor regulations protecting the labor involved, and at the same time the consumer should be protected from exploitation.

Now, what are we going to do about it? Well, we know we cannot ask for all phases of the milk industry to be corrected and regulated at one and the same time and expect we can get favorable legislation on it. We must ask for the fundamentals first and then gradually build the structure after the foundation is established.

Regulatory Body Needed We appear to be agreed to the necessity of a State Milk Commission of about seven members, representing every factor entering into the industry. This commission should be clothed with the power to make decisions regulating a fair price to the producer, efficient distribution and a reasonable price for the consumer. There are other phases that must be considered as time goes on if we ever get the industry on a satisfactory basis. There's much unsifted milk and sweet cream marketed in Michigan. Large quantities of this goes into butter and ice cream mix. This cannot help but keep the standards down.

Producers Should Agree One of the biggest drawbacks to favorable legislation is the divided opinion of the producers themselves. It is to be hoped that when the study commission has a bill ready for presentation that every producer and every organized farm group can and will speak as one in an effort to secure its passage.

It was indeed gratifying to learn that the Monroe county board of supervisors in session last week unanimously passed a resolution asking Monroe county's representatives in the legislature to work for passage of such legislation as necessary to give milk producers cost of production plus 10% profit. It is my understanding that other county boards have or are about to take similar action.

Farm Organization Opportunity Just at this time I feel there's no more important job facing our state organization than to use its utmost effort in securing satisfactory assistance for our milk producers.

Milk Commission's Pay To quiet the gossip that reflects on such study commissions, let me tell you that the ordinary every day producer sitting on that commission, does so, not for what he is getting out of it but because he's pushed back against the wall and knows something must be done or he's sunk. He gets his mileage and pay for his lunch, or rather he is to get it for the time he put in up to January 1st. He has had no assurance that he will get anything after that, altho his work is not completed. This is not right. The study commission needed these laymen—these folks who are most affected and who feel the pinch when the bottom drops out. They should have reasonable pay for their effort. The man on a regular salary gets his pay no matter where he is or what he is doing, but there are times when the other fellow is actually needed. Such discrimination in values tends to make dissatisfaction in organizations.

At best, punishment teaches a child only what not to do; wise guidance teaches him what to do the next time.

Behind the Wheel

(Continued from page 1) "Prayer At Eighteen"

"Lord God, "I have walked from agency to agency asking for work, and been refused.

"I have seen men, women and children standing in long lines in front of a stone building awaiting their daily rations. "I have rested in the public square and seen the seeds of agitation sown in the fertile soil of discouraged minds.

"I have welcomed the temporary respite of relief work, taking dictation from a college-bred man, himself a relief worker, who wrote of 'vocational maladjustment' and the 'minor tragedy of "blind-alley jobs" "I have waited upon death in a general hospital where children's very bones were dissolving because of malnutrition.

"I have known young boys with freckles standing out grotesquely against white faces and eyes glassy from hunger asking for 'housework'. "I have seen college girls, one a Phi Beta Kappa, who, unable to get positions in their chosen vocations, applied for Christmas work in a 5-10-15 cent store—and had even that refused them.

"I have watched hope, ambition, dreams die out of faces, to be replaced by resignation in the old, and by doubt and desperation in the young. "And I have felt a nameless terror creep into mine.

"Lord God, "Have I, and a million others like me, a destiny? "And if so, is it worth attaining?" The above lines, written by Margaret Cosgrove, appeared in "Rural America", Dec. 1938.

Letters to the Editor

Timely Comment in Readers' Letters

Mr. Editor:

Railway Brotherhoods As a Farm Bureau member and also a union member of the Order of Railroad Telegraphers, it is gratifying to know that there is a friendly relationship with the railroad brotherhoods (as stated in the section on Labor in the Farm Bureau's Resolutions, Nov. 11, 1938).

It may interest you to know, that with respect to acts of violence by other organizations, the railroad brotherhoods have had virtually no strikes in 26 years. The only exception was a strike on a small railroad in the south, which was settled in four days in favor of the workers.

Such a conservative writer as Mark Foote, Washington newspaper correspondent, says that the railroad brotherhoods and managements set a shining example for others to follow in the handling of labor affairs. . .

As a Farm Bureau member I heartily agree with you on no return to the farm property tax for financing roads. I am for no increase in the 15 mill tax limitation. . .

Yours very truly, F. C. Lee. Schoolcraft R-1 Dec. 12, 1938

Powell to Address Shiawassee Annual

Stanley M. Powell of Ionia, newly appointed legislative counsel of the Michigan State Farm Bureau, will address the annual meeting of the Shiawassee County Farm Bureau at the Clayton Potter home, 5 miles west and 2 miles south of Owosso, Tuesday afternoon, January 10, The Farm Bureau business meeting opens at 10:30 a. m., with a potluck dinner at 1:00. Mr. Powell will probably attend both morning and afternoon sessions. Mr. F. F. Walworth, secretary of the

Classified Ads

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

LIVE STOCK

REGISTERED HEREFORD, BULLS and heifers. Here is a nice selection. Sensible prices. A. M. Todd Co., Mertha, (14 miles northwest of Kalamazoo). (7-3-1f-22b)

O. I. C. S. OR CHESTER WHITES. Bred Glits, fall pigs, either sex, shipped or delivered on approval. Anywhere. Crandell's, Caro, Michigan. (1-4-1f-50b)

POULTRY

PULLETS! PULLETS! READY NOW. Certified Leghorns and Barred Rocks. Different sizes. Also R.O.P. cockerels. Write or visit Lowden Farms, P. O. Rives Junction, Mich. Location, Henrietta (Pleasant Lake). Farm Bureau members. (9-3-1f-50b)

BUILDING SUPPLIES

LUMBER, METAL ROOFING, PIPE, new and used. GUARANTEED usable condition. Stockyards Lumber Co., 4600 S. Halsted St., Chicago. (6-5-37-20f-15p)

BEEKEEPER'S SUPPLIES

BEE HIVES, SECTIONS, COMB foundations, etc. Outfits for beginners. Send for catalog. GRATING WAX for orchardists. Both hand and brush wax. BERRY BASKETS AND CRATES. MAPLE SYRUP CANS. Send for prices. M. H. HUNT & SON, 511 N. Cedar St., Lansing, Michigan. (1-11-42b)

WANTED—TO RENT FARM

WANTED—TO RENT FURNISHED farm. On shares. Have own help. Have farmed 30 years. Walter H. McCoy, Hinesa, R-2, Mich. (1-11)

FARMS WANTED

WANTED—TO HEAR FROM OWNER of farm or unimproved land for sale. Wm. Hawley, Bladwin, Wis. (1-11-16p)

FOR SALE—MISCELLANEOUS

MICHIGAN SEPTIC TANK SIPHON and bell as recommended by State College Agr'l Engineering dept. Build your own septic tank and sewage system. Install when tank is built. Installation and operation simple. Discharges automatically. Have been sold 16 years. All in daily use and giving satisfaction. Instructions with each siphon. Price, delivered, \$7.00 which includes sales tax. C. O. D. charges are extra. Farm Bureau Supply Store, 728 E. Shiawassee St., Lansing. (3-4-1f-60b)

MAPLE SYRUP EQUIPMENT

ALL MAPLE SYRUP MAKING and marketing supplies, including "Old Reliable" Felt Filter Bag for cleansing. Three color labels, thermometers, hydrometers, buckets, flat bottom pans, tin and glass containers. "KING EVAPORATORS" sap storage tanks sugaring off rigs, sugar moulds, etc. For catalog and prices write Sugar Bush Supply Company, Display room and office, 217 No. Cedar St., Lansing, Mich. (next door to State Farm Bureau) (1-1f-67b)

PHOTO FINISHING

AT LAST! ALL YOUR SNAPSHOTS in natural color. Roll developed, 8 Natural Color Prints only 25c. Reprints 5c. Amazingly beautiful. NATURAL COLOR PHOTO, Janesville, Wis. (1-39-1f-23b)

WORK WANTED

YOUNG MARRIED MAN WANTS FARM work by month. Experienced help. Dairy or general farm. Within reasonable distance of Stockbridge, Ingham Co. Robert Smith, Stockbridge, R-1. (1-11)

SINGLE MAN, 18, WANTS FARM work by month within 40 miles of Michigan. Dairy farm preferred. Just completed 2 years work on dairy farm in Michigan county. Gale Walton, Midland, R. 1, Mich. (1-11)

State Farm Bureau and the Commodity Exchanges

(Continued from page 5) motor, at least two years ahead of the industry.

5. Organized United Co-operatives, Inc., in co-operation with Farm Bureaus of Indiana and Ohio for blending best quality motor oils at reasonable prices and volume purchasing of other commodities.

6. The quality and price of Farm Bureau merchandise has established a standard for all competitors, thus resulting in general lowering of the price levels and improvement in quality of similar products handled by privately owned business.

7. Secured exemption from 3% sales tax on items used in agricultural production.

8. What are the future hopes of the organization? It is hoped that the services of the organization may be extended both by increasing the volume of business on commodities now handled and by adding new items as conditions may warrant or the needs of the membership may require.

As the membership becomes better informed on the co-operative method of merchandising and assumes its responsibility by insisting that Farm Bureau commodities are purchased exclusively by the local co-operative, the volume of business will increase, thus increasing the opportunity for further benefits, not only in quality

and price but also in making a strong farmers' organization that will stand for equality for agriculture.

Note—The above material is furnished by the various Commodity Exchanges. Questions regarding their activities should be sent directly to them. (To be continued next month)

Mid-West Creameries Meet Feb. 23-24

The sixth Annual Meeting of the Mid-West Producers' Creameries, Inc. will be held February 23rd and 24th at the Oliver Hotel, South Bend, Indiana. This annual two-day meeting will be attended by managers, buttermakers, directors and delegates from the member creameries located in Indiana, Michigan, Illinois, and Tennessee.

An interesting program is being prepared for the first day. This will be followed by the usual banquet in the evening. The second day of the meeting will be devoted to a business session during which time reports of the activities of the organization for the year 1938 will be given. Election of new directors will also take place. The present officers are C. A. Brody of Constantine, Michigan, President, and O. A. Swank of Orleans, Indiana, Secretary.

The net railway operating income of the Class 1 railroads in the first ten months of 1938 was at the annual rate of return of 1.24 per cent on their property investment, compared with 2.42 per cent for the corresponding period in 1937.

Shiawassee Farm Bureau, will report a very good year for the local organization. The group is urging all members to attend the annual meeting. Railway taxes amount to almost one million dollars daily.

Growing boys who are active in sports may safely absorb more than 4,000 calories in their food each day, which is probably twice as much as their mothers need and even much more than their fathers eat.

MORE EGGS

EXTRA lactoflavin in laying hens' rations stimulates egg production—especially in the winter months. Research scientists feeding laying flocks at California Agricultural Experiment Station have proved this. And many practical poultry rations—supposedly complete in all nutritional essentials—do not contain enough lactoflavin for highest egg production.

Flaydry, the original lactoflavin supplement, provides feed manufacturers with a rich source of lactoflavin, of biologically proved value, derived entirely from milk.



Write for full information on how Flaydry brings to laying flocks the added lactoflavin needed by flocks to produce more eggs.

GROWTH • HATCHABILITY • EGG PRODUCTION THE BORDEN COMPANY Special Products Division 350 MADISON AVENUE, NEW YORK, N. Y.



44,500 farm and town automobile owners in Michigan are insured in this company DRIVE SAFELY & CARRY INSURANCE THAT PROTECTS YOUR INTERESTS State Farm Mutual Insurance Co. Bloomington, Illinois STATE FARM MUTUAL AUTO INS. CO., Mich. State Farm Bur. State Ag'y, 221 North Cedar St., Lansing, Mich. NAME ADDRESS Please send information about auto insurance.

You Can Always TELEPHONE

Snow may block the highways . . . the thermometer may read zero . . . or rain may be flooding the roads and be freezing to make travel perilous.

But You Can Always Telephone!

It is comforting to know, too, that regardless of weather or time of day or night, the doctor, veterinarian and neighbors are as close as your telephone. Aside from its value in social and business activities, the farm telephone offers priceless protection.

MICHIGAN BELL TELEPHONE CO.

HUNDREDS OF THOUSANDS OF POULTRYMEN

here and abroad are feeding pilot brand oyster shell to their poultry flocks. It is by far the largest selling brand of oyster shell in the world.



Modernize for keeps with CONCRETE



FREE information on designing and building concrete floors, foundations, driveways, milk houses, steps, well curbs, etc.

DO your repairing and modernizing this year with concrete—and know that it's done for all time. Concrete costs so little and is so easy to use! Write today for our valuable booklet "Permanent Farm Repairs." It contains a host of suggestions... what to do with concrete and how to do it.

PORTLAND CEMENT ASSOCIATION Dept. W-1, Olds Tower Bldg., Lansing, Mich. Please send free book, "Permanent Farm Repairs." Name: P. O. R. R. No. State:

FARM PROGRAM IN PRESIDENT'S MESSAGE

Asks Congress to Improve Farm Plan & Protect Agr'l Income

President Roosevelt in his message to the 76th congress on January 4 summoned the nation to prepare economically, socially and with military readiness to meet changed world conditions brought about by the policies of dictator nations. Only through such preparedness, said the President, can we live with assurance that the United States as we know it will be safe.

On the economic side of the question, the President said:

"We want to get enough capital and labor at work to give us a total turnover of business of at least 80 billion dollars a year. At that figure we shall have a substantial reduction of unemployment; and the federal revenues will be sufficient to balance the current level of cash expenditures on the basis of the existing tax structure. That figure can be attained, working within the frame work of our traditional profit system.

"The factors in attaining and maintaining that amount of national income are many and complicated. . . .

"They include a perfecting of our farm program to protect farmers' income and consumers' purchasing power from alternate risks of crop glut and crop shortages."

The 25 words in the preceding paragraph constitute the President's statement of his continuing farm policy to the new congress.

President Roosevelt observed that in 1938 the national income was 60 billion dollars, and said:

"It is my conviction that down in their hearts the American public—in industry, agriculture, finance—wants this congress to do whatever needs to be done to raise our national income to 80 billion dollars a year."

Labor, Industry and Agriculture

(Continued from page six) that was not possible. And the same thing is true when we talk about farm prices. We tell you, of course, we will give you higher prices, and tell the city folks they are going to pay less. That is not so.

But, we can strike a proper average by giving the farmers parity, and that is the only factor in this entire problem that may have to be fixed artificially. Perhaps not; but I believe that that one factor may have to be determined artificially, and when that is done most of your troubles will be over.

Laguardia's Suggestions (1) My suggestion is, first, to give industry the stability that it must have a program adopted by Congress that industry and business will know will not be changed for four or five

For Distinguished Service



President O'Neal presented the American Farm Bureau's annual award for distinguished service to agriculture to Mrs. Abbie Sargent of New Hampshire, women's leader in the Farm Bureau for many years, and to Dr. William I. Myers of Cornell University, and until recently governor of the Farm Credit Administration. The awards were made at the American Farm Bureau convention at New Orleans in early December.

years. I think it is possible to draft such a tax bill. I concede, of course, that one Congress can not tie the hands or bind another Congress. But only one-third of the Senate changes each year, and a commitment on the part of the Senate to a five year program would satisfy and reassure American industry. We talk about high taxes; there too we are in a vicious circle. We are going to continue to have high taxes as long as we continue to have bad times with several million people out of work and the government compelled to support them.

(2) I would suggest that labor, after getting together, embark on national agreements with industry, pledging no interruption of service for any jurisdictional dispute in labor itself. Also to pledge to respect its agreement and not permit any breach of that agreement on either side. That would give industry an opportunity to estimate accurately on its cost of production.

From Gov. Fitzgerald's Message to Legislature

(Continued from page 1.) of states to the bottom. . . . There must be a combined effort . . . by all state officials to cut millions of dollars from state payrolls.

Civil Service "I believe firmly in the merit system in state government. I shall oppose vigorously any attempt to undermine the principle of civil service.

Revenue "There should be no new taxes. We must begin living at once within our income.

Auditing "That there may be less confusion in state accounts, I advocate the returning of all accounting to the place where it belongs, to the auditor general.

Education "I advocate changes in the school laws which will safeguard us against the invasion of the rights of children. I propose that you increase state aid for schools to \$45,000,000 a year, for each of the two next fiscal years. I urge that you set this money aside in a special fund, earmarked as definitely and as firmly as are highway or conservation funds, so there may be no tampering or borrowing.

Welfare "A welfare reorganization measure, embracing the meritorious features of the bill rejected by the voters in the November election, should be enacted. Consolidation and simplification . . . is highly desirable. . . . The objectionable features of the bill . . . should be removed—particularly those denying local authorities proper authority in the matter of passing upon the eligibility of applicants.

Highways "In view of the depressed condition of the state's funds, I do not favor further appropriations from the general fund for highway purposes. The state cannot afford these grants. I am opposed to any increase in taxes on automobiles or motor vehicle fuel or accessories."

Isabella Ann'l Meeting

Isabella County Farm Bureau annual meeting was held at the Community hall, Mt. Pleasant, Dec. 6.

Officers elected: president, Mr. Farmer; vice-pres., Mr. Maxwell; Sec'y-Treas., Mrs. E. F. Block; directors, Mr. Tripp, Paul Spencer, Mrs. Wheeler, and Jack Murphy. The Jr. Farm Bureau elected Loren Black as its representative. The Co-op Elevator elected Mr. Cook and Mr. Gerdener as its representatives.

Miss Stratton gave a very interesting talk on the county library. The Farm Bureau moved to support the county library.

The Farmer's Stake in WORLD PEACE

This is the topic the Associated Women of the Farm Bureau chose at their meeting at New Orleans in December for the national Farm Bureau Women's Speaking Contest in 1939.

Further information will be given in later editions of the Farm News—Mrs. Pearl E. Myus, Director of Farm Bureau Home & Community Work.

Will Social Security Tax Lower Farm Prices?

G. S. Coffman Believes Agr'l Processors Can Shift Tax to Farmers

By G. S. COFFMAN Mgr., Coldwater Dairy Co.

What is the position of agriculture in the economic situation of the United States? This article is not written to create class hatred but to see if there is not a way of coming to a better understanding of our problems. To do that, let's start at the beginning. When this country was first settled, it was practically all agricultural. Now three-fourths of the population is in the cities.

How is a city built? A city is built in the United States with the profits from purchases, sales and processing of the natural resources of the United States.

About 70% of the natural resources of the United States come from agriculture. 85% of the property of the United States is owned in the cities at present.

The purchase, sale and processing costs of agricultural products are still mounting, and social security taxes, unemployment taxes and old age pensions, are being added to the cost of processing. By deducting from the price agriculture receives for their raw products when processed, these taxes are not added to the sales price for the reason sales prices in agricultural products are controlled by supplies and demands.

For example, from 1900 to 1910 it required 23 and 3/4 bushels of wheat to buy 1 oz. of gold. In December, 1938, it required 61 1/2 bushels of wheat to buy 1 oz. of gold. From 1900 to 1906

a loaf of bread sold for five cents; 1906 to 1910—6 cents. In 1938 a loaf of bread sold at 10 cents. From 1900 to 1910 a farmer paid \$110 for a wheat harvesting binder and other productive tools accordingly. In 1938 a farmer paid \$250 for a binder and other tools accordingly.

Now the problem we are trying to solve is, will processing costs on the natural resources of the United States produced by agriculture continue to increase in proportion as the population of the cities increase over the population of the country? In other words, must agriculture accept enough lower prices to make the processing costs enough higher to support the increasing population and increasing living costs of the cities? This is apparently what has happened during the last 35 years.

These are just a few ideas to think about. What are your thoughts along these lines?

Nature Helps Plants Resist Insect Attacks

Two examples of how nature helps plants to defend themselves against insect attacks were observed recently by K. B. McKinney, an entomologist of the United States Department of Agriculture.

Tiny hairs which grow on the leaves and stems of string beans and tomatoes show up under the microscope to be small spines—curved at the tip on beans, and short and stocky on tomatoes.

These spines offer protection from some insects. Mr. McKinney observed that migrating hordes of plant lice at Phoenix, Ariz., were repulsed by the

fishhook-like spines on bean plants. Spines on tomato plants secreted a gumlike substance that tangled the feet of the insects until they were unable to move, feed, or multiply.

In both these cases the aphids came to the irrigated vegetables in great numbers after breeding on wild plants that had begun to shrivel in the drought of early summer. The worst infestations observed were when the aphids were first noted. But instead of increasing—as is usual with aphids—they decreased.

The first railroad tunnel in the United States was opened in 1833 four miles east of Johnstown, Pa., for the Portage Railroad.

FRUIT TREES-BERRY PLANTS

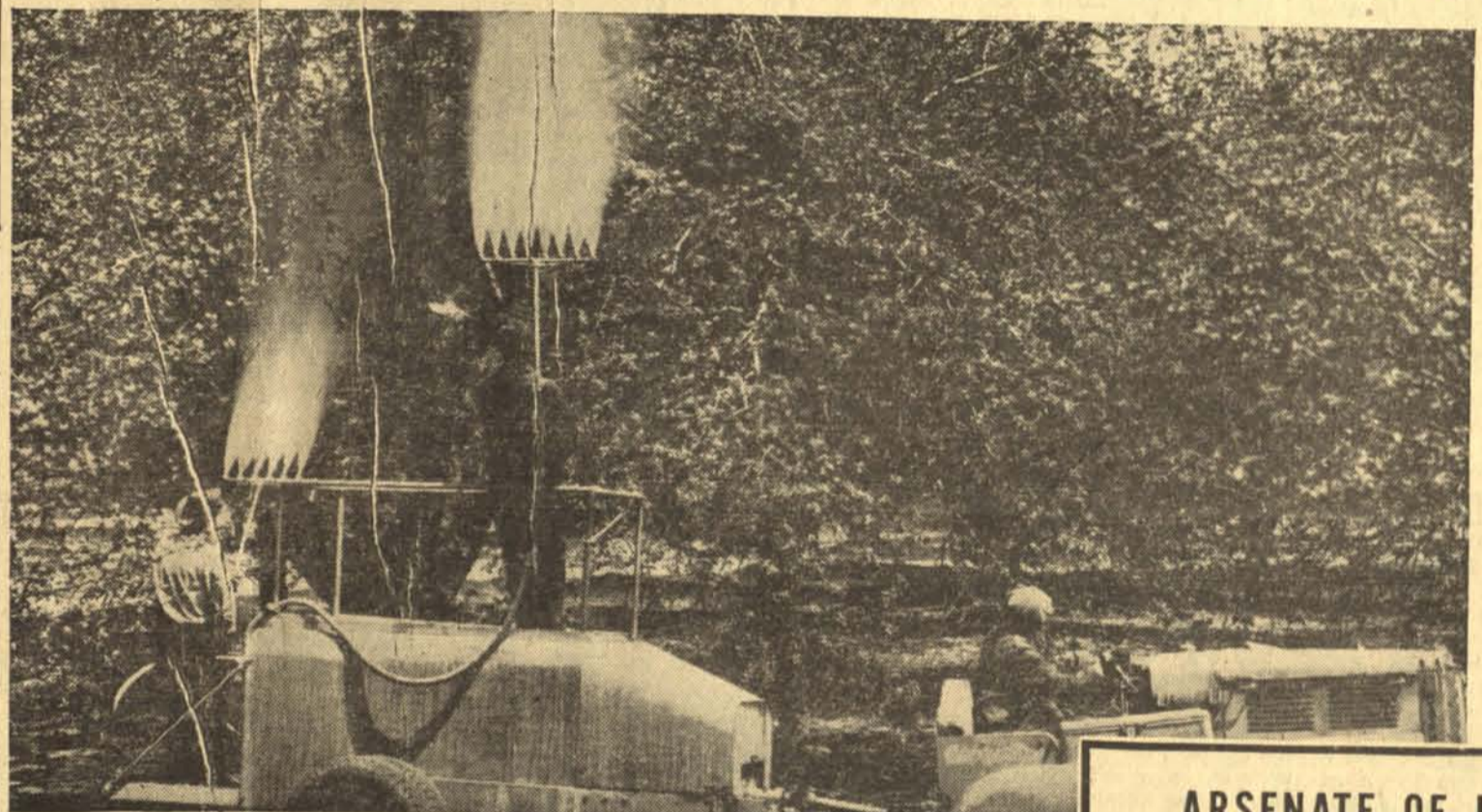
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EVERY PENNY COUNTS!



You put a lot of time and effort into the job of crop protection. It's certainly important to make sure that every bit of that effort is effective—that every minute and every cent that go into the spraying job are bringing you the maximum return. Quality in spray materials makes a big difference!

If you're a user of Farm Bureau Spray Materials you know that every penny that goes into these high-quality sprays buys you extra crop-protection. Manufactured by the General Chemical Company especially for Farm Bureau, these spray materials are of the finest quality available—are most efficient in use—give you more consistent control throughout the season.

Put your investment for better crops into the spray materials that make every penny count . . . Standardize on Farm Bureau Spray Materials.

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ARSENATE OF CALCIUM
BORDEAUX MIXTURE
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Copox®, chemically combined copper dust
Copper Sulfate
Hydrated Lime
E. D. E. (Ethylene Dichloride Emulsion)
*Reg. U. S. Pat. Off.



Fertilizer? Railroads need it too!

SOMEWHERE around 200 million dollars are spent each year by American farmers for fertilizer.

That is a lot of money when you look at it in total. But it's mighty well spent, when you consider what would happen to the land without it.

Now railroads are something like farm lands. They need "fertilizer" too. They need to have money put back into them, if they are going to keep on giving the finest transportation service in the world.

Even during the past eight years—which were lean ones for railroads—about 2 3/4 billion dollars have been "ploughed back" into developing better service and more efficient operations. This is over and above the more than 9 1/2 billions spent during the same period for maintenance of roadway and equipment—all of which has made possible faster, safer

and more dependable freight and passenger schedules.

When you look at figures like these, you can see that railroads need more than bare running expenses. Unless they can keep on making improvements, their cost of doing business will go up and their service to farmers and other shippers will go down.

That's why the railroads have worked out a program which calls for such common-sense treatment as this:

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

You'll find the whole program interesting. Send for your copy today.



Labor, Industry, and Agriculture Point the Road to Better Times

National Spokesmen at American Farm Bureau Meeting Say Demands of Other Groups Block Way to Prosperity

No Group Can Prosper Long at the Expense of the Others

EVERYONE feels that he is entitled to a larger share of the national income. Most of us feel that labor, industry, transportation, merchandising, and agriculture have an easier time and get more accordingly for their efforts than we do. It depends upon what business we are in. We envy the other fellow's blessings and turn a deaf ear to his complaints. We have troubles of our own.

To its annual convention at New Orleans in December, the American Farm Bureau invited four nationally known leaders in agriculture, labor, business, and public affairs to tell what should be done to achieve a national prosperity.

The four men spoke to the Farm Bureau audience the same morning. Agriculture called for machinery to insure high farm prices in the domestic market and was critical of Labor's wage and hours program. Labor retorted that high wages make the farm market; that price fixing by great corporations injures both Agriculture and Labor. Public Affairs said high farm prices and high wages can live together, but not prosperity in one field and poverty in the other . . . not for long. Business plumped for agriculture. Business said agriculture should be permitted to organize and control production and marketing to assure a good domestic market for agriculture. That, said Business, is the foundation for a national prosperity. We present summaries of the four talks.



CLIFFORD V. GREGORY
Editor
Wisconsin Agriculturist

CHARLTON OGBURN
Legal Counsel
American Federation of Labor

FIGURELLA LAGUARDIA
Mayor
New York City

HENRY I. HARRIMAN
President 1932-35
U. S. Chamber of Commerce

Labor

By CHARLTON OGBURN
Counsel, A. F. of Labor

Nothing is perhaps so essential to the general welfare and to the maintenance of prosperity in our country as is the attainment of a proper balance between those three groups who produce the wealth of the United States.

It has been evident, too often in the past, that farmers and organized labor failed to understand and to sympathize with the other's aims.

Unions of workers are not dangerous, anti-social groups, to be curbed, controlled, or destroyed. They are, on the contrary, responsible, stabilizing organizations, interested in exactly the same things your organization is interested in: Improving the working and the living conditions of their members, and bringing about the broader distribution of our national income, which we have all come to recognize as essential. Farmers are, in a very real sense, also workers.

Labor and Farm Conflict

Always pressing on the farm worker is the great mass of urban boys and girls waiting to get into industry, even at starvation wages. Some place must be found for them in urban employment, but they must be prevented from tearing down our industrial wage structure. Higher rural incomes will help to protect industrial workers against this constant pressure.

You want to sell your products at high prices; you want to buy manufactured goods at low prices. Working men and women want to buy your products at low prices and sell their labor to you at wages which are very often higher than you have been willing to pay. Bitter and even violent conflict has resulted, in which you have both lost.

If you buy cheap, you sell cheap. The Secretary of Agriculture said recently that from 1929 to 1932, for every dollar farmers saved by lower wages and cheaper store goods, they lost three dollars because of the drop in farm prices, and that since 1932 farm income has gone up several dollars for each dollar that has been added in farm expenses.

One of the greatest complaints against labor unions, on the part of farmers, appears to be that wages are maintained or increased through organization, and that thus the prices of manufactured goods are increased. It is true that unions do increase the wages of their members. That is their main purpose. Wage increases do not necessarily mean an increase in the labor cost of production.

Farmers are likely also to draw the wrong deduction from the fact that factory workers have a higher cash income than many farmers have. But the urban worker has correspondingly far greater expenses and insecurity. The farmer need not have the fear of loss of his job, and loss of his home, and insufficient food, which the city worker has.

Lack of Understanding

Your labor resolution of last year shows a lack of understanding of the objectives of organized labor. The implication in this resolution that labor unions are not responsible is surely unwarranted, and is not justified either by the facts or by the law.

If your demands for lower wage rates were successful, you would be deliberately impairing the main market you have for your farm products; that is the consuming ability of the workers of America, and you could not be correspondingly benefited by a decrease in the cost of manufactured articles. Suppose for example that the labor cost on manufactured goods was 50% of their cost—assume that wages are reduced 20%. The cost of the article would, therefore, be reduced 10% or one-half of its labor cost, but the purchasing power of the workers who buy your farm products would thus be decreased 20%.

Tobacco Prices and Wages

If you believe that wage rates are the controlling factor in determining the prices you pay for manufactured goods, let me call your attention to what happened in the tobacco industry. The industry paid out 20% less in wages in 1931 than in 1919, though its production was more than doubled. And the farmers also lost. Tobacco dropped from 32c a pound in 1919 to 8c a pound in 1931, and while all this was going on the price of cigarettes to the consumer was actually advanced.

A second principal element in the problem with which you are confronted is the tremendous disproportion which exists between farm prices and the distribution costs. The Joint Congressional Commission of Agriculture Inquiry reported in 1922 that of the \$1.00 paid by the consumer for goods, that 29.4c went to the producer; 12c to the processor; and 52c to selling and distribution.

Why should the producer of wheat have had only an initial share in the retail price of bread of 1.9c, as compared with 7.2c going to millers, bakers and transporters?

Corporations and Monopoly The answer to that question is found very largely in the fact that, in sharp contrast to your individualistic producing and marketing policies, stand the great industrial corporations, with control of production and marketing concentrated in a few hands and rigidly controlled. The great corporations maintain prices by reducing and regulating production.

You can meet this problem of the great corporation, and its rigid control, but you cannot do it alone. There are only 6,000,000 farmers in the United States; there are 40,000,000 workers. Why should the farmer deliberately antagonize the only friends who are powerful enough to help him? The American Federation of Labor has on more than one occasion held out a friendly hand of aid to farmers. Do you mean to reject that friendly help with your resolutions on labor?

The American Federation of Labor believes in the American principle, the American form of government. It believes in capitalism and in profits for ownership. It seeks to uphold our form of government and our Constitution.

Concentration of Power The fundamental question is, as I see it: Can the United States Government exercise supervision and regulation over large corporations which are engaged in interstate commerce? It seems to me that question, if we are to have a national government in any sense, must and shall, sooner or later, be answered in the affirmative.

The facts of the size and power of these huge corporations which dominate business in America are not in dispute. President Roosevelt in his message to Congress of last April dealing with the growing concentration of economic power in the hands of a few persons quoted from figures from the Bureau of Internal Revenue for 1935, which showed that in that year 5% of reporting corporations owned 87% of all corporate assets and 52% of all corporate assets were owned by 1/10 of 1% of corporations; 83% of all corporate dividends to individuals went to 3 1/4% of the population.

Lord Bacon has said: "Above all things, good policy is to be used, that the treasures and monies in a state be not gathered into few hands, for otherwise, a state may have a great stock, and yet starve; and money is like muck, not good except to be spread." There is no adequate Federal or state control over monopolistic corporations.

They are not even subject to the control of their own stockholders because ordinarily a small group owning 15% of the stock of such large concerns can control the corporation. The size of the corporation in itself is not the question at issue. I do not mean to give the impression that I believe great corporations, centralized control of industry, to be all bad. Large scale, mass production, has brought many benefits to all groups in our society.

Where the Evil Lies The evil, it seems to me, does not lie necessarily in their huge size, but in their ability, and in what I believe to be their practice today, in fixing prices among themselves of what they

buy as well as of what they sell and thus depriving the consumer of the benefits of free competition. In a democracy these huge corporations cannot be left free to fix their own prices, nor will they be free if they come under a political dictatorship.

Smaller business enterprises as well as the farmer and the worker suffer from monopoly capitalism, as is shown by the fact that 20% of all smaller corporations go into bankruptcy every year, and yet when the question of legislative control of monopoly capitalism is raised, the smaller businessman and the farmers instead of being on the side of the workers, through a kind of sycophantic snobbishness ally themselves with the plutocrats.

Agriculture

By CLIFFORD V. GREGORY
Wallace Farmer & Iowa Homestead
Wisconsin Agriculturist

The basic cause of our difficulties, the most important thing that stands between us and prosperity, is that we are working too little and producing too little. It is in the cities, not on the farms, that that policy of scarcity has been followed to absurd lengths. It is true that many millions who would like to work can find no work to do; that others are working part time through no choice of their own. They are ensnared in the meshes of a tangled web that must be unraveled before we can have permanent prosperity.

Suppose representatives of agriculture, industry and labor were to sit down together to try to work this thing out. The first problem is with labor, because that makes up the bulk of manufacturing and distribution costs.

The Farmer and Labor We would have to start by admitting the right of labor to organize. Farmers will agree with that, because they know how helpless the individual is, either in the factory or on the farm; unless he is organized. There are still some rugged industrialists who do not like the idea, but they will have to come to it.

Next we shall have to agree that labor must have more security of employment. That puts up to the industrialist the problem of ironing out peaks and valleys of production and employment, one that is difficult but not insoluble. In the main it calls for a change in viewpoint—an understanding on the part of management that the worker must eat every day, and that industry must take part of the responsibility for seeing that he has what opportunity.

When we get that far it should not be so difficult to get labor to agree that it must make its efforts just as productive as possible, and that sit-down strikes and jurisdictional disputes and a multitude of restrictive rules just don't fit into the new picture and will have to be eliminated. The key to all this is some sort of an annual wage. We have enough successful experiments along that line already so that the obstacles to its further adoption are more imaginary than real.

Farmer Wants Fair Prices

When it comes to the farmer's turn to talk he will point out that all he wants is to exchange products with the cities on a fair basis, and the more the better. He will show that parity prices for his products are not high prices, that they will automatically become lower as industrial production increases and industrial prices come down, and that stability of farm prices reduces risks and distribution costs all along the line. He will point out, too, the tremendous new market for industrial goods that will come with parity prices for farm products.

The farmer doesn't keep his money. He spends it for things that city people produce, and his needs are so

great that he can keep the factory wheels humming if he is only given the chance.

That, in rough outline, is one way to make the national income pie big enough so that there will be an ample piece for everyone who is able and willing to work.

Farmers don't like monopolies or holding companies or financial manipulation that piles up costs on the things they buy. But they do not believe that there is enough profit in industry to make farmers and workers happy even if they could divide it all.

High Wages—Less Work Policy They honestly believe that prevailing labor policies of higher and higher wages for less work are trying to squeeze more blood out of the turnip than there is in it. Let me give you one specific instance:

Cost studies in the Milwaukee milkshed in 1936 showed that dairy farmers were working 70 hours a week and making 23 cents an hour for their labor. This was based on a selling price of milk of \$2.04 per cwt.

To have earned 40 cents an hour, the farmer would have had to charge \$2.34 for milk. If he were to be paid 40 cents an hour for the time spent in producing grain to feed the cows, the price of milk would have gone up to \$2.76. And to reduce his hours to 40 or even 48 a week would necessitate two shifts and a further increase in price. If in addition a member of the cow milkers' union was forbidden to grind the feed or throw down silage, the price would soar far beyond the ability of the consumer to pay.

Take another case. The retail price of milk in St. Paul was the same in 1928 as in 1918—11 cents. Drivers' wages were \$90 a month in 1918, \$224 in 1928. Prices to the farmer dropped from \$3.10 per cwt. in 1918 to \$1.75 in 1928.

Can you blame the farmer for feeling that there should be some measure of balance between rewards for effort in the city and on the farm?

City Gets Farmers' Money

It is true that city workers are the farmer's best customers, just as he is their best customer. But there is a difference. Normally about 15 per cent of the farmer's income goes for taxes, interest and hired labor. The other 85 per cent is spent for city goods and services. And of that 85 per cent of his income that is spent in the cities, about 80 per cent goes to pay direct and indirect labor costs.

(Editor's Note—Mr. LaGuardia replied that city folk spend their money for food and clothes). On the other hand, it is estimated that if the income of the lower paid workers in the city is raised \$100 a year, about \$30 of that amount will be spent for food. I have been unable to find an estimate of the amount that would be spent for clothing, but to be generous let's say \$20, or a total of 50% of the increased earnings that would go for products of the soil. Out of that 50%, however, the farmer would get considerably less than half—probably not more than 20%.

That means that if labor's income were stepped up by a billion dollars, farmers would get 200 million of it, while if farmers' income were stepped up by the same amount, city labor would ultimately get about 680 millions of it.

Farm Income and Pay Envelopes

I am saying that, not to get to arguing about the division of the pie, but to indicate labor's tremendous stake in the restoration of farm income to parity.

Can labor and industry and agriculture work together to put into effect a common-sense economic policy, a middle-of-the-road policy based on stability, security and balanced prices and income? Farmers would like to try it. That's the way they would like to play the game. They like the idea

recently expressed by Dr. E. G. Nourse, of the Brookings Institution when he said: "Agriculture, industry and labor ought to pull together like a three-horse team to produce all they can." But farmers know something about the peculiarities of three-horse teams. I remember one I used to drive on the plow. Two of the horses weren't above trying to let the tugs go slack now and then. The other was an ambitious colt who wore himself out trying to pull the whole load.

The farmer has been trying to pull the whole load, or at least a good deal more than his share of it. It isn't his fault that the field isn't plowed. He would like to pull his full share in a balanced three-horse team. But he isn't going to try to pull it all any more, for he has learned how impossible that is.

Farmer at Cross Roads

Either we will all start working honestly and earnestly for an economy of work and production and plenty for all of us, or else the farmer will be forced to the only other alternative—to move into a real program of scarcity on the farm, a scarcity sufficient to give him control of his own prices, and enforced at times, I am afraid, with all the ruthlessness that he will have learned from high finance and hard-boiled labor.

Such a policy might enable agriculture to survive. It would not make farm folks happy. It would be disastrous for the rest of the country. Only a refusal by other groups to adopt policies of common sense would force the farmer as a last resort to go in that direction. And then he would do it with the feeling of the Swede section hand who was the only witness to a head-on collision. At the investigation the examiner asked the Swede to tell just what happened.

"Vall," he said, "Aye look to the north and there ban No. 7 comin' lickety-split. Then Aye look the older way, and there ban No. 12 comin' saxy mile an hour on the same track."

"Well, Oie, when you saw those two trains coming toward each other on the same track what did you think?" asked the examiner.

Oie replied: "Aye tank that ban a hell of a way to run a railroad."

Business

By HENRY I. HARRIMAN
President 1932-35
U. S. Chamber of Commerce

Too often in our consideration of national problems we are prone to view them from the standpoint of our own particular interest, and too frequently we fail to recognize the close relationship which necessarily exists between our various economic groups.

I first keenly sensed the importance of the relationship between agriculture, industry, and labor when, as president of the Chamber of Commerce of the United States, I visited many of the agricultural sections of the country in the depth of the great depression in 1932 and realized what it meant—not only to the farmer but to the laborer and to the industrialist—when cotton was selling at five cents a pound, corn at ten cents a bushel, and wheat at 25 cents a bushel.

It meant that the great bulk of our farmers had little purchasing power, and that hence the workmen, who had ordinarily been employed making automobiles, radios, farm machinery, and other articles for the farmers, were out of work.

A rather careful estimate indicates that the low prices of agriculture in 1932 resulted in a drop of employment in the cities of between three and four million men. Not only were the farmers without the goods they wanted, but the workmen were without jobs and the stockholders without dividends. Indeed, I am convinced that one of

the most important causes of that great depression was the accumulation of huge farm surpluses, with the resulting lowering of farm prices and farm income.

It was in 1932 that I first became acquainted with our distinguished Secretary of Agriculture, Mr. Wallace, his able Under Secretary, Mr. Wilson, and many of their present associates in the Department of Agriculture. These men take a broad view of the national economic situation and realize fully that the problems of agriculture are equally the problems of labor and industry, and vice versa.

Agriculture and Prosperity

If I accomplished anything during the three years I was president of the Chamber of Commerce of the United States, it was in helping to convince the business men of the country that they could not hope for lasting prosperity if the third of the population dependent upon agriculture were in deep economic distress.

The problems of agriculture are made difficult by the uncertainties of weather and by the fact that there are many millions of farmers who must co-operate if there is to be that joint action which is necessary to the securing of a reasonable balance between supply and demand at fair prices.

Farm Market is Smaller

The farm problem is also made difficult by nationalistic trends throughout the world, and the desire of great and small nations to be self-sufficient in basic raw materials. Years ago Italy was one of our best customers for wheat. Today she has so intensively developed her production as to be nearly—if not quite—self-supporting in that important staple. Again, as Germany acquires economic sway over the fertile acres along the Danube, she will become less and less a customer for our agricultural products.

I do not cease to imply that we shall soon expect to export the products of our farms, and I am heartily in sympathy with the efforts of Secretary Hull to increase our foreign exports through reciprocal trade treaties, but I think we must recognize that we over-extended our acreage during the war when we were called upon to feed and clothe our allies and that we must look to smaller foreign markets than we enjoyed during the war or in the '20s.

Supports Agr'l Adj. Acts

In 1933 Congress enacted the initial Agricultural Adjustment Act. This was an adventure in a new field. Its fundamental purpose was to give the farmer parity prices for several of the basic crops, through the elimination of unmanageable surpluses. While any

measure of such necessary complication must be more or less experimental, it gave every promise of doing much good not only to our agriculturists but to the country as a whole. It was most unfortunate that it contained certain provisions which compelled a majority of the Supreme Court to declare it unconstitutional in January, 1936.

Following this action of the Court a second Act was passed based primarily upon the principle of conserving our soil, and this was later amended by the present Farm Act providing for the "ever-normal granary" which has really been in effect for less than a farm year. I do not believe that the present low prices of cotton, wheat and corn necessarily indicate that the present law is unworkable, and I earnestly urge that it be given at least another year of time in which to demonstrate its efficacy.

Views on Domestic Allotment

I formerly felt that the domestic allotment plan had much to recommend itself. Essentially it meant no restriction upon the production of our basic agricultural commodities, but a division of some of them into two portions—one for domestic use and one for export. The domestic portion was to sell at fair or "parity" prices, and the part entering into foreign commerce at world prices. While I still believe that much can be said for this two-price system, I am sure that it must be coupled with a reasonable balancing of production to demand at fair prices, otherwise unmanageable surpluses will be accumulated, world prices will be forced to extremely low levels and we will be compelled to sell a portion of our crop at prices which will not remunerate the farmer for his work, and will result in a wastage of one of our great natural resources, to wit: fertility of our soil.

I am not, however, in favor of the use of the "domestic allotment" plan at this time or until our present Act based upon conservation and the "ever-normal granary" has been given a fair chance to demonstrate its usefulness.

Two Price Plan Unsound

Suggestions have come from high authority for a two price plan for basic crops sold in this country. I believe that such a plan is wrong in principle, not practical in application, and unworkable in administration. Who, for instance, is to say where the line shall be drawn between the family which should buy its bread based upon \$1.00 wheat and which should buy bread based upon 50c wheat? It savors too much of the practices of the Roman Empire in the days of its decline. This statement is not, however, a criticism of the use of surpluses owned by The Surplus Commodity Corporation for the benefit of the unemployed.

Business Spokesman's Farm Program

It is not for me to discuss the details of a proper agricultural act. Let me simply say that I believe that agricultural success and national welfare require:

- (a) Continuation of the present Act based upon "conservation" and the "ever-normal granary" until there has been a fair opportunity to determine its workability;
- (b) the carrying over from year to year of adequate surpluses so that in lean years prices will not become unduly high or in fat years unduly low;
- (c) a reasonable regulation of the production of certain basic crops, such regulation, however, to be based upon the democratic principle of previous approval by the majority of producers;
- (d) the stimulation of soil conservation;
- (e) a return to our national domain of much of our marginal land which in the long run cannot produce a fair living for the farmer who works it;
- (f) a system of crop insurance in kind;
- (g) the raising of at least a part of the funds required for any farm program by processing taxes.

(Continued on Page 6.)

Which Do You Want?



LaGuardia insists that high farm prices and high industrial wages are workable, but not high prices and low wages

The State Farm Bureau and the Commodity Exchanges

Questions and Answers for Jan. Community Meetings

By J. F. YAEGER

Director of Membership Relations

(Continued from December Edition)
The Farm Bureau Fruit Products Company and Farm Bureau Services are not commodity affiliates of the Farm Bureau but are subsidiary organizations. The Fruit Products Company has representation on the Board and is a marketing organization. The Farm Bureau is the principal stockholder in the Farm Bureau Services, which is the seed and general farm supplies service of the Farm Bureau and associated co-operatives.

1. The Farm Bureau Fruit Products Company. How did it start?

The Farm Bureau Fruit Products Company was organized in the spring of 1936 as a result of the failure of the Great Lakes Fruit Industries, which left the cherry growers in Oceana county without a co-operative canning factory.

There was a large crop in prospect with some 15,000,000 lbs. expected in Oceana county. The growers realized that the result of this might be a very low price for their crop and asked the Michigan State Farm Bureau for help. The Farm Bureau organized the Farm Bureau Fruit Products Company to give this assistance. A local growers' association, the Oceana Fruit Growers Association, was formed in Oceana

county and the local association contracted with the Farm Bureau Fruit Products Company for the processing of its members' fruit. The Farm Bureau Fruit Products Company leased the old Great Lakes Fruit Industries plant at Hart from the Farm Bureau Credit Administration and began business on July 1, 1936. Approximately 3,000,000 lbs. of cherries were canned for the growers of the Oceana Fruit Growers Association.

2. Were there any benefits?

As a result of this competition to privately owned canners, the buying price advanced from two to three cents per lb.

The Farm Bureau Fruit Products Company paid 3 1/2¢ to the members of the Oceana Fruit Growers Association and one of the private canners in the section paid some of his growers who had put their cherries in on a spread basis, 3 1/2¢. So, it would appear reasonable to assume that the entry of the Farm Bureau into the field increased the returns to all the cherry growers in Oceana county by 1¢ per pound or more. If this assumption is correct, the growers of Oceana county profited by the entry of the Farm Bureau into the cherry canning business by \$150,000 in 1936.

3. Has the program expanded?

During the fall of 1936 the growers in the southwestern Michigan fruit belt were faced by a bumper crop of Kieffer pears. The Farm Bureau was asked by the various local fruit exchanges to help in this emergency. A lease had been obtained on the Coloma factory of the defunct Great Lakes Fruit Industries by the Farm Bureau Fruit Products Company, anticipating just such an emergency, and 14,000 bushels of Kieffer pears were handled. The several fruit exchanges patronizing the Coloma plant paid an average of about 40% more for their pears than was paid by the private canners in the section. As a result of this successful emergency operation, the Fruit Co-operatives Canning Company was formed as a nucleus for permanent co-operative operations at the Coloma factory in the spring of 1937.

In the spring of 1938 a group of tomato growers in Hampton township in Bay county decided that they would like to form and own a co-operative, due to the fact that one of the private canners had paid them only 10¢ on the dollar for their 1937 crop. There was a general feeling that they had been unduly exploited at times. Their one fear was that they would get into more trouble trying to run their own company than they had experienced already. When they learned of the Farm Bureau Fruit Products Company, they requested a membership in the company. Their application was approved by the board of the Farm Bureau Fruit Products Company and a management contract extended to them. The Bay Co-operative Canneries, Inc., was formed and the Farm Bureau Fruit Products Company supervised the construction of their plant and canned 2,000 tons of tomatoes in the season just ended.

4. Who Are Members?

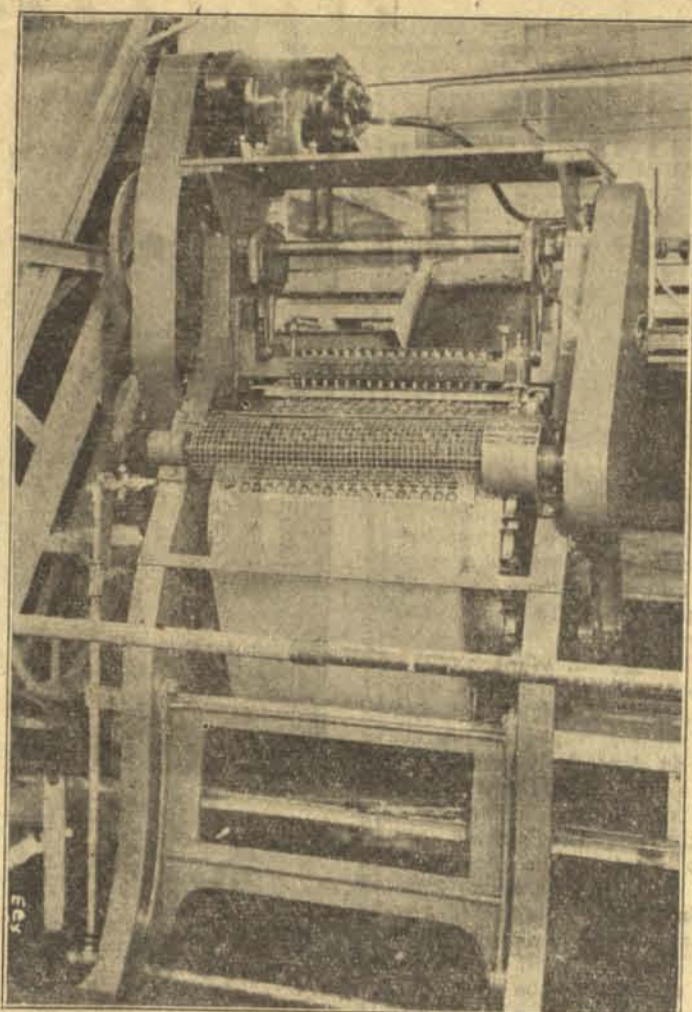
Members of the Farm Bureau Fruit Products Company are the Michigan State Farm Bureau, the Oceana Fruit Growers Association, the Fruit Co-operatives Canning Company and the Bay Co-operative Canneries, Inc. The Farm Bureau Fruit Products Company subscribed the original capital and has sold qualifying shares at \$200 each to each of the other associations when their application for membership is approved.

5. How have other canners reacted?

Private canners in the various sections involved have fought the entry of the Michigan State Farm Bureau into the canning field from the start, first by trying to discourage, and then by threatening reprisals. Later after the Farm Bureau Fruit Products Company had enjoyed some measure of success they pushed their buying prices for certain fruit up to a point not justified by the selling prices of canned goods. This has happened in each of the three sections in which the Farm Bureau Fruit Products Company has operated. Why? Could it have been to embarrass the co-operative management?

6. Has the Farm Bureau Fruit Products Company always been able to meet or beat the private canners' prices?

No. During the spring 1938 as a result of the recession, canned goods prices declined to such an extent that even with the savings available by co-operative operation the net returns



2 Eight mechanical pickers can pit 18,000 lbs. of cherries per hour. Cherries drop off belt into slots in a revolving cylinder. Steel plungers seen above screen push the pits out. Pitted cherries move toward cans by belt. Another belt takes pits to boiler room.

operatives. It is the intention to accumulate permanent working capital by means of a plan of preferred stock retains and thus insure efficient operation. Under the system referred to, a small portion of the total available returns on fruit delivered will be held as capital of the co-operative and preferred stock given growers in lieu thereof. It is believed that if such a plan is followed for four or five years a sufficient amount of working capital will be built up. After that time, the original annual retains will be repaid out of the future annual retain. This will, in effect, use a portion of the growers' money as capital of the co-operative for a period of four or five years during which period they will receive dividends which have been paid at the rate of 5% per year since the inception of the plant.

8. Who operates the Farm Bureau Fruit Products Company?

The Farm Bureau Fruit Products Company is managed by a board of directors. The Oceana Fruit Growers, the Fruit Co-operatives Canning Company and Bay Co-operative Canneries, Inc., each nominate two directors and the Michigan State Farm Bureau nominates the balance of the board. This board employs the management and directs the policies of the company. The board at present is comprised as follows:

- President: O. R. Gale of Shelby, representing Oceana Fruit Growers Ass'n.
- Vice-Pres.: Carl Stimble, Benton Harbor, Fruit Co-operatives Canning Co.
- Directors: Clayton Riley, representing the Oceana Fruit Growers Ass'n; Carl Buskirk, Fruit Co-operatives Canning Co.; J. J. Jakway, John Houk, Chas. Woodruff, H. H. Sandford, Waldo Phillips, representing the Michigan

holders are: The Michigan State Farm Bureau, 3 County Farm Bureaus, and 127 local co-operative associations. The Michigan State Farm Bureau holds the majority of the stock and, therefore, has controlling interest, which makes Farm Bureau Services a subsidiary of the Michigan State Farm Bureau.

The Board of Directors consists of nine men, five of whom are elected from the Board of Directors of the Michigan State Farm Bureau, the other four coming from among the managers of the local co-operative stockholders.

The Board of Directors hires the general manager and executive secretary who, in turn, employs the staff of Farm Bureau Services, Inc.

3. What are its objectives?

To carry on general commercial activities in behalf of Farm Bureau members and its stockholder members thus protecting the farmer on both price and quality in his purchases of farm supplies. The commodity program is based on:

- a—Quality—only first quality merchandise is sold under "Farm Bureau Brand."
- b—Service—both from utility of the product and convenience in supplying customers' needs.
- c—Price—as low as possible consistent with quality and service.

4. What commodities are handled and how are they distributed?

The principal commodities handled and the year introduced are as follows:

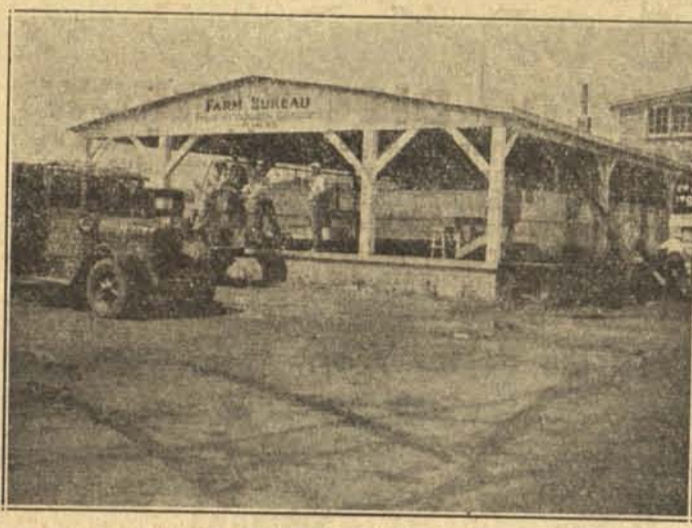
- 1919 — Seeds
- 1920 — Fertilizers
- 1921 — Binder Twine
- 1922 — Dairy Feeds
- 1923 — Poultry Feeds
- 1928 — Lubricating Oils
- 1930 — Fence
- 1932 — Gasoline, Kerosene, etc.
- 1934 — Farm Machinery
- 1934 — Sprays & Insecticides
- 1934 — Harness
- 1934 — Barn & Poultry Equipment
- 1935 — Paint
- 1935 — Tractors
- 1935 — Steel Roofing
- 1936 — Electrical Appliances

Many of these items are purchased co-operatively with similar organizations in other states and shipped in carlots or truckloads to co-operative associations where they are available to Farm Bureau members and others. Michigan is divided into eight districts with Farm Bureau Services men in charge of sales and service work in each district.

5. What are some of the accomplishments of Farm Bureau Services?

- 1. Guaranteed, known-origin seeds.
- 2. Open formula feeds.
- 3. Water-soluble nitrogen carriers in fertilizer and lower prices on all fertilizer.
- 4. Development of the Co-op tractor or with its high compression gasoline

(Continued on page 2)

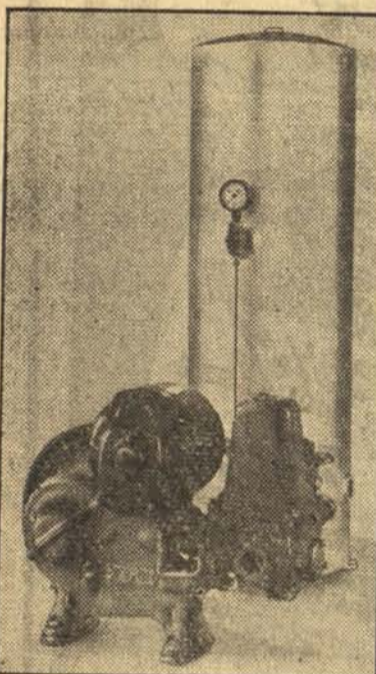


1 Receiving dock, Farm Bureau Fruit Products plant at Hart. Cherries are weighed. Nine 7-ton tanks are there for washing and cooling. Cherries move by belt to picking tables and pitters at six tons per hour.



5 Back in the spacious warehouse, crews pack No. 2 cans into cartons. They stack gallon cans into impressive piles. See background of picture. Application of labels is done by machine.

WATER SYSTEMS



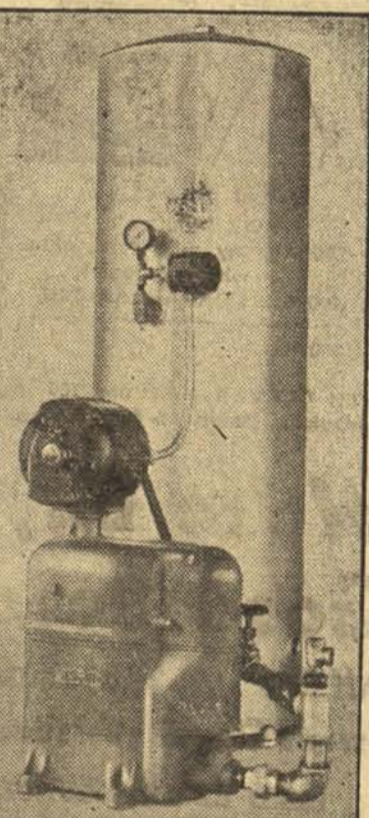
(Above) STA-RITE Automatic, Electric shallow well pump unit & 42 gal. storage tank, 250 Gal. per hr. For lifts of 25 feet or less. Complete at—

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More WATER for LESS

(Below) STA-RITE Automatic, Electric Deep well pump unit with 1/2 HP motor, 42 gal. storage tank, 250 Gal. per hr. For lifts greater than 25 feet. Complete at—

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APCO TURBINE TYPE Pump-Master



APCO Pump-Master shallow well unit, 325 gallon per hr. 6 gallon tank shown. Noiseless. Trouble free. Lasting. Simple.

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APCO TURBINE TYPE Master Pump



APCO Master Pump in all sizes for homes, schools, dairies, etc., with storage tanks. Completely Automatic. Guaranteed. Priced at—

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Turbine Pumps Completely free of belts, gears, valves, springs, leathers, or plungers. The only moving part is the all-bronze turbine impeller.

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For literature and other information, write Farm Bureau Services, Electrical Dept., 728 East Shiawassee St., Lansing, Mich.

Radios Refrigerators Irons
Washers Vac. Cleaners Motors

FARM BUREAU SERVICES, Inc.,

728 E. Shiawassee St.

Lansing, Michigan



3 Here gallon cans from an overhead carrier roll into position to meet stream of cherries from pitters. 10,000 cans daily. Adjoining is line of No. 2 cans, 36,000 daily. Belts, etc., convey filled cans to pre-heat bath, to automatic sealers, and to pressure cookers.

available for settlement of fruit delivered by members were insufficient to meet the private canners' prices in several instances.

7. What has been the result of a year in which the Farm Bureau Fruit Products Company has been unable to meet the private canners' prices?

In Oceana county, the growers rallied gallantly to the support of their association in the face of final returns of 1/4¢ per pound less than paid by the private canners for their 1937 crop. Furthermore, approximately only 1/2¢ of this amount had been received in cash when time to deliver their 1938

State Farm Bureau. C. L. Brody is the executive secretary and treasurer, and C. N. Hinman is employed as general manager.

9. Who fixes the sales policies of the company?

The sale of each plant's pack is discussed with and sales policies set by the local board of directors or local sales committee.

10. How is the Farm Bureau Fruit Products Company financed?

The Farm Bureau Fruit Products Company finances its operations through the St. Paul Bank for Co-



Great Lakes, one of the attractive Farm Bureau Fruit Products Co. Labels for its cherry pack. Others are Red Mitten and Honest George.



4 After the pre-heat to expel air from cherries, the cans are sealed, then transferred to steam pressure cookers. Next they go into a cooling tank, and are taken to the warehouse.

"ELECTRICITY IS ALL ALIKE"

SO—?

MANY people think electricity is all alike. But as a physical "substance"—not even then. And as for electricity in its ultimate form—as a home service, and a farm "tool"—then's when electricity must come to the bar of critical analysis and meet the test.

The character of the supply -- capacity, reliability, voltage regulation, frequency -- are some of the elements to measure. Plant investment, liability, obsolete equipment, flexibility . . . those are items, too, that quality "electricity" one way or the other as an industrial, commercial or agricultural aid.

Engineering resources and a trained co-operating personnel—to help the customer get the most out of the product in its final form as light, heat and power . . . those are measures, too.

The community with Consumers Power Service profits from advantages such as these.

CONSUMERS POWER COMPANY

Labor, Industry and Agriculture Point the Road to Better Times

(Continued from page 1)
(h) When time has proved its necessity, the use of the two-price system for cotton and possibly certain other export crops, but always with a reasonable limitation of production so that unmanageable surpluses do not accrue.

May I add one other suggestion. Co-operative handling and sale of crops has proved most effective in many countries of Europe and in certain crops in our own country. I should like to see a much greater extension of this system of marketing.

Business on Labor Organization
Personally, I feel that labor in our chief industries and systems of transportation will organize, and that in the long run such action is best for the country. Having this conviction, I am confident that both labor and management should form strong organizations in each of our important industries on a nation-wide basis for the sole purpose of negotiating industrial agreements covering wages, hours, and other working conditions.

With the fight for the right of organization a thing of the past, I am sure that both labor and industry will negotiate their contracts in a less militant spirit and with a more real appreciation of what is just to each other; that labor will recognize that industry must have a profit, and that industry will appreciate that fair wage scales increase the purchasing power of the people and thereby enlarge the market for goods.

The chief lesson to be learned from England and Sweden is that with strong organization and intelligent leadership on both sides, there is little need of government interference in labor relations and that working conditions can be reached by mutual agreement and with few strikes or lock-outs.

In the coming Congress, there will undoubtedly be a strong effort to amend the present Labor Relations Act. Amendments are asked by one of the great labor groups of the country as well as by industry. There is not time in this paper to discuss those amendments. Suffice it is to say that in my judgment the Act should be amended to make it more equitable to both parties and that its administration should be conducted with less partisanship than at present.

Public

By FIORELLA H. LAGUARDIA
Mayor of New York City

What does the Mayor, or any one from New York City know about farming? It is the same thing I have been hearing for the last twenty years. During my fourteen years in Congress I tried to learn something about the farm problems, and in the beginning it was quite a joke that any city member should take any interest at all in farm legislation.

I know the viewpoint of each of the three speakers, and I have known all three for a long time. Now, let's see who of the three has made the most progress in the last year, and I listened very attentively.

I know Mr. Ogburn's viewpoint. I know the farm viewpoint, Mr. Gregory's, and I know Mr. Harriman's, his writings and his talks. I have listened very attentively and I am going to award my blue ribbon to Mr. Harriman for having made the greatest progress.

Mr. Ogburn stated his viewpoint and also showed a profound understanding of the farm problem and Mr. Gregory is still a farmer—he didn't budge an inch.

The Truth May Help
What we are trying to do is to get

these three forces together. It is not going to be a difficult thing if we have a proper understanding of each other's problem.

I am going to suggest to this convention, we must start telling the truth. We must call everything by its right name, and speak frankly with each other.

I want to clarify just one or two points that were made by the other speakers today. Of course, Mr. Ogburn stated that we in the city are worse off than the farmer, because the farmer always had enough to eat and he is sure of his home. Well, Mr. Ogburn, the farmer is sure of his home as long as his mortgage will let him keep that home, and, if he happens to be a cotton farmer, he can't feed cotton to his children. So the farmer isn't any more secure than the tenement dweller in my city.

Mr. Gregory took the driver of a milk wagon in Milwaukee. Really, there is no relation between the salary paid the driver of a milk wagon in Milwaukee and the price of milk in the Milwaukee milk shed. The wage of that driver is paid by the consumers who want their milk delivered at their door, and has no relation to the cost of the milk itself. There is a difference between the price delivered and the price the consumer pays if he goes to a store or station. But the milk problem in and of itself is far from being satisfactory. On that I absolutely agree with Mr. Gregory.

\$40 a Week
Forty dollars a week may sound like a lot of money, but for a man with a family, say, of three children, forty dollars a week in a large city will not permit that family to indulge in any luxuries. Not when you stop to consider the rents paid in a city, the cost of transportation to work, the cost of food, and, when I say cost of food, let's understand each other—I don't mean what the farmer gets for the food—I mean what we have to pay for the food.

Consumers, Wages and Food Prices
What gets me is this—and it has been going on for the past few years—in one breath you talk about high prices, and in the next breath you want to tear down wages. You have got to make up your minds on that. Not once but many times in Congress, I heard representatives of the farmers plead for higher farm prices, and then turn around to the New York delegation and say, "But it's going to be cheaper for the consumer." Now let's start this truth telling society.

High farm prices are not going to bring cheaper food to the city folks, and the intelligent city folks understand that they are not. On the other hand, you can not take a stand of objecting to high prices for labor if you expect the consumer to be able to pay you the prices which you should receive.

Where is the Waste?
We talk about the distribution system, and, of course, the complaint is made that there is too much waste between the farmer and the consumer; but in the same breath you talk against large organizations and monopolies. Now, make up your minds. Which do you want?
The minute you get away from the wasteful, inefficient, costly distribution system that we now have, you get immediately into large organizations, and I do not agree that a large organization is necessarily vicious or bad. I do believe that we should have necessary supervision and regulation of large organizations, but I do not subscribe to the theory that, because an organization is large it is necessarily bad and vicious.

Large Organizations Here to Stay
Do what we will, we are getting away from small entities, and are liv-

ing in a period where it requires large organizations to carry on business and industry. I will tell you why. With Labor asking and getting reasonable and fair wages, right there is a cut in what used to be taken as profit. A great deal of the accumulated wealth was created at a time when labor could be freely exploited.

There is a constant cutting into that margin of profit, and it can only be made up by volume. So we will have larger organizations as we go along. Too, there is the progress of industry; things that were luxuries yesterday are necessities today—things that we need. The village blacksmith can not make an automobile. Unless there is a large organization in manufacturing automobiles, or tractors, or machinery, the cost of production is greater. It can not be split any more into the local blacksmith, or the local small manufacturer.

What We All Want
As I see these three groups, Agriculture, Labor, and Industry.—Labor needs security, Industry needs stability, and Agriculture needs parity, and one can not get either without the other two. The whole matter resolves itself on getting started.

We have heard so much about parity that I need not bore you about that, but in all the problems that we have to solve, that is the most difficult, and one which will continue to harass us and perplex us as long as the farmer is raising in a world market and buying in a protected market.

Where should we commence to create the purchasing power to buy sufficient food? In the city? Not at all; right on the farms. I have been traveling for the last eighteen or twenty hours through a territory where the people are housed in improper buildings. Most people have not sufficient or proper nourishment.

Exports
Oh, some one says, "Export." Who are you going to export to? Gosh, we have encouraged the whole world for the last sixty years to learn how to raise cotton. Who are you going to export your wheat to? Let's be realistic about this.

Shorter Hours Troubles
That brings us up to the point of creating employment, and I agree with everything the speakers this morning said about the necessity of creating more. There is one thing that is apparently misunderstood by a great many of you, and that is this question of shorter hours and higher wages. The purpose of the shorter hour is to create a spread of employment by working more shifts each day. The weakness with some of the labor organizations is that they have not yet learned the meaning of the shorter hours and insist upon running into overtime. If you have a shorter day and a shorter week, only to run the same crew into overtime, then you get greater production cost without any real economic advantage.

On the question of wages—you must always bear in mind the relative costs of living in the different sections of the country, and what may seem exaggerated is not really so.

Do not forget this: that the greatest percentage of the wage earner's wages goes for food and clothes. That gets into circulation immediately, and it reflects immediately in your condition.

Fooling Ourselves
The trouble is that, when we start out as we did under the NRA, we say "All right, now. We are going to regulate business. We are going to regulate commerce and wages." Fine! In that same breath it was said, "Of course, manufacturers and industrialists, you are going to have more profits than you had before." Now,

(Continued on page 3.)

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