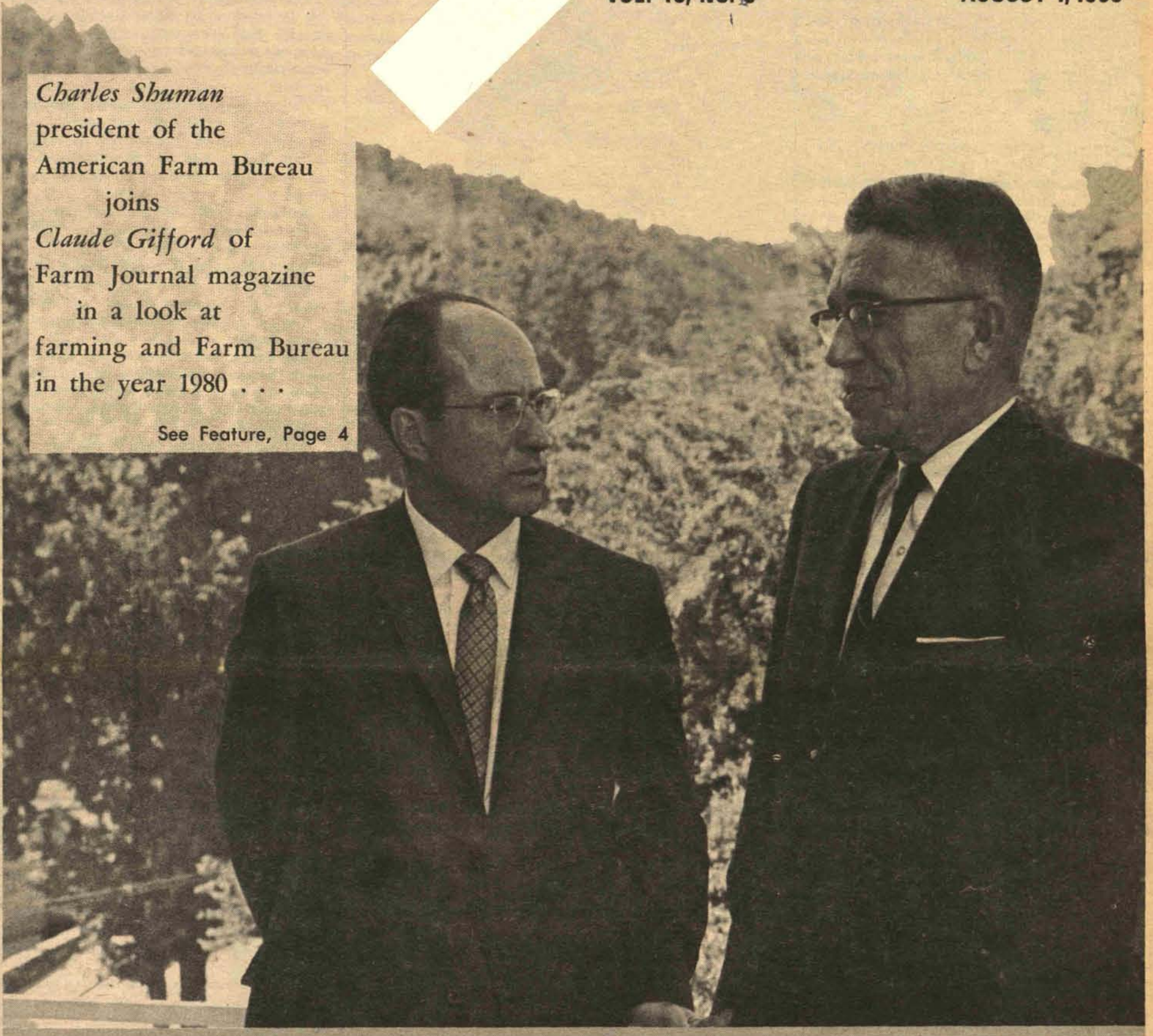


MICHIGAN FARM NEWS

PUBLISHED MONTHLY BY MICHIGAN FARM BUREAU
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AUGUST 1, 1965

Charles Shuman
president of the
American Farm Bureau
joins
Claude Gifford of
Farm Journal magazine
in a look at
farming and Farm Bureau
in the year 1980 . . .

See Feature, Page 4



WHAT LIES AHEAD FOR FARMERS IN THE NEXT 15 YEARS?

"The next 15 years will be more interesting, vital and full of change than the last 15. Physical labor will be less important and sharp management more important as land and labor account for a smaller share of the economic inputs.

"Farming will be predominantly a business — less a way of life. Competition for land will send land prices to fantastic heights. We will have more of a 'landed' class. The best way to acquire a farm will be to born on it as an only child, or marry into it.

"Farm prices will be determined more by farmers and their organizations and less by government than today . . ."

Claude W. Gifford, Economics Editor
FARM JOURNAL MAGAZINE

"Programs to involve members are the key to whether or not Farm Bureau will meet the challenges of 1980. We need adequate finance, we need plans to involve members in programs that are important and effective, we need to devote our efforts to filling the unfilled needs of farm people.

"Unfortunately there are many county Farm Bureau organizations that consist of nothing more than 12 board-of-directors meetings, an annual meeting and a membership drive—period! The county Farm Bureau must offer more than this.

"To the extent that we succeed in involving the membership in Farm Bureau activities, to that extent we will succeed and be a vital force."

Charles B. Shuman, President
American Farm Bureau Federation

SPECIAL DELEGATE MEETING, AUGUST 16

SEE PAGE THREE

Editorial

Stung to the Bone

The ignorance that surrounds agriculture is unbelievable. Worse, it will only deepen as farms become larger and more specialized and as the number of farmers drops toward the predicted 3 to 5 per cent of the population.

Here are two current examples picked from the popular press in recent weeks. Pogo, the appealing possum in Okefenokee Swamp, gets involved with a bumbling brown bear who attempts to carry off a ladder leaning against a tall tree. Things become complicated when they discover Mrs. Bear atop the ladder in the tree, picking tomatoes.

Example two again involves a whimsical children's cartoon character who rescues a distressed damsel lost in the forest. When she grows faint from hunger, he picks strawberries for her off a shrub-like tree about six feet high. "Nothing is impossible for a good knight to do," he remarks gallantly as he tosses down the strawberries.

True enough, nothing is impossible in a children's cartoon, and for this we are glad. At the same time we wonder how much of what we see about agriculture in films, books, comic strips and the popular press is born of malice, ignorance or editorial license.

"Are you badly hurt?" sobs the film heroine after her boyfriend has upset a hive of bees. "Yes dear, I've been stung clear to the bone," he replies.

Farmers also feel stung — clear to the bone. They know that not everyone can have the advantages of rural upbringing and that farmers themselves are often to blame for failing to communicate about their farming business with others. But what disturbs them most are the obvious attempts by professional politicians and others to take advantage of most people's ignorance of agriculture to promote their own ends.

Newspapers throughout Michigan carried a recent Associated Press feature-length story, complete with a half-dozen photographs, showing migrant farm families in grim scenes recalling the depression. "Migrants lead demanding life with \$3.50 per day top pay" — bannered the headline. The lengthy tear-jerker story which followed told of the plight of 53-year old Albert Thomas, who "for 10 hours worked on his knees taking the carrots from the rich earth. Each 55 pound sack meant 12 cents in his pocket. He worked harder and faster than anyone else in the field and earned top money for his long day . . . \$3.50."

The story continues with a report of thousands of persons such as Albert Thomas "whose hands will pick cotton in Texas and SOYBEANS in Illinois."

And tomatoes off tall trees?

The article ignored the fact that the carrot harvest has been mechanized for years and that the state in which poor Albert labored (California) has a minimum wage law affecting women and minors with a current rate of \$1.25 per hour minimum. Piece-rates are set so that the average income for adult males currently lies at \$1.40 to \$1.50 per hour.

In a 4th of July sermon, one Lansing minister stood in his pulpit to deliver a sermon on "freedom." "How much freedom is there," he said, "for a tractor driver paid only 50¢ per hour, and who, when he strikes for wages is turned out of his already meager housing?"

What on earth was he talking about? About migrants of which he had read a fictional account presented as whole-truth?

Who these days pays 50¢ per hour for qualified tractor drivers? What farmer, having found a qualified driver wouldn't try to hang on to him at almost any price?

In providing housing for migrant workers, a Michigan farmer may find it necessary to arrange housing for a family of seven in order to obtain one or two workers. Such housing in Michigan is customarily provided at no cost. What other major industry is so generous?

Yet, what other major industry is so misunderstood?

In planning the Farm Bureau of the Future, surely provision must be made for an aggressive and continuous campaign of information to non-farm people.

M.W.



Red Hen Outvoted!

Perhaps, if you have small children, you have run across a new edition of the old folk tale about the Little Red Hen.

She found a grain of wheat, you may remember from your own childhood, and decided to plant it. In turn, she asked the duck, the goose, the cat, the pig, if they'd like to help her. "Not me," said every one.

When it came time to reap the grain, the Little Red Hen again asked her barnyard neighbors if they'd like to help. And was refused again.

So it went, too, when the wheat was ready to be carried to the mill to be ground into flour. So it went again, when it was time to bake the flour into bread.

But when the bread was done, and the Little Red Hen asked who would like to help her eat the bread, the duck, the goose, the cat and the pig, all volunteered.

"No, I will eat it myself," said the Little Red Hen in the story. And she did.

Even a child can see the simple justice of this, and most of them laugh delightedly when the Little Red Hen turns the tables on her lazy barnyard neighbors.

But this is not a folk tale world. In today's adult world, the duck, the goose, the cat and the pig, might vote themselves the right to eat the Hen's bread by four to one, and hail it as a triumph of majority rule.

And they do!

In Appreciation . . .

Our board of directors has passed a motion expressing thanks and appreciation for cooperation which the Michigan Milk Producers Association received from the Michigan Farm Bureau during this most recent session of the Legislature.

As an organization, we sincerely appreciated the high degree of cooperation which was received. I am sure that we all know that it is an absolute "must" for farm organizations with compatible goals, objectives and methods to work as closely together as possible, if the interests of farmers are to be served.

Jack W. Barnes, General Manager,
Michigan Milk Producers Association

MICHIGAN FARM NEWS

THE ACTION PUBLICATION OF THE MICHIGAN FARM BUREAU

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President's Column

A Square Look . . .

Are some people taking a square look at the future jobs to be done by Farm Bureau? I wonder! I am hearing from a few people that the proposed \$20 yearly dues are a large amount for members to invest.

That idea ignores the fact that every year the job to be done by Farm Bureau gets more rugged. And every year the need for off-the-farm and on-the-farm services increases — services that people expect Farm Bureau to do and do well!

The meetings held by County Farm Bureau members and leaders all over Michigan listed many such wanted programs and services. But if Farm Bureau is to meet these wants, then the job can only be done with an all-out financing effort.

It is not as though \$20 is a lot of money. Most people will spend that, or more, for most anything they want, and think nothing of it.

When you figure it out, \$20 a year comes to a little less than five and a half cents a day, certainly not too much to invest in building a bigger and better community, county and state Farm Bureau.

Five and a half cents a day is only a little more than you would spend on a package of chewing gum or to mail a letter. It would cost more than that to buy the smallest sack of salted peanuts.

Are farmers showing faith in their own capacity to build and support a strong farm organization if they won't invest that kind of money to do the job?

Well, I think that farmers who are in the business of farming "for keeps" will not balk at \$20 per year to build a better organization to promote the future of farming.

Take farm legislation, for example. There is no longer a strong farm bloc to make it easy to get desired laws for farmers. Farm taxes? Threatened with growing pressures rather than relief. Controls of all kinds over farming and farm labor. The issues have to be fought out in legislative halls. *The job has gotten tougher. It will be tougher.*

More bills were in Congress and the Legislature this year than ever before — bills affecting farmers. We'll need top men and more of them to champion the farmer's cause. Busy farmers can't do this job themselves.

Marketing programs will have to grow and change to fit rapidly changing market conditions. We will need expert help to work on marketing problems, to plan and put into operation new-type marketing programs — not just wild ideas. Such men will be called on to do marketing research and to keep farmers informed about market conditions and developments.

More and more farms are needing new types of business assistance — estate planning, inheritance and business tax services, records analysis. We have to move ahead as such services are needed.

More work needs doing in public communications. We will have to move into the field of television to reach the American public, lest they destroy our farming operations through mistaken ideas about agriculture and through sheer voting power.

For years, the trend has been for farms to become larger and fewer. Michigan State University says this trend will continue. Farmers who make a job of farming will be receiving larger gross incomes.

I know what it is to try to finance and operate a dairy farm. But men like myself — men who have served before me — have been, and are, willing to give many days a month to help build Farm Bureau into a strong organization.

Time has been money to every one of us. Time off the farm is hard for Farm Bureau officers to afford. But they give it without stint.

And I am confident that thousands of Michigan farmers, with a true vision of what they can do together through their own organization, will be equally unstinting when it comes to financing the kind of Farm Bureau needed for the future.

Elton Smith

CALL FOR

SPECIAL DELEGATE MEETING!

Almost two years ago, the Michigan Farm Bureau delegate body empowered the "State Relationship Committee" — through the state Board of Directors, to study the programming and financial needs of the Michigan Farm Bureau.

Now twenty months later, and after more than 2,000 hours of time spent by the state Committee and the Board, a recommendation will be made to the more than 600 delegates at a special meeting, to be held August 16 in the Auditorium of Michigan State University, East Lansing.

In their studies, the State Relationship Committee noted that both the county and state Farm Bureaus have been operating literally "in the red" for some time.

Local programs have been reduced, services curtailed and some county Farm Bureau publications discontinued.

In recommending intensified and expanded programs to meet present and future needs, the Relationship Committee and the Board also recommended a membership-dues adjustment to \$20 yearly. Three-dollars of the increase would be retained in the counties. It was recommended that the state portion would pay the American Farm Bureau dues which increase by 25¢ next year and by another 25¢ in 1968.

The special one-day meeting of the delegate body representing all county Farm Bureaus, will convene at 10:00 a.m., Monday, August 16. In the notice to delegates calling the meeting, two purposes have been stated:

1. To consider and approve an expanded program in Field Services to members and counties; in Market Development; in Community Programs with special emphasis on Young People; in Information Services and in Public Affairs-Legislative Activities.

2. To vote on an increase in dues from \$12 to \$20 with the \$8 increase to be divided — \$5

to the Michigan and American Farm Bureaus and \$3 to the counties.

Such action would require a change in the Michigan Farm Bureau bylaws under Article Ten — "Finance" to read as follows:

Section 1. Annual dues. Except as to life membership contracts heretofore issued or undertaken by the association, the distribution of the annual membership dues of the association between this association and the respective County Farm Bureaus shall be determined by the Board of Directors, provided, that the amount of dues required to be paid annually by any member shall be \$20 per year, except, that any County Farm Bureau may vote additional local dues for local purposes only. Annual membership dues shall otherwise be uniform as to all members of the association. Such membership dues shall include the annual dues of the American Farm Bureau Federation and an annual subscription to the Michigan FARM NEWS.

3. To act on such matters related to the foregoing purposes as may come before the meeting.

This notice is given by order of the Board of Directors of the Michigan Farm Bureau, pursuant to authority stated in the bylaws.

Clarence E. Prentice,
Secretary-Manager
Michigan Farm Bureau



STATE RELATIONSHIP COMMITTEE MEMBERS are shown presenting their report to the Michigan Farm Bureau Board of Directors. Members include: Ed Bourns, chairman; Adolph Dongillo, Jr.; Don Hartsell, Tinus VanDerWoude, Merl Byington, Howard Erbe, Charles Anderson, Frank Blessing, Earl Bacon, Edwin Estelle and Waino Rajala.

Growth Needs Listed

In a recent meeting, the State Relationship Committee approved a list of suggestions for county Farm Bureaus to follow in expanding their programs and effectiveness. Included were:

Invite young people to participate in Community Groups; increase the number of groups; hold frequent county-wide meetings, make citizenship programs available to other groups.

They suggested that county Farm Bureaus should advertise on radio and in newspapers during Roll-Call and that county people should be paid for travel and similar expenditures on behalf of Farm Bureau.

The possibility that a field-staff person could be assigned to an area of two or three counties was suggested by the committee which noted that more "professional" help is needed in counties, "there is a need for more regional men, or men to work under the regional men . . ."

Radio and television were both mentioned in suggestions for an expanded Information program, with the thought also expressed that counties should use all media to build an effective public relations program in getting the Farm Bureau story, and the farmer's story across to non-farmers.

The committee suggested that more market information should go to the individual members and that information about legislative matters should be more "efficiently communicated" to the Farm Bureau membership in the counties.

They stated that counties should help provide more local effort in legislative matters and "improve communications between the legislators and local people" in a number of ways including meetings and visits.

Also included in the report was a long list of "miscellaneous" ideas for expanded county programs.

A.F.B.F. DUES TO INCREASE

Based on current membership, Michigan dues to the American Farm Bureau will increase by \$17,000 next year, and to \$34,000 more than the current dues, in 1968.

The increase has been brought about by action of voting delegates at the last AFBF meeting in Philadelphia, when they wrote:

"... effective December 1, 1965, the annual dues of each member state organization in the American Farm Bureau Federation shall be \$1.25 for each individual membership in the county Farm Bureaus affiliated with the state organization;" and "effective Dec. 1, 1968, the annual dues of each member state organization in the American Farm Bureau Federation shall be \$1.50 for each individual membership in the county Farm Bureaus affiliated with the state organization."

Past Presidents Back Expansion

"WE MUST MOVE AHEAD"

Two present members of the Board of Directors of the Michigan Farm Bureau have the unusual distinction of having served in the past as President of the Michigan Farm Bureau. They are Ward Hodge, Snover, and Walter Wightman, Fennville.

Both were serving on the board, Wightman as president, when the last special delegate session of the Michigan Farm Bureau was called to consider program advances in the Spring of 1959. Both men are looking forward to the coming special delegate session called for August 16.

"Farm Bureau cannot stand still. We are just the same as everything else, either we grow and move ahead, or we slip back. I call the proposed expanded program and dues increase to back it, a definite step in our growth," Wightman feels.

"The State Relationship Committee was given the job of studying our program activities and our financial situation, and they had to take into consideration the many things we could and should be doing that are now left undone. I think they came up with the only proper solution — an expanded program and increased dues to cover it," Wightman said.

"Farm Bureau, both state and American, has built a staff of which any organization could be proud. Anything worthwhile costs, and all costs continue to



WALTER WIGHTMAN



WARD G. HODGE

climb — Farm Bureau is no exception. Yet we are getting more for the dollar spent in dues for Farm Bureau than in any other dollar we spend!"

Much the same opinion has been expressed by Hodge, who served as President of the Michigan Farm Bureau in the years 1954 through 1958, and who has equally strong feelings about the need for Farm Bureau to expand its sphere of influence.

"Farm Bureau needs to be doing more, especially on county problems. There are dozens of local projects that need attention which Farm Bureau could handle if we were properly organized," Hodge said. He noted that only minor amounts of county Farm Bureau funds, "about 15 percent each year" are going toward local

programming and that many county Farm Bureaus are operating at a deficit.

"What really made us face facts was the scheduled increase in dues to the American Farm Bureau Federation, which begins next year and which will take another jump in 1968," Hodge said, "that, and the many obvious areas of program expansion listed by county Farm Bureau leaders."

A long-time supporter of Young People's activities, Hodge feels that much more could and should be done to bring young farmers into the work of Farm Bureau.

The men are unanimous in supporting the recommendations for an expanded program which will be placed before the delegate-body, August 16, and the adequate finance to bring it about.

MEN OF VISION

Farm Bureau began in the minds of visionary farm people who foresaw future need for a free, strong farm organization to represent them.

There is no doubt that they built well, and that Farm Bureau now has the experience, organizational ability and membership size to do most of the jobs that farmers want done.

Whether this will continue to be true depends once more largely upon the "vision" of farmers and farm leaders who again foresee future demands of a changing agriculture.

Michigan Farm Bureau president, Elton Smith, has listed areas which he feels are of the most importance if Farm Bureau is to keep its place as the leading farm organization.

It is his feeling that Farm Bureau . . .

Must have programs aimed at, and attractive to, commercial farmers. Must be greatly concerned about the low incomes in agriculture. Farm Bureau must be "competitive" in its ability to change. Farm Bureau must have more and better trained field staff to explain complicated problems of agriculture to farmers and non-farm people.

Farm Bureau must be . . .

An organization that can "roll with the punches." One that can quickly recognize the needs of farmers and act accordingly. Armed with a legislative program staffed by personnel who understand farmers and their allies. A staff able to accomplish the jobs farmers need done in a reapportioned legislature. Aggressive in its program of surfacing and training new leadership to ably represent agriculture.

Farm Bureau must expand . . .

A vigorous information-public-relations program for both members and non-members. A market development program, staffed with the best personnel in the business.

FARMING - 15 Years From Now!

What Will the Future Bring?

Farm Journal Magazine's astute economics Editor, Claude Gifford, recently joined American Farm Bureau president, Charles Shuman, in a look at what the next 15 years will bring to agriculture. His comments follow:

•• The farmers that are now 50 years old or older — and that includes quite a big share of them — will have retired or will be nearing retirement in 1980. Practically none of the farmers then will have farmed during the depression of the 1930's. Practically all of them will have lived with the government farm programs that started in the depression. Most of the farmers in 1980 will have gone through vocational agriculture courses in high school. Over-all, they'll be better educated and more capable.

•• There'll be more father-son partnerships than now, and more of them will be drawn up in legal form — to supplant the vague verbal partnerships that are now one of the real tragedies of farm life.

•• Rural living (in the country) will be in vogue as people try to escape the concentration of the cities. Parents will not shun the country schools, as these schools will be consolidated with city schools; high school educational quality will be more uniform.

•• Specialization will increase as farmers concentrate on management and use of capital. Physical labor will be less important; sharp management will be more important as land and labor account for a smaller share of the economic inputs in farming. The specialization will create an even greater need for farm organizations to bring farmers together and see each other's problems.

•• Many farm products will be raised on contracts with co-ops, processors, wholesalers and retailers. Advanced pricing, time of delivery, volume, and specification of grades will be more commonplace in contract terms.

•• There will be more certainty about farm prices from season to season and year to year. This will come about as a result of better planning, better market reports, and a growth in contract outlets as the farm market. The lines of communication between the market demand and the farm will be more direct, less garbled and more efficient.

•• Farm prices will be determined more by farmers and their organizations and less by government than today. We will be more fully aware than today that (1) government pricing puts farmers at a disadvantage because of their shrinking minority position in a public body interested in low food prices, and (2) we will be more fully aware than now that the government is primarily interested in social ends in its programs. As farmers do more to price their own products, other groups, and labor unions, will compete with the Farm Bureau to do the job.

•• Farming will become a larger and larger business in terms of capital invested, gross income, net income and money spent.

•• Per-farm incomes will be much higher and there'll be less of a gap between farm and non-farm family incomes. This will result from fewer farms, larger farms, larger markets and inflation.

•• Water will become more limiting than land or capital in future agricultural production. Urban areas, industry and recreation will compete for water, and farmers will be at a disadvantage in the public policy determination that will allocate the use of water.

•• In 1980 there will be people preaching strange economics: That the government is the fountain of wealth. That people's rewards should be measured only by what they need. That someone, or some government group, is blessed with the omniscience to determine what 245 million people need. That someone, or some government group, is capable of deciding who gets what when needs exceed availability or when needs conflict. That someone, or some government group, can push the button, and presto, affluence pours out.

This will be the group that Farm Bureau will have to counteract if you are to preserve independence and freedom for farmers.

•• Freedom to farm will be a vital issue in 1980 as now. The greatest enemy of the Farm Bureau is not some other group, inside or outside of agriculture, but apathy from within . . . the opportunity unseized . . . the vacuum undetected . . . the crisis unforeseen . . . the leak unplugged . . . the education undone . . . so that the member doesn't know what to say, or doesn't have the gumption to say it, when someone says, "What has the Farm Bureau done?"

The greatest challenge facing the agriculture in which Farm Bureau operates is not whether we can raise another blade of grass, or two kernels of wheat where one once grew, but how well we verbalize.

We are becoming a shrinking minority faster than we think. And how we fare depends on how well we verbalize our needs, goals, and plans — and communicate them: to townspeople, voters, businesses, labor unions, legislators and our own people.

All this will call for new talent on the part of a farm organization.

More than ever the success of farm organizations will depend on how well they function in the area of public opinion.



Farm Bureau of Future

Observations by American Farm Bureau President, Charles B. Shuman, about challenges facing organized agriculture in the near future.

I agree substantially with Claude's predictions . . .

I see four challenging areas in Farm Bureau's future. They include: *Legislation, Economic Services and Marketing, Local Farm Bureau Organization Development and Information*, and not necessarily in that order of importance.

The role of Farm Bureau in legislative matters will be different than now — and probably directed at the other segments of the population much more than it is today, with less dependence upon influence with the individual members of Congress.

A second area of challenge will be through services direct to farm people.

The greatest challenge I think that we face is whether or not we are going to change as conditions change. None of us are comfortable about change. *I suppose it is more difficult for some of us of German extraction to look to the future and try to contemplate change than anyone else, because our whole racial and historic background is rather opposed to it.*

I notice this in other Germans too. We rather insist on stubbornly sticking with something that we have found to be good because we know it was good and we don't want to take a chance on something else!

Change is characteristic of agriculture, and is going to continue to be, of course, rapid change — with all of the discomforts and pressure it puts on people who try to serve agriculture.

So, the greatest challenge that I think we are going to face in this area of serving farmers is going to be geared to change, and our efforts to meet and match it.

One current example is the area of farm record-keeping and farm management type of service. I'm sure that most of us didn't anticipate that time would be as ripe for this as it is. I don't mind telling you that we have been absolutely snowed under by State Farm Bureaus where the interest in this kind of service is awakening and developing.

There are many others in this area of service to farmers — laboratory services, for example. I don't believe that anyone other than the farmers' own organization will develop truly adequate

laboratory services. We don't have it today — although a few of our county Farm Bureaus are doing some pioneering. The time will come when this will be a very important function of Farm Bureau as an organization.

We need to do some probing in the field of *insured credit risks*. Why shouldn't a farmer be able to buy a credit insurance policy somewhat along the line of FHA type of insurance, which will permit him to walk into the bank and with this policy, establish his line of credit? *I think it is feasible.*

I cannot neglect marketing, as perhaps the greatest of all the challenges for the farming and Farm Bureau future. *Contractual production* is almost uniform in the industry and agricultural production is becoming more and more like industrial production. Contractual production, whether you like it or not, is here to stay and will increase until it includes all agricultural production in perhaps a 20 year period of time.

We ought not be dismayed, for unless you have some kind of contractual marketing, one can't do very much in negotiating for prices and other terms of sale. We are finding this out in our American Agricultural Marketing activities, where it is much easier to become effective in the marketing of tomatoes for processing when contracts are negotiated before the tomatoes are put in the ground — than it is to become effective with apples for processing with the trees already planted and in production.

The third area of challenge is that of local Farm Bureau organizational development. The basis of our organization, I'm sure, will always continue to be our local unit — and yet if you took a survey of the county Farm Bureau organizations of the United States, you would be very discouraged at what you would find. Yet, I am tremendously pleased, and I know you are too, with the exchange trips taken by county leaders from one state to two or three other states to see how they are doing.

I'm sure that a great deal of good is coming from this. But perhaps the greatest good comes to the counties being visited. I know one Illinois county who had had visitors from out-of-state, and followed it with a meeting after-

wards where they said, "Now we told these folks how good we are — maybe we had better sit down here and try to do something about getting that good!"

Unfortunately there are many county Farm Bureau organizations that consist of nothing more than 12 board of directors meetings, an annual meeting and a membership drive — *period!* The county Farm Bureau of the future must offer much more than this.

We must do much better than that in the coming years. We must have an organization that amounts to something on the county level.

How do we improve local government? You can't do that through the state or American Farm Bureau. It has to be done through your county organization. If we don't do something in our local rural communities to improve local government functions and acceptance of responsibility by local people, then we deserve to have the Supreme Court decision which takes away our opportunity to be represented — we deserve to have centralization from Washington down.

The fourth area in which I think we are going to be tremendously challenged lies in the Information-Public Relations field. When we get to be about three per cent of the population as farm operators and 97% non-farm people, it is going to be more important than ever that we have adequate communications with the public.

What are good public relations? It is trite and old, but I don't think there's any better definition than the one that most people are acquainted with, and that is: first, be sure you're right in what you stand for, and then do something about it — and then tell the world!

We need adequate resources, we need plans to involve our members in programs that are important and effective, we need to devote our efforts to filling the unfilled needs of farm people. We must never forget that our major Farm Bureau function is that of meeting the needs of Farm Bureau members.

Programs to involve members is the key to whether or not we meet the challenges of 1980.

To the extent that we succeed in involving the membership in Farm Bureau activities, to that extent we will succeed and be a vital force.

MANY FINE FARM BUREAU "HOMES"

OFFICES BECOME "SERVICE-CENTERS"

The "boom" to establish County Farm Bureau office service centers in Michigan began in the early 1950's. County Farm Bureau leaders recognized that it was desirable for the members' to have a "home" in the county. Such an office also serves notice to the world that the organization is an established and "going" affair.

Thirty-four of Michigan's seventy-one organized County Farm Bureaus have office service centers. Why not all seventy-one?

County Farm Bureaus with less than a thousand member families lack the finances to support an office. In many of the less agricultural counties in the north of Michigan, a county office lies beyond the capacity of the local organization—unless counties combine as some have done. Northwest Michigan Farm Bureau (Leelenau and Grand Traverse) present an example of this combination, with offices in Traverse City.

A number of County Farm Bureaus said, "If we are to have a home, let it be ours!" Some bought, some built. In either case, they went to work to realize a cherished goal.

County Farm Bureaus which built their own homes are: Berrien, Bay, Huron, Hillsdale, Lenawee, Monroe, Ottawa, Tuscola, St. Clair and Washtenaw. In other cases, desirable existing facilities were purchased and renovated to become the County Farm Bureau center.

Such facilities were bought by Barry, Genesee, Ingham, Clinton, Sanilac, Shiawassee and St. Joseph County Farm Bureaus. A new office is now being built by the Allegan County Farm Bureau—nearly ready for occupation.

Other County Farm Bureaus rent office space—Branch, Cass, Gratiot, Ionia, Jackson, Kalamazoo and Macomb. A half dozen County Farm Bureaus combine their office locations with facilities of affiliated service companies of Farm Bureau.

Approaching the idea of a one-stop service center are the offices of Calhoun, Eaton, Isabella, Livingston, Northwest Michigan and Saginaw County Farm Bureaus.

The "builders and buyers" were bold in their approach. Buildings cost money—and none of the counties had it at hand. They borrowed and then went to work to pay off the mortgages.

In some cases, the members agreed to small annual assessments to pay off the debt. Some were blessed with helpful contributions, either of money or of office equipment, or both. But, for the most part, projects were put in motion to raise the funds—special dinners, bake sales, auction sales, rummage sales or food tents at the County fairs manned by the members. Members stepped in to refurbish the interiors of many of the buildings which had to be remodelled.

Lenawee, Calhoun, Monroe, Sanilac and Genesee County Farm Bureaus gleefully report holding special ceremonies for burning their mortgages.

Many of these offices contain ample meeting halls in addition to their office space. There are facilities for board and committee meetings—in some cases large enough for the County Farm Bureau annual meeting, rural-urban banquets, training sessions, and social gatherings. Kitchen facilities make the locations an attractive community center desirable for other groups in the community and available for rent.

The County Farm Bureau office contains the Agency headquarters for the Farm Bureau Insurance program of the county. Farmers Petroleum Cooperative also operates out of many of them. In any case these affiliated services contribute extensively to the maintenance of the office operations. These contributions are based on the volume flow of business done through the county offices.

The benefit is mutual. Cross referencing of records for the membership often make it possible to save on the expense of record-keeping. Telephone services, fire insurance, liability and burglary insurance can come under a single policy.

There are common costs for lighting and heating. Why heat two or three offices, when economies can be realized by having all Farm Bureau and related services under one roof? Yes, pooling programs makes sense. Convenience to the members and savings to the County Farm Bureau.

Such service centers can be made available to more County Farm Bureaus. More services can be added to aid the farmers in their operations. It is merely a matter of money—a matter of adequate financing.

The future may find these offices providing services in farm account records, tax and legal services, credit and finance—some are already reaching out into these fields. These services will come if the members want them and will provide the "where-withal" to make them possible.

Stop in at a County Farm Bureau office—maybe your own—maybe in another county. Visit with the folks there and find a warm welcome. Learn about the services they render to the members. You may even see these offices in other states. But you'll not find a warmer welcome than in a County Farm Bureau office in Michigan.



JUSTLY PROUD of their spacious new quarters, Tuscola County Farm Bureau members built this Farm Bureau Center. The office building neighbors with the Caro Farmers Cooperative Elevator and the Farmers Petroleum Cooperative branch for the county—both dispensing Farm Bureau supplies.



A MODERN OFFICE with large meeting room in the basement was built by Washtenaw county Farm Bureau. Located where farmers gather for other agricultural events.



BOUGHT AND REMODELLED to fit the needs of the Ingham County Farm Bureau, this office and annex provides a surprising amount of space for Farm Bureau affairs.



GOOD FACILITIES to serve as county Farm Bureau offices can often be rented, as this Macomb County office demonstrates. Provides insurance and credit services.



A SOIL LABORATORY was included when Ottawa County Farm Bureau built its new office. The laboratory tests 3,000 samples for farmers each year.



COUNTY SECRETARIES ARE BUSY PEOPLE. But clearly, Mary Ellen Lucas likes her work with the Livingston County Farm Bureau. Keeping up membership and insurance records, meeting member-callers and answering phone calls makes a busy day. The Livingston Farm Bureau office is near the Howell Cooperative, a management service operation with Farm Bureau Services, Inc.

MEMBER-SERVICES

Farm Business Center



EYE APPEAL AND SERVICE. The Hillsdale County Farm Bureau sign tells the story that makes this a service center. Behind the office is a warehouse of the Farmers Petroleum Cooperative. Farm Bureau people of Hillsdale county built this office in 1960. The bank of windows at the right looks into the specially-planned meeting room. Service companies help finance the office operations.

Many of our modern County Farm Bureau offices provide a convenient "One-Stop" Service Center for Farm Bureau members. Full records of the membership are at hand, including the services used and farm production interests of each member.

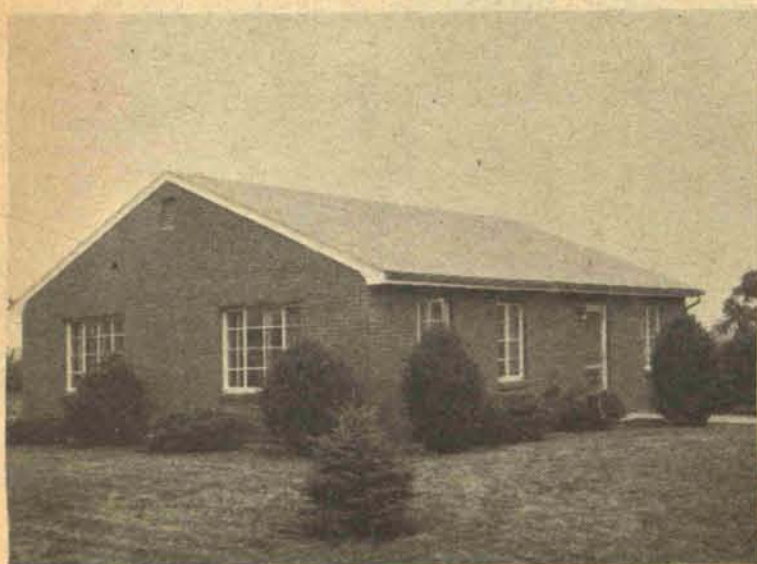
The aim of creating a total service point is a good one. County offices differ somewhat in achieving this goal. But in all cases, attention to the insurance needs of the members is available in these offices, policy records, information, attention to claims and adjustments, counsel on estate planning and safety programs being centered there.

A number of the County Farm Bureau offices are housed with the offices or retail centers of the farm supply service companies, the Farm Bureau Services and Farmers Petroleum Cooperative.

The Ottawa County Farm Bureau office contains a soil testing laboratory. This office tests more samples for county farmers than are done at Michigan State University. Other County Farm Bureaus render this service by contract.

Farm credit service? Yes, that, too, in some cases. And it is an excellent idea. Saginaw County Farm Bureau operates its own Credit Union. Macomb County houses a representative of the local Production Credit Association. Another addition to their operation as a one-stop service point.

Two of our County Farm Bureau offices are located in modern shopping plazas in their community. Office business services for members will grow as Farm Bureau grows to serve the needs of farmers of tomorrow.

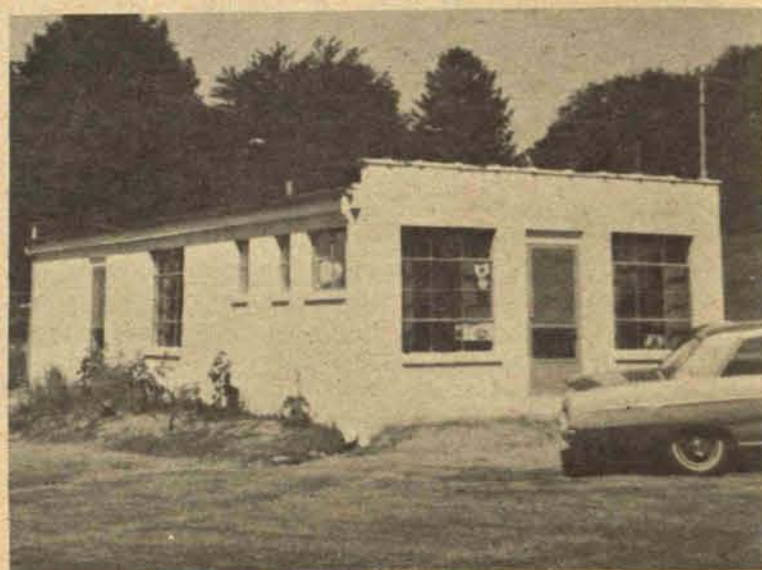


IT'S OURS FOR KEEPS says the Monroe County Farm Bureau. The office was built by the County Farm Bureau and became debt-free last February. The attractive center gives the County Farm Bureau a right to be proud of their accomplishment.

SIGNS . . .



IT'S A GOOD SIGN. It properly announces the Calhoun County Farm Bureau office as a Farm Bureau Center. Good signs at the location are important. They let the members and the public know that the county Farm Bureau is a going business.



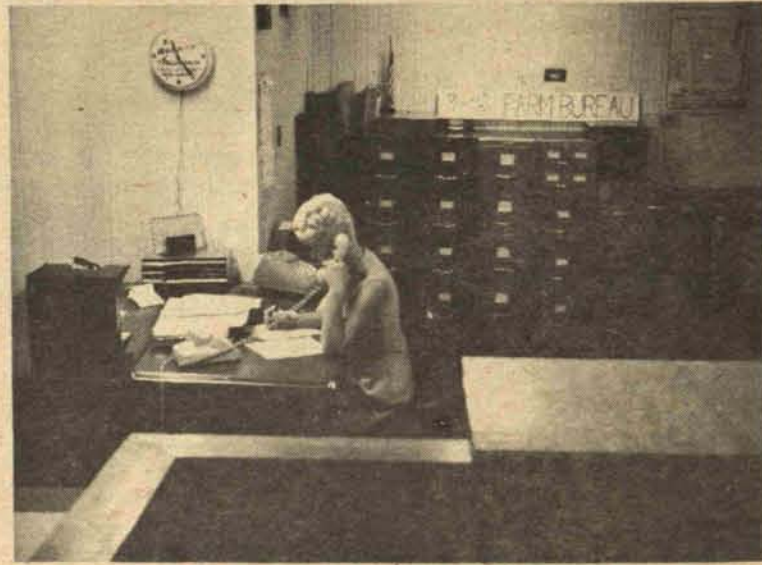
MORE THAN MEETS THE EYE. Surrounding the Calhoun County Farm Bureau office are the bulk terminals of the Marshall Farm Bureau Oil Company, a modern gasoline station, and the bulk fertilizer facilities of Farm Bureau Services, Inc.



THERE ARE SMILES for members and visitors who enter the office of the Cass County Farm Bureau. The Farm Bureau is in an agricultural service building.



IN THE HEART of the town where farmers trade lies the Clinton County Farm Bureau office. The offices were purchased by the County Farm Bureau.



"MAY I HELP YOU?" says Marie Pianowski, secretary of the St. Joseph County Farm Bureau. County Secretaries are usually as near as the members' phones. The Farm Bureau bought the Community Building in Centreville as an office center.



ATTRACTIVE LOCATIONS for offices can be rented, as proved by the Lapeer County Farm Bureau. Plenty of room for Farm Bureau affairs in this extensive building. Such offices are busy day and night. It's air-conditioned!



BOUGHT AND PAID FOR. The attractive office of the Genesee County Farm Bureau is attractively furnished—including the secretaries. Plenty of business.

A Place to Gather...

Where shall we hold the meeting? The party? The banquet? It could be any group asking the question. And in some cases they decide that the County Farm Bureau building is best.

This might be in *Berrien County* — or in *Washtenaw, Huron, Hillsdale, Ottawa or VanBuren* — to mention a few. Facilities built or owned by these County Farm Bureaus have become community centers — as well as service centers for the Farm Bureau members.

Many Farm Bureau affairs go on in their meeting halls. They do not have to cast about for a place to hold their annual meetings, their rural-urban banquets, their meetings of Farm Bureau Women and Young People. Come home, good members, come home to the Farm Bureau Center of the county!

Maybe the members want a big conclave on the school problems, or perhaps there is a farming field day to be held. Lenawee County Farm Bureau office becomes the host center for the National Corn Picking Contest on October 21 and 22.

A good office location and ample facilities can put you "to the front" in your community.

And while we are talking of excellence — a toast to our *County Farm Bureau Secretaries* who have done such a fine job of planning and developing efficient office operations — the better to serve the Farm Bureau members. These secretaries are responsible for scheduling the many events in the Farm Bureau offices in their counties.

MEMBER-SAVINGS



BURNED THE MORTGAGE! Four years after the purchase of this fine facility, the Sanilac County Farm Bureau held a special ceremony to burn the mortgage. Volunteer work by the members rebuilt the interior, and put on a completely new roof. Many organizations in the county use the ample meeting facilities. A fully-equipped kitchen makes it ideal for holding banquets. It is a community center.



BRAND-SPANKING NEW is the office of the Allegan County Farm Bureau. In fact, this story may celebrate the house-breaking. Occupancy is scheduled for just about now. Building your own, means that you can use modern design!



SERVICES COMBINED at the Eaton County Farm Bureau office in Charlotte. Arm-in-arm with the Eaton County Farm Bureau Cooperative, the office is a business center for farmers — Insurance, Seeds, Feeds, Fertilizers and Petroleum products.



WHERE PEOPLE GATHER for business and trade. Huron County Farm Bureau owns part of a shopping center. Facilities include kitchens and a large meeting room. The office has "increased traffic 250%", says the county Secretary.



BAKE, AUCTION, AND RUMMAGE SALES helped pay off the debt on the Lenawee County Farm Bureau office. Community Groups sponsor them. It's free and clear. Lenawee has a complete service center for its membership in the county.



SERVICES UNITED. Many County Farm Bureau offices, like that of the Isabella County Farm Bureau, combine with Farm Bureau Services trading points and include operations of the Farm Bureau Insurance Group and Farmers Petroleum Co-operative. This Mt. Pleasant office also includes insurance agency for Midland county.



NO PLACE LIKE HOME. So the Shiawassee County Farm Bureau bought one in Owosso to provide their office center. The building provides a variety of meeting rooms in addition to the Farm Bureau and Insurance Agency quarters.

County Offices are busy *Service Centers!*

"A MATTER OF CONVENIENCE"

County offices make services by the County Farm Bureau convenient for the members. As Farm Bureau grows toward expanding services, more counties will need these offices. Some will need bigger and better facilities.

The County Farm Bureau offices help to emphasize the fact that the Farm Bureau is a home-and-community affair. The offices help greatly to assure that program activities will grow "right where the members live."

As farms change and new needs arise on the farms, the County Farm Bureau offices will become centers of expanding services for farm families. The members themselves will guide and develop this growth. The Farm Bureau of the future will serve the farmers of the future. Without doubt, much of this service will originate in local, county Farm Bureau "Centers."

Why is this so? In these county offices the boards of directors meet to map the course of their programs. Committees meet to plan and spark activities that fit the needs of the membership. The office becomes a sounding-board for member ideas for growth and service.



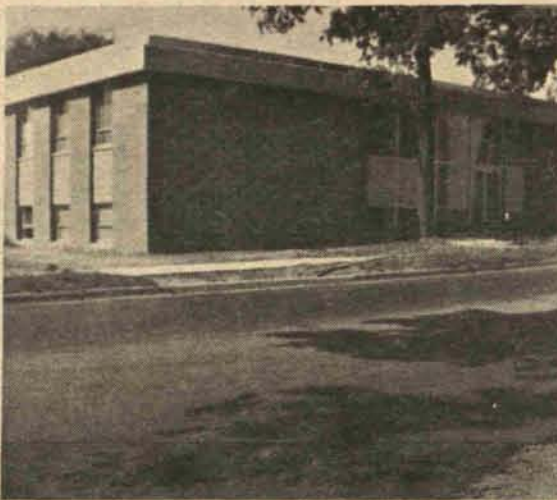
PURCHASED AND IMPROVED by the volunteer work of St. Clair County Farm Bureau members, this office serves the county with efficiency. Located at Memphis.



FARM BUREAU SERVICES? Yes, galore. The Saginaw County office is in the Bureau Services branch. The only County Farm Bureau operating its own Credit Union.



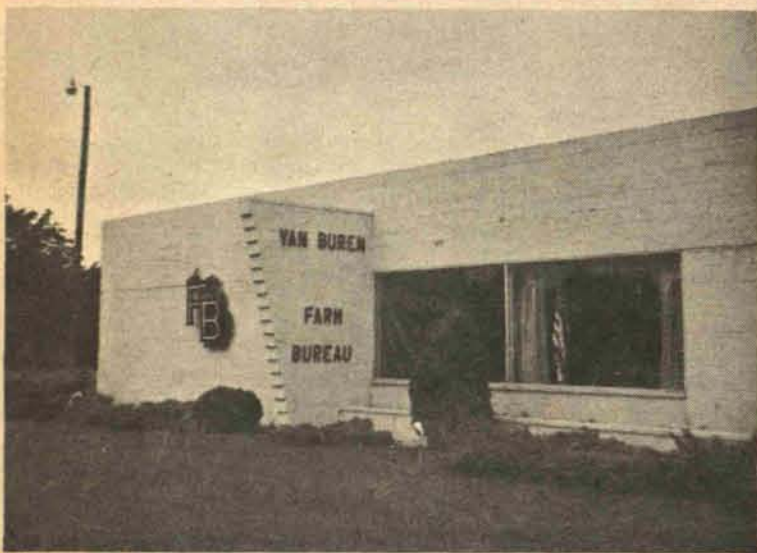
A SHOPPING PLAZA LOCATION was chosen by the Kalamazoo County Farm Bureau. But it is convenient. Farmers can reach it by nearby east-west or north-south expressways. The facilities have depth. Lying behind the offices of the County Farm Bureau and Insurance Agency is an ample meeting room.



ROOM FOR EVERYTHING and everybody in the modern office space rented by the Jackson County Farm Bureau. No trouble finding it. Right by the Fair Grounds!



BRANCH COUNTY — has maintained an office for the past 22 years, and in new quarters for the past 4. The office has always been a busy place, filled with daily "traffic."



RECENTLY RENOVATED — this 7 year-old building, housing the Van Buren County Farm Bureau has a new heating plant, tile ceiling and insulation in the auditorium and kitchen and an enlarged office area. It is an important work and meeting place.



THE ATTRACTIVE HOME of the Gratiot County Farm Bureau in Ithaca is rented — for the time being. It is leased for two year periods. "For," says the County Farm Bureau, "Our dream is to build our own office home in the future."



How many ways the phone helps out around the farm!
And how little it costs!

Michigan Bell
Part of the Nationwide Bell System





capitol report



WATCHING GOVERNOR ROMNEY sign the bill creating a State Bean Commission are (left to right): Larry Ewing, Michigan Farm Bureau; Alvin W. Nehmer, Saginaw; Rep. Harry Rohlf, Akron; Wilford Root, Saginaw; Rep. Sam Charron, Pinconning; Rep. Russell Strange, Mt. Pleasant; Warner Meylan, Bay City, and Robert Smith, Michigan Farm Bureau.

Tax Legislation

Most of the tax bills passed during this session of the Legislature were of an administrative nature. Major tax reform bills were either left "on the table" or stayed in committees. All such tax measures are still alive and are to be considered at the special fall tax session beginning in mid-September. Farm Bureau has been invited to testify before various special interim committees studying the many aspects of total tax reform. *There are enough bills still alive to completely carry our Farm Bureau's program of tax reform.*

The bills that have passed so far represent continued progress for Farm Bureau's program and bring it closer to its goal of lessening the present property tax burden. For instance, passage of the new state school aid act will relieve some of the pressure on property taxes, especially to low valuation districts.

Many tax bills passed one House but remained in the committee of the other House. Some of those supported by Farm Bureau were: Tax relief for victims of the Palm Sunday tornado which passed the House by a large vote. This legislation resulted from Farm Bureau's special meeting on the problem. It was necessary to amend a bill dealing with veterans tax exemptions which is one reason for being delayed. H. 2970 passed the House 92-1 and would have changed the Commercial Forest Reserves Act (Pearson Act) to increase tax revenues to counties.

Working to prevent legislation is often more important than passage of legislation. Many tax bills not in the best interests of farmers were kept in committee. For instance, strong efforts were made to repeal the law passed last year requiring the printing of the "equalized valuation" on the tax statement. This became known as the "truth in tax" bill.

There were several bills to repeal the tax or raise the exemptions on farm personal property and S. 177 was reported out of committee and then laid on the table. S. 267 and H. 2497 would have prohibited assessing fruit trees, plants, etc. as part of the real property. S. 602 would have taxed new construction the first year it is built with the revenues going to the schools.

This is only a partial listing. It should be emphasized that these bills along with the major tax bills on income tax, etc. are all alive and will be studied by the committees between now and the special tax reform session beginning in September.

"Busy, Lively, Productive!" — LEGISLATURE

By: Legislative Counsel
Dan E. Reed

The first session of the 73rd Michigan State Legislature could be described from the farmer's point of view as "busy, lively, and productive." Now recessed, not adjourned, the legislature apparently intends to technically remain in session throughout the entire year, with a mid-September session breaking the recess.

Farmers fared well in the 1st session, with a number of long-sought measures passed. A listing of them, somewhat in order of importance from the Farm Bureau viewpoint, includes:

H.B. 2169 — Reorganization of the administrative department of government — a major accomplishment! This bill, given "Immediate Effect," carries out the requirements of Michigan's new Constitution, providing that the more than 125 commissions, committees, and departments be organized into not to exceed 20 major departments. As passed by the Legislature, there will be 19 principal departments.

A major part of Farm Bureau's legislative program was aimed at securing a Department of Agriculture as one of the major departments and insuring that it will be under the direction of an Agriculture Commission appointed by the Governor and confirmed by the Senate. We are glad to report that the legislation meets these requirements of Farm Bureau policy.

H.B. 2049 — Meat Inspection and Slaughterhouse Licensing. For several years this has been a key part of Farm Bureau's legislative program. It will require that all meat sold in Michigan for human consumption receive both antemortem and post-mortem inspection under veterinary supervision. An exception is provided for producers slaughtering their own animals for their own consumption.

Local units of government inspection systems may be approved by the Director of Agri-

culture, with the state paying the cost of local inspection from appropriated funds. It will assure, however, movement of inspected meat throughout the state; will permit state institutions to purchase Michigan-inspected meat, and is expected to qualify Michigan meat for interstate shipment under federal approval. Passage of this bill should remove many roadblocks to the growth of Michigan's livestock industry.

State-wide Uniform Dairy Inspection — Two bills — S.B. 572 and S.B. 593, working together, will provide Michigan with a uniform inspection system covering Grade A and manufactured milk under enforcement by the Department of Agriculture. Costly duplication will be eliminated, and dairy farmers should no longer be plagued with multiple and confusing inspections.

H.B. 2119 — establishes a State Bean Commission to be supported by grower assessments to improve the bean industry. The bill will levy 2¢ per hundred-weight on dry edible beans produced by participating growers. It provides an escape clause for producers who wish to be non-participating growers.

H.B. 2649 — clarifies the definition of a "potato dealer" and changes the formula for determining the amount of the bond required of dealers.

H.B. 2650 — extends the Potato Industry Council for an additional five-year period.

S.B. 3 — authorizes an insect pest compact under which Michigan may join with other States in more effective pest control programs. One feature of the Act provides an insurance fund from appropriations to be made by the member states. Michigan could benefit from such a fund at present since the cereal leaf beetle war is being fought largely in Michigan but is protecting the grain fields of the nation's bread basket.

S.B. 106 — Marketing Order Enabling Legislation. The measure would enable agricultural commodity producers to develop self-help marketing programs for the promotion, research, quality improvement and handling of surpluses of their own commodity. It requires a referendum of producers of the commodity involved. The Act would be administered by the Department of Agriculture.

H.B. 2352 — prohibits restaurants, bakeries and similar establishments from purchasing low-quality eggs, such as cracked, dirty or Grade C eggs, which are a potential source of Salmonella, which may cause a severe human illness.

S.B. 186 — establishes requirements for the importation of swine into Michigan; requires brucellosis testing of such swine over four months of age.

H.B. 2175 — provides an important amendment to the Motor Carrier Act which permits transportation of grain and beans in trucks not regulated by the Michigan Public Service Commission. The savings to Michigan producers of these commodities amounts to several cents per bushel.

Other bills providing for improved control over the sale of agricultural liming materials, commercial feeds, commercial fertilizers and seeds improve and update the laws covering inspection and stop-sale of below-standard commodities.

H.B. 2165 — providing anti-monopoly legislation and eliminating unfair trade practices in the dairy industry was reviewed in the July issue of Michigan Farm News. This bill was the

subject of much maneuvering in the Senate — was placed on the table, taken from the table, debated again on the floor, and returned to the table. During the debate, both Democratic and Republican Senators gave assurances that if the bill was tabled it would be placed on the agenda for action during the session planned for this fall. Meanwhile, price wars, price-cutting and unfair trade practices continue in the dairy industry.

"COMP" CONFUSION

Confusion regarding the 1965 amendments to the State Workmen's Compensation Act worries many Michigan farmers.

While the 1965 mandatory act takes effect September 1, 1965, that portion having to do with agricultural employers, which is subsection (d) of Section 2a of Part 1 of the Act, carries the words: "This subsection shall become effective May 1, 1966."

While there will be many regulatory and administrative decisions necessary, this section of the law is clear. This interpretation has been cleared with the Department of Workmen's Compensation.

While there will be no requirement for Workmen's Compensation coverage or for hospital and medical coverage for agricultural employers in 1965, it should be recognized that employers are now developing an employment record on which coverage next year may be based.

Following is subsection (d), which provides the agricultural coverage:

"(d) All agricultural employers of 3 or more regular employees paid hourly wages or salaries who are employed 35 or more hours per week for a period of 13 or more weeks during the preceding 52 weeks. Coverage shall apply

only to such regularly employed employees.

"All agricultural employers of 1 or more employees who are employed 35 or more hours per week for a period of 5 or more consecutive weeks, shall provide for such employees, in accordance with rules established by the department, medical and hospital coverage as set forth in part 2, section 4, for all personal injuries arising out of and in the course of employment suffered by such employees not otherwise covered by this act: Provided, however, That such provision of medical and hospital coverage shall not eliminate any remedy otherwise available to the employee against the employer. This subsection shall become effective May 1, 1966.

"All other agricultural employers not included in this subsection shall be exempt from the provisions of this act."



FARM BUREAU WOMEN

working, not waiting.....



MRS. GEORGE ROMNEY endorses the CROP "Share-a-Loaf" program and asks, "Would you, when doing your weekly shopping, buy an extra loaf of bread for a hungry person?" Through this project, the price of a loaf of bread each week for 20 weeks provides a daily bowl of Michigan beans or a glass of milk for one person for an entire year. The Michigan Farm Bureau Women are participating in the program.



AT THE BAY CITY-SAGINAW PRESS DINNER — sponsored by county Farm Bureau Women's Committees of the area, Mrs. William Scramlin (left) Chairman of Michigan Farm Bureau's Women's Committee; Mrs. Haven Smith, Chairman of the American Farm Bureau Women's Committee and Mrs. B. H. Baker, Saginaw Chairman, exchange notes on program activities.

SHARE-A-LOAF

Thousands of Michigan families are currently participating in a campaign initiated by the Christian Rural Overseas Program (CROP) to provide freedom from hunger for persons in food-short areas of the world. The new approach is called SHARE-A-LOAF.

Endorsed by Mrs. George Romney and sponsored by such respected organizations as the Michigan Farm Bureau Women, United Church Women, and Association of Extension Homemakers, the program has already been introduced in every county of Michigan.

SHARE-A-LOAF is designed to provide the family an opportunity to share on a real person-to-person basis, explained Mrs. Wm. Scramlin, Farm Bureau Women's state chairman. Bread, symbol of all food, is shipped by Michigan CROP in the form of Michigan-grown beans and Michigan produced milk.

To make sharing simple for the homemaker, a coin card with spaces for 20 quarters will be provided by Michigan CROP, Box 206, Lansing, to anyone wanting to participate in this project.

"With just a little extra care in budgeting, couldn't almost any family share the price of ONE loaf of bread each week?" asked Mrs. Scramlin. "By doing this for only twenty weeks, the family can provide a daily bowl of Michigan beans for one person for a year . . . or . . . a glass of Michigan produced milk for one child each day for a year."

Six carloads of beans totaling 235 tons have been shipped by Michigan CROP since March 10 through the generosity of Michigan people. These beans were shipped to Dominican Republic, Poland, Congo, Haiti, East Pakistan, Italy, Philippines and Greece.

The need for high protein foods from CROP has been greatly increased by the fact that the U. S. Government has had to cut its contributions of milk under Public Law 480 because of its rapidly dwindling stocks.

Officers Check Duties, Goals

Officers of county and district women's committees took a look at their roles as leaders of the Michigan Farm Bureau when they met at Camp Kett, July 7-8, for their annual officer's training workshop.

Participating in the sessions were 115 Farm Bureau Women's leaders. Featured were T. C. Petersen, director, and Florence Thomas, assistant director, Program Development Division of the American Farm Bureau Federation, in discussions on "Understanding Farm Bureau and our Women's Role in it."

Those attending the conference determined that Farm Bureau is an organization of farm families for the purpose of analyzing their problems and developing programs of action. The role of the Farm Bureau Women is to provide opportunities for women to carry out policies and programs

that are particularly suited to their talents and tastes.

Workshop sessions were held for chairmen, vice-chairmen, and secretaries to discuss their duties and roles. Projects on safety, commodity promotion and public information and understanding were reviewed.

The women were enthusiastic about the presentation of Hans Odgaard, lecturer from Denmark, who told of his observations of the United States, and reminded them of the wealth of opportunity and the freedoms Americans have.

Interested in learning ways to involve Farm Bureau women in activities, the group gave particular attention to a discussion on "People Involvement and Motivation" led by Marlie Drew, Farm Bureau Regional Representative.

Mr. and Mrs. Jack Laurie, young farmers from Cass City, explained to their audience the

hopes they have for the future of agriculture and the Farm Bureau. They encouraged farm people to become active in this organization and to help make it strong.

President of the Michigan Farm Bureau, Elton Smith, spoke to conference participants about "The Future of the Farm Bureau in Michigan," reviewing the study just completed by a special committee on the program and finances of Farm Bureau in this state.

The final keynote speaker on the program was Gene Carter, manager of employee services for the Wolverine Shoe Company, who told the women of their "Responsibilities to Yourself and to Your Community." He emphasized that we need to have a balance in our lives and to use the abilities God gave us to become more useful and worthwhile to ourselves and to others.



FARM BUREAU WOMEN were represented on the recent board tour to Farmers Petroleum Cooperative facilities by Mrs. Wm. Scramlin (left), state chairman, and Miss Helen Atwood, women's coordinator. They are shown with Donald Ruhlig, District 3 director, at the "quality-control" laboratory of Leonard Refineries in Alma, where Mrs. Marjory Fisher demonstrates one of the many tests conducted on petroleum products.

Building "Bridges" of Understanding

The Sanilac County Farm Bureau Women built another "bridge of understanding" between farm and city people recently as they held a Rural-Urban Day at Sandusky with over 100 women in attendance.

This is an annual project of the Sanilac Farm Bureau Women and this year their city guests received a new insight on their rural neighbors as state chairman, Mrs. Wm. Scramlin, told them of "The Important Role of the Farmer as a Consumer."

Mrs. Scramlin warned the women that a bill introduced in Congress to burden consumers with higher bread and rice prices through a processing tax on wheat and rice would shift the cost of the government farm program directly to them.

"It's a program that farmers didn't ask for and don't want. In fact, wheat farmers voted it down in 1963," Mrs. Scramlin said. "The bill would add \$300 million to consumers' food budgets."

Asking the women to write to their Congressmen regarding this bill, she reminded them, "If you remain silent, don't be surprised if the bread tax idea spreads to the rest of your market basket."

The rural-urban program featured a cooperative dinner, a skit, a humorous reading and musical entertainment. The "Welcome" to city guests was extended by county chairman, Mrs. Howard Mahaffy.

Women Host Press-Dinner Series!

MRS. SMITH RETURNS TO STATE

"Let your Congressman know how you feel about their farm-bill proposals which will raise the price of bread," Mrs. Haven Smith told members of the press in Cadillac and Saginaw recently.

Speaking at two more in a continuing series of press-relation dinner sessions, she told the groups of newsmen and farm leaders that presently proposed farm bills would raise the cost of milling wheat more than 20% to the millers.

"This will be passed along to consumers at a cost of two to three cents more per loaf of bread. The proposed program would put the wheat farmer further on the government payroll and further reduce his ability to grow and to profit," she said.

"This is essentially the same program farmers voted down in 1963 during a nation-wide wheat referendum," she said, "if the public and Congress think we want this, they couldn't be more wrong."

The wife of a Nebraska wheat rancher, Mrs. Smith is Chairman of the American Farm Bureau Women's Committee, and Deputy-president of the Associated Country Women of the World.

In September, Mrs. Smith and Mrs. William Scramlin, chairman of the Michigan Farm Bureau Women will attend the triennial meeting of the Associated Country Women, in Dublin, Ireland. While there, they expect to invite the Association to hold their 1968 meeting in Michigan.

In discussing the possibility of an increase in bread prices, Mrs. Smith suggested that since there is no import tariff or quotas on finished baked products coming to the United States from Canada, Michigan bakers may lose their industry to bakeries "across the border." This, she pointed out, would cost farmers and bakers alike in lost markets.

INFORMATION AND UNDERSTANDING

A "Public Information and Understanding Committee" has been selected by the Farm Bureau Women's state committee in action taken at their meeting in June.

Serving on the new committee are: Mrs. Francis Campau, Kent county, representing Area 1; Mrs. George Southworth, Huron county, representing Area 2; Mrs. Richard Wieland, Antrim county, and Mrs. B. H. Baker, Saginaw, representing Area 3, and Mrs. Jerold Topliff, Women's state vice-chairman.

Formation of the committee resulted from the Farm Bureau Women's awareness of the increasing need for public understanding of agriculture as farmers become a smaller segment of the population. Realizing that only well-informed members can do an effective job of telling the farmer's story, the committee will be involved in member information as well as public understanding projects.

One of the committee's first projects will be a statewide training session for Women's officers, tentatively set for early Fall, in cooperation with the Michigan Farm Bureau Information Division, to develop an effective information program on the local level.

On the topic of citizenship, Mrs. Smith suggested that America does not need more Democrats or Republicans, but instead needs more Americans in politics.

"Do you know that a study here in Michigan shows that less than one-tenth of our people actively participate in politics? WHY?"

While visiting in the state, Mrs. Smith appeared on a number of radio and television programs, was the subject of many newspaper interviews and in general worked closely with members of the press.

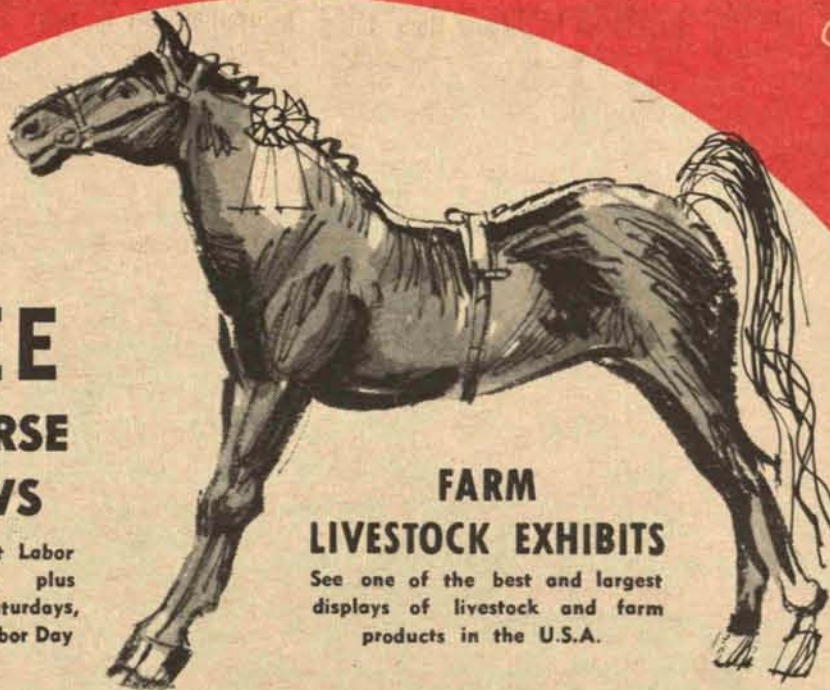
Her formal appearances included the two press-relations dinners, sponsored by the county Farm Bureau Women's Committees in cooperation with the county Information committee workers, and a major address at the Young People's Citizenship Seminar at Camp Kett.



MICHIGAN FARM BUREAU BOARD MEMBER — Eugene Roberts, Lake City, presides at one in a series of press dinner meetings. Farm Bureau members from eight northwestern counties brought local news media people to hear Mrs. Haven Smith, Chairman of the American Farm Bureau Women's Committee speak at the dinner, held in Cadillac.

116th ANNUAL MICHIGAN STATE FAIR

AUG. 27 thru SEPT. 6



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★ THE SUPREMES ★
★ JACK JONES ★

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DETROIT

LAST CALL TOURS STILL OPEN

Although the August 24 World's Fair tour has been a popular one, reservations are still open according to Melvin Woell, tour guide. The World's Fair trip includes two days at the fair, one day in sightseeing around New York City and a day in the city "open" for individual plans.

Leaving by rail from Detroit, the six day excursion begins Tuesday, August 24, returns to Detroit Sunday, August 29. Reservations may still be made.

This is also true for the Northwest Caravan and the Washington-Williamsburg tours, both leaving August 19, and for the Co-op tour of Scandinavia, August 30.

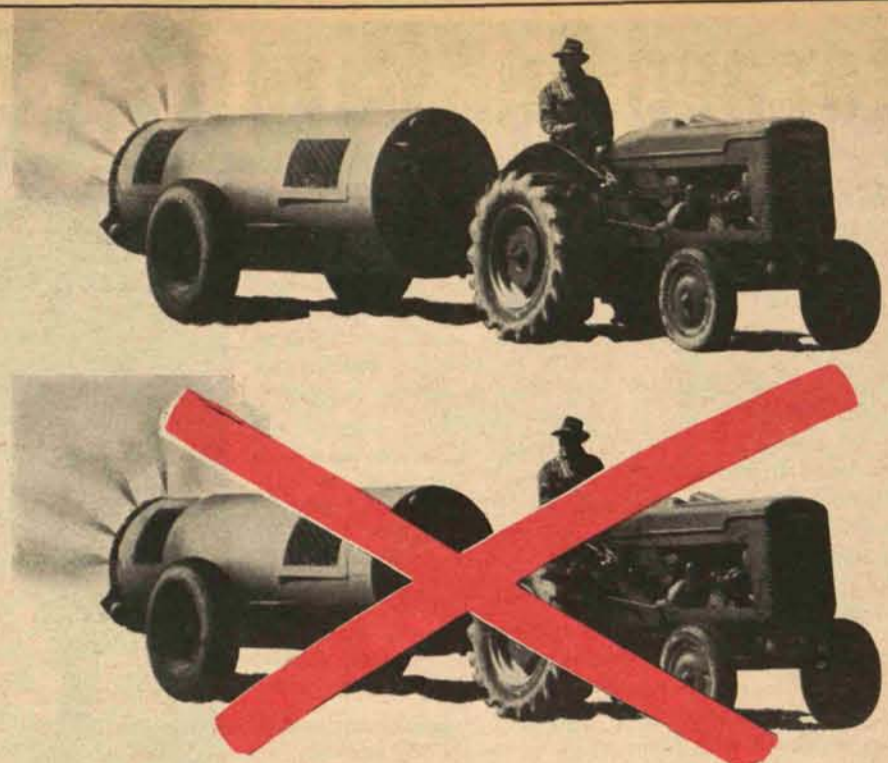
As is the case of all tours offered through the special arrangement between the Michigan Farm Bureau and the popular Hoosier Travel Service, the tours are open to "Farm Bureau members and their friends"—with family groups frequently scheduling outings. "It's more fun when you travel together" is the idea back of touring service, and there are no more congenial travel companions than touring Farm Bureau members.

The helpful assistance of an experienced travel-guide can make all of the difference between a trip that turns into a worrisome affair and one that removes most responsibility from the traveller.

Yet tours such as this year's repeat of the popular World's Fair trip of last year, have built-in periods of relaxation when touring members may either rest or explore on their own. For example, one day in New York City is left open for those who may wish to set their own schedule.

Although some might rest, others might visit the Guggenheim Museum, attend a session of the United Nations, see the "Queen Mary" dock, or see the Rockettes at Radio City Music Hall.

For last-minute information, write or phone the Information Division, Michigan Farm Bureau, Lansing.



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LANSING, MICHIGAN

Water and Oil "Mixed" in Experiment

PETROLEUM FLOOD SITES VISITED

Photostory
By: Charles H. Bailey

Farmers Petroleum Cooperative is pioneering again—this time in the area of oil production. They, along with a very few other companies, are testing the use of oil-well flooding for "secondary" oil recovery in Michigan.

Farmers Petroleum manager, Jack McKendry, recently pointed out to the members of the board of the cooperative that the process has been very successful in some other areas, but has never been used to any great extent in Michigan. A handful of companies, including Farmers Petroleum, are experimenting with water-flood in the state at the present time.

When the board of Farmers Petroleum made its annual tour of company operations in late July, they visited the two wells where the flooding has been in progress for about a year. Duane Cohoon, Crude Oil Manager, told the group that it will take about another six months of pumping before any indications of possible success will become available.

Cohoon told the group that the flooding process consists primarily of pumping enough water into the oil-bearing strata to fill voids left by the oil pumped out over the past years of production. To do this the company has sunk water wells near the two wells selected for flooding and huge pumps are forcing water 24 hours, seven days a week, into the selected oil well.

If the tests are successful, wells which have dropped to production levels too low for economic production will again become profitable.

Water flooding is only one of the areas where Farmers Petroleum has pioneered. They, in past years, were the first to bring the tube-package for greases to Michigan farms. This product is manufactured by United Cooperatives along with tire and associated farm lubricants and supplies. Through Unico, farmers buy tires guaranteed against all road hazards, and long life batteries for farm vehicles.

The annual board tour of Farmers Petroleum Cooperative started with a tour of the Leonard Refinery at Alma. Here the fuels sold by the company are processed under contract by Leonard. One of the features most interesting to the group was the Quality Control laboratory where standards of products come under constant and stringent scrutiny. Sales Manager, Arlo Wasson, pointed out that only through a system such as this could the unfailing high standards of Farmers Petroleum Cooperative products be maintained.

Leonard and others helped Farmers Petroleum last year to perfect a "Custom Type" diesel fuel for farm tractors. Using the laboratory facilities of the Leonard plant, a new diesel formulation with cleaner burning qualities was developed and is being distributed in Michigan exclusively by Farmers Petroleum. Sales of "Power Balanced" diesel fuel, in its first year, have far exceeded estimates of the Farmers Petroleum staff when they introduced the fuel in 1964.

"Modern, heavy duty machines used on Michigan farms demand the highest quality fuels such as those sold in our outlets over the state," Wasson told the group.

At the headquarter's field in Roscommon county, the group visited one of the plants where gas from the oil wells is cleaned and compressed for delivery to commercial buyers. This by-product of oil production is much in demand for heating in manufacturing plants of the state.

Visiting in Mt. Pleasant, where they spent the night, board members saw the headquarters of "Lease Management, Incorporated"—who operate the wells owned by Farmers Petroleum. Operating the various wells in which Farmers Petroleum has an interest, they relieve the staff of the highly technical job of oil well handling and care.

At the evening session of the board in Mt. Pleasant, members voted to buy interests in another 91 oil wells which had been offered for sale. These wells again put the company in the position of producing almost half of its daily needs for crude oil, strengthening its bargaining position in the purchase of its remaining needs.

At the Linwood Branch plant in Bay County, and at the Saginaw bulk plant, members of the tour saw modern facilities and equipment being used to get clean, high quality products into the hands of farmer-patrons when they need them and at the best possible price consistent with quality.

In summarizing the tour and the action of the board, Farmers Petroleum Cooperative president, Carl Heisler of Albion, said, "members of our cooperative have every right to be proud of what we have seen in the past two days.

"Our company is in a strong financial position and we are growing in service and in the quality of service to our farmer-members. We pioneered several techniques in packaging and sales in past years and I have every confidence that we will continue to show the way to our competitors in the future."



OILFIELD WATER FLOODING— is explained by Calvin Morgan, production superintendent at the Edmore Field in Montcalm county. This installation is one of two experimental projects being operated by Farmers Petroleum. Morgan is explaining how water pumped into an almost dry well may restore production in neighboring wells.



THE CARE AND FEEDING OF AN OILWELL — is the daily job of "Bud" Hilliard, Field Foreman for Lease-Management Incorporated, in the "Headquarters Field." Here he explains to visitors from Farm Bureau some of the many tasks which he and his crews perform 365 days per year for Farmers Petroleum Cooperative.



OPERATION OF THE AUTOMATIC RECORDING SYSTEM — at Leonard Refinery, is explained by Robert Bremer, Plant Superintendent. Watching closely are Carl Heisler of Albion; Michigan Farm Bureau president Elton Smith of Caledonia, and Farmers Petroleum Manager, Jack McKendry. Refinery technicians work closely with FPC.



SAGINAW BULK PLANT — one of several modern farmer-supply outlets visited by members of the Board of Farmers Petroleum on their annual tour of facilities and properties. Here the visitors saw fuels delivered to the farmer in modern transportation by trained deliverymen. — All add up to better products at more favorable prices.

SUCCESS STORY

Marshall Farm Bureau Oil Cooperative sets Example

By: Don Kinsey

Walter Drumm could tell you what it is like to raise a farmer cooperative from infancy to vigorous maturity. Walter is manager of the Marshall Farm Bureau Oil Cooperative. He has been its guiding light since 1947.

Walter went to work for this Calhoun County oil cooperative in 1936 — only a year after the farmers of the county organized it. It was then a tiny petroleum-products delivery center if compared with modern standards — two or three small bulk tanks, a small office building and "tin-plated" warehouse and three small delivery trucks.

Walter delivered fuels to farms as his first job. His small "tanker" carried a full load of 500 gallons — scarcely as large as one compartment of the modern 1,500 gallon delivery tankers.

There were still people on farms who wanted kerosene for lamps or to fuel the wick-burner kitchen oil stove for cooking. It was often a case of filling a two-to-five gallon kerosene can and one or two fifty-five gallon gasoline drums to keep the farmer supplied. Twenty-five gallons of gasoline sold for \$4.15, including tax, in those late 1930's.

When they organized the Marshall Farm Bureau Oil Company in 1935, the local farmers "put their own show on the road." Two hundred area farmers put up the money for stock to build and equip the plant and its delivery services.

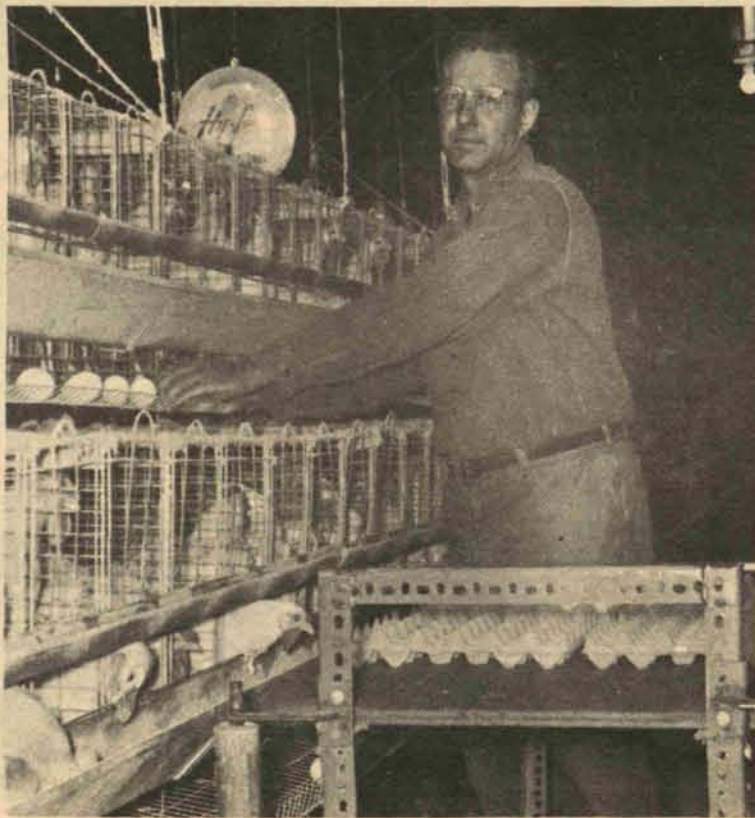
It was to be and to remain fully a Farm Bureau operation, and farmers used it to their own benefit. The original investment was sure to be smaller than the present investment — \$175,000. But growth of business operations have raised the assets of the company to \$250,000.

Over the years, farmers of the area have realized \$269,800 in patronage refunds from the business, \$138,889 in cash and \$130,911 in reserves to help build and expand the business.

Trucks of the Marshall oil cooperative are a familiar sight on the rural roads of Calhoun county. The Company has become one of the largest distributors of petroleum products to Michigan farms. It delivers over two million gallons of liquid fuels each year to over two thousand customers.

The oil cooperative has always worked closely with the Calhoun County Farm Bureau. Part of this spirit of cooperation can be credited to Mrs. Harry King (Lena), secretary of the Calhoun County Farm Bureau for nineteen years. Mrs. King has served longer in her position than any other County Farm Bureau secretary in Michigan.

They know how to work together to make success come to them.



CALHOUN COUNTY poultry and hog farmer, Carl Heisler, works in his modern laying house. Carl is president of both the Marshall Oil Cooperative and Farmers Petroleum Cooperative, Inc., the statewide Farm Bureau oil affiliate.

POULTRY AND PETROLEUM

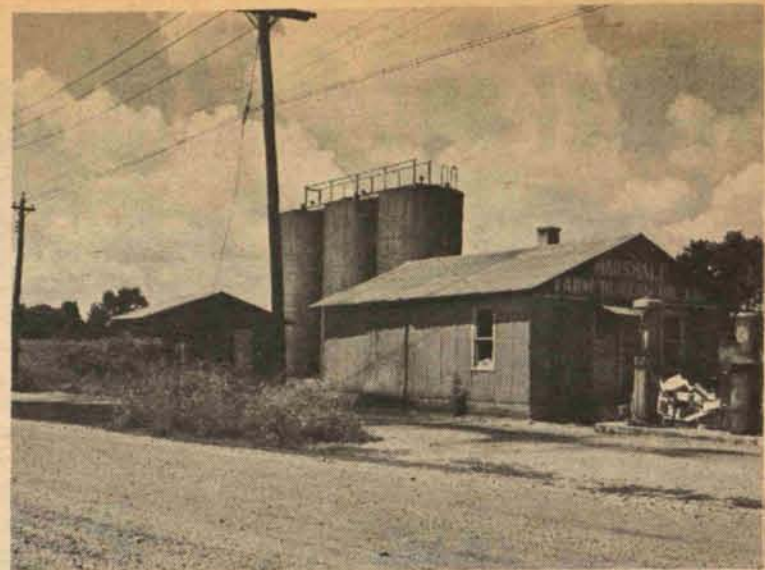
Carl Heisler of Route 2, Albion, is the president of the board of directors of the Marshall Farm Bureau Oil Company. The stamp of Carl's leadership reaches beyond his home community, however, for he is also serving his second term as president of the Farmers Petroleum Cooperative, Inc., the affiliate of Michigan Farm Bureau which serves farmers with top quality petroleum products.

The Carl Heisler family have been members of the Farm Bureau for over 15 years. They have been fifteen years of leadership within the Calhoun County Farm Bureau. His excellent service on many of the committees of his county organization led him to its top position, for Carl is past-president of the Calhoun County Farm Bureau.

Carl Heisler is a poultryman. He houses his 10,000 bird flock in a 60 by 200 foot Farm Bureau-built pole frame building. Laying hens are fed Farm Bureau feeds and Carl markets his eggs through the Farm Bureau Services "Fresh Fancy Quality" egg marketing program.



MODERN TANK TRUCKS serve Marshall's area farmers with fuels, tires, batteries. "Tankwagon Man," Albert Boden, gets ready to take off on his route to keep farmers' tractors running. He is one of four route men for the cooperative.



SMALL, EVEN FOR ITS DAY — the original Marshall Farm Bureau Oil Company terminal rendered a service stoutly supported by local farmers both financially and in patronage. Originally the gas pumps were lacking.

Growth Thru Change

Changes have come to the Marshall Farm Bureau Oil Company in the thirty years of its operation — changes that keep it in step with the modern needs of its area farms.

This oil cooperative began operations in 1935, when Farm Bureau petroleum products were distributed by a department of the Farm Bureau Services, Inc. — when you bought your oil, tires and batteries from anyone who would "do business with a Co-op," and when supplies of gasoline and fuels were uncertain.

Walter Drumm, Marshall's manager, would remember when lubricating oils were purchased from the J. D. Street Company of St. Louis, Missouri. Good oil, but a small and little-known company. That was before Farm Bureau purchased its own oil blending plant.

The facilities of the Marshall oil cooperative in the late 1930's were not on "the grand scale." The tiny "tin-plated" warehouse could not hold a truckload of lubricating oils, tires, batteries and accessories. Truckload discounts were not obtainable for this reason.

The old bulk tanks held less than half the fuel capacity of the present day bulk plant — about a three day supply. But the facilities served their day and made the stepping-stone to a modern vigorous service operation.

There are now four large delivery tank trucks. The bulk storage tanks now hold 110,000 gallons of fuels, with deliveries of upward of two million gallons a year.

The five acres owned by the oil cooperative grew into the Farm Bureau Center of Calhoun County. On the land are now located the home offices of the Calhoun County Farm Bureau, the sales offices and bulk fertilizer storage for Farm Bureau Services, Inc., and the local offices of the Farm Bureau Insurance Group. In many ways it becomes a one-stop service center for the members.

Farmers Petroleum Cooperative salutes the Marshall oil cooperative as one of its original promoters — those who helped to get Farmers Petroleum started in 1949. It is fitting in this thirtieth anniversary of the Marshall company that Carl Heisler, the president of its board of directors is also the president of the state-wide Farmers Petroleum Cooperative, Inc.

Tin-clad to concrete colossus — that's the story of the Marshall Farm Bureau Oil Company.



EVEN A MODERN TIRE service truck goes to the farm from the up-to-date Marshall cooperative location. A fully modern gasoline service station is well patronized by residents of the area. Even wheel balancing is included.

VOLUNTEERS PREVENT NEAR TRAGEDY



By: Mrs. Faye Postma

The date is May 21, the time 10:30 A.M. A near tragedy is about to occur on the Arthur Vinklemulder farm a mile south of Rudyard in Michigan's Upper Peninsula.

He had sold 6 cows to the McDonald Livestock Company and one of their employees, Harvey Peffers, has come to pick up the cows.

One cow has just calved in the pasture. She is a Brown Swiss normally very gentle, with a strong mother instinct and for that reason had been used for raising calves as she accepted them all as her own.

Vinklemulder and Peffers brought a wheel barrow to the pasture and placed the calf in it to bring it the 50 rod distance to the barn.

Everything went fine until the newly born calf decided to try its legs and promptly fell out of the wheelbarrow.

The cow became frantic and when the men tried to pick up the calf she attacked them wildly, first one man and then the other. After a severe beating, Peffers finally struggled to the house as best he could where he sank upon the steps and feebly called for help. "Get lots of men," he said, "never mind me, get the other man."

Neighbors and the Rudyard Volunteer Ambulance Corps were quick to respond. Meanwhile, Art had been thrown violently on his back and had lost consciousness. He awoke to find the 1400 lbs. of animal upon him. She struck his face severely with her jaw and tried to gore him with her head. However, her horns kept striking into the clay ground beside him. This continued for 15 minutes and the new calf decided to again try its legs.

Seeing her offspring alive and unharmed, the cow lost interest in the battle. Art was picked up from the field, placed on a stretcher, and rushed to War Memorial by ambulance.

The doctors used all means at their disposal before activating Art's heart. Both men had broken ribs, injured lungs, and cuts and many bruises. Harvey had fractured arm, collar bones and leg lacerations. Art had a broken jaw, serious face lacerations, and injured kidneys, back and legs.

Because of prompt action by our Volunteer Ambulance Corps, modern hospital and fine doctors, everything was done so the miracle of saving lives and healing broken bodies resulted.

More than anything one sees the hand of the Almighty God in the miracle of deliverance and recovery.

U.P. Farm Tour

The average visitor who drives through the Upper Peninsula, then flies home, writes back, asking, "Why didn't you tell me about the beautiful farming country away from the highway?"

Visitors find it hard to believe that productive and competitive farming units can be carved out of the beautiful but hostile looking wilderness they see along the main highways.

This year's August 7 U. P. Farm Tour, set for the south central area of Marquette county, will dramatically show what industrious farmers can do with hard work, patience and machinery needed to remove stumps and rocks and to drain swampland. The tour, intentionally set for a Saturday, will also hopefully draw city people from nearby Marquette, Ishpeming, Negaunee, Iro. Mountain, Crystal Falls, and Escanaba and help them to understand why food is one of today's best bargains.

The tour, being arranged by Marquette County Extension Director Melvin Nyquist and Michigan State University Agricultural Economist Rick Hartwig, will begin near Watson which is on county road 426 about 35 miles northwest of Escanaba. From the north, Watson can be reached by

taking 557 south from Gwinn and turning left on highway 426.

First stop on the tour will be at the Paul VanDamme farm located approximately four miles north and two miles east of Watson. VanDamme, who was an outstanding 4-H Club member, started in on a section of land in 1948, wrestling with the elements, stumps and rocks. Now he has 522 acres of cropland and clears another 30 acres each year. He, along with other Marquette and Dickinson County farmers, have in recent years given the U. P. a reputation for producing the famed Russet Burbank potatoes.

All the VanDammes are continuing an active role in 4-H programs, riding clubs, Farm Bureau, Lions Club, the ASC, and the Soil Conservation Service.

The tour's second stop will take visitors to a farm that is somewhat typical of the Upper Peninsula's emerging new part-time farmer—the beef calf producer.

William Jaeger runs the one and only general store at the little crossroads town of Watson. Up the road a few miles he keeps 90 head of good grade herefords on 860 acres of pasture and woodland. The remaining portion of his 3200 acres is in timber.

FARM MANAGEMENT TOUR

WED. AUGUST 4TH

Regardless of whether you're a dairyman, cash crops farmer, poultryman or Christmas tree grower, you will find a farm of special interest to you featured on the Wednesday, August 4, 1965 State Farm Management Tour in Sanilac county.

This year's program will enable Michigan farmers to select a visit to any of six different farms during the all-day tour getting underway at 9:15 a.m. The program will replace the conventional program where only two farms were visited, according to Leonard Kyle, chairman of this year's tour and Michigan State University extension agricultural economics specialist.

Following a noon luncheon and program at the Sanilac County 4-H Fairgrounds in Sandusky, participants will move to the Verne Phipps dairy farm near Applegate for the afternoon session.

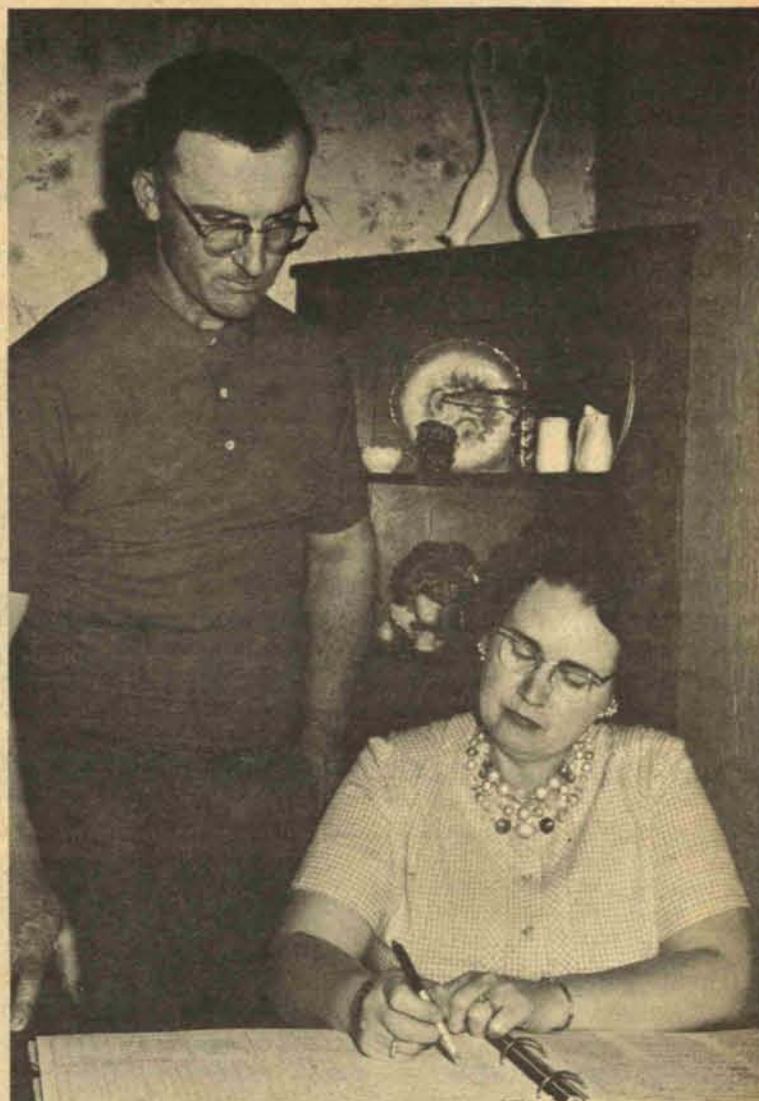
Phipps, a long-time Farm Bureau member, lost his dairy facilities and most dairy records in a 1963 fire. The Sanilac county Cooperative Extension Service and MSU Extension specialists, along with others in the agri-business field, helped Phipps design a highly efficient loose housing free stall facility for 60-cows following the fire.

Special points of interest for visitors to the Phipps farm include his above average cropping program, neatness of the farmstead, an efficient dairy set up, rapid adjustment following a fire and expansion of his dairy herd to match the facilities.

The farms featured during the morning phase of the tour include a one man dairy operation, combination dairy-cash crops farm, 5,000 bird caged layer poultry operation, two-brother 100-cow dairy partnership and 175-acre Christmas tree plantation.

The one-man dairy operator, Earl Warner, Farm Bureau member of Sandusky, successfully combines good milk production with excellent calf rearing and annual sale of some 20 head of registered Holstein animals.

Warner holds machinery investments to a minimum by careful maintenance and exchange of equipment with a brother-in-law. A 17-year-old tractor still in top



AFTERNOON STOP on the State Farm Management Tour will be at the home of Farm Bureau member, Verne Phipps, near Applegate. Phipps and his wife, who doubles as family bookkeeper, are shown analyzing the 60-cow dairy records.

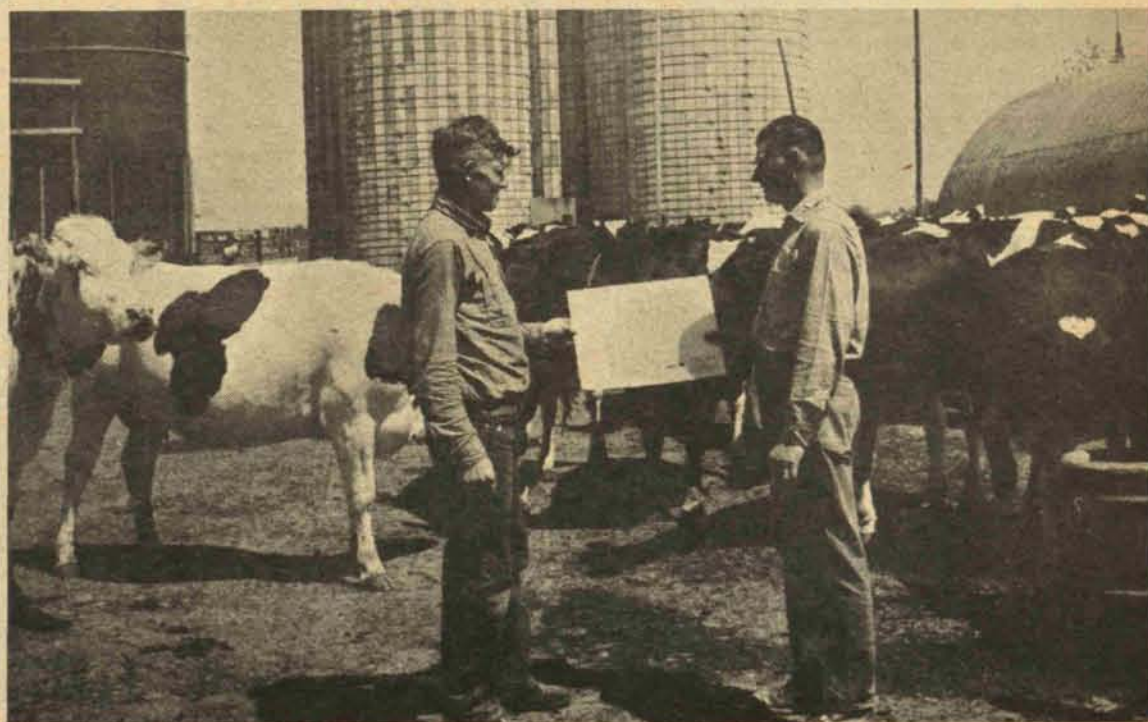
operating condition is evidence of his machinery maintenance ability.

One of the newest and most modern dairy facilities in Michigan will be featured at the home of Farm Bureau members Arnold and August Quandt, who operate a dairy partnership near Peck. A 100-cow loose housing facility equipped with liquid manure handling and free stalls was built following a 1964 fire. The 100-cow herd is milked in a double eight herring-bone parlor in 1.5 hours time.

The feeding of high moisture ground ear corn in the milking parlor is a feature of this highly mechanized operation. Corn is transported nearly 100 feet by conveyor from a 20 x 50 gas-tight silo on the 300-acre Quandt brothers farm.

The fact that there is still plenty of room in modern day agriculture for youths is evident from a visit to the John Knoerr cash crops and dairy farm near Sandusky. Knoerr, a Farm Bureau member who moved to Sanilac county just five years ago, farmed in partnership with his father in the Saginaw Valley following graduation from the MSU agriculture short course program. However, a lack of land in that area forced a move to Sanilac county.

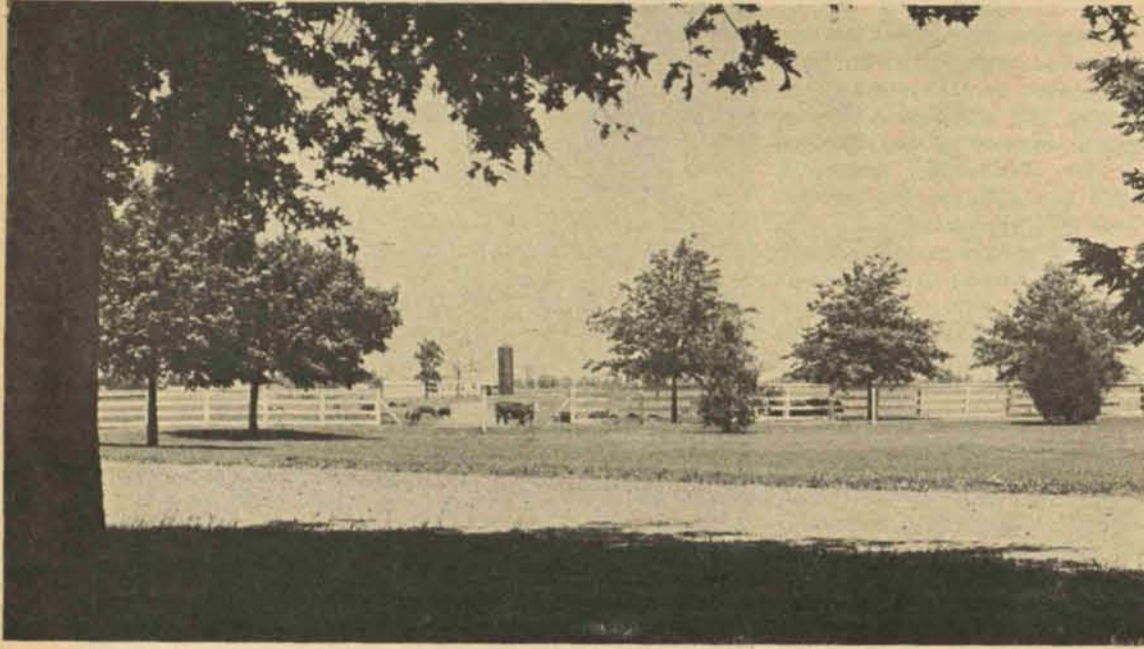
Knoerr and one hired man handle a 35-cow dairy herd and cropping program consisting of 60 acres corn, 16 acres oats, 10 acres wheat, 75 acres beans, 60 acres sugar beets and over 50 acres hay. The dairy herd is fed in a two acre dry lot throughout the summer months.



ARNOLD AND AUGUST QUANDT — operators of a 100-cow dairy partnership near Peck, check their herd records in the paved barnyard of their ultra-modern loose housing facility equipped with free stalls and a liquid manure handling system. The farm will be one of five visitors can select to view during the morning session of the Wednesday, August 4, State Farm Management Tour in Sanilac County.

AGRICULTURE IN ACTION AROUND MICHIGAN

UPJOHN RESEARCH FARM



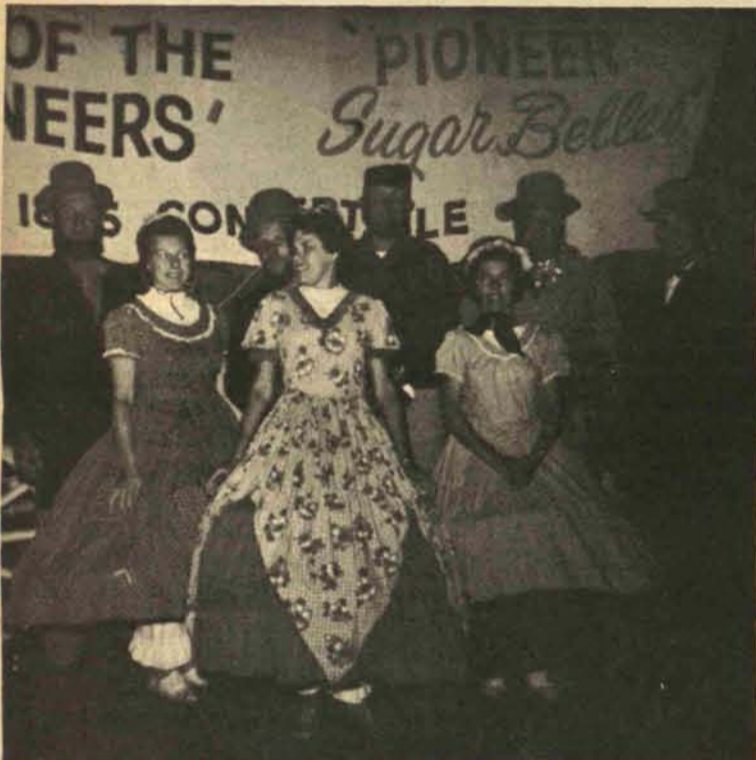
SINCE 1958, THE UPJOHN COMPANY has operated this 2,000 acre research farm near Kalamazoo, Michigan. The company's strong entry into the agricultural chemical field is a comparative recent outgrowth of its pharmaceutical business. Two new agricultural products have recently been announced — "Botran," a new potent fungicide and "Repromix," a hormone to be used in mass control of animal reproduction.

FARM MANAGEMENT TOUR STOP



YOUNG MEN CAN STILL GET STARTED in an agricultural career — if they care to work hard enough. That conclusion will be evident when the August 4 State Farm Management tour reaches the farm of 26-year-old John Knoerr, Sanilac county Farm Bureau member.

"MASON IN MOTION"



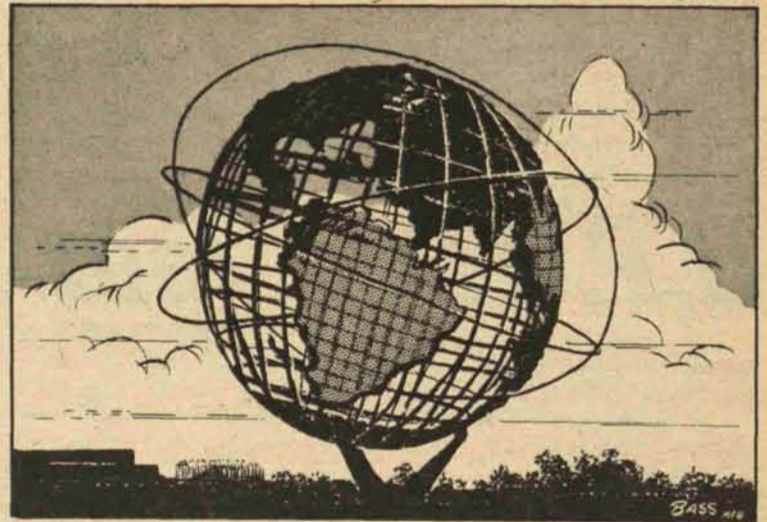
A COLORFUL PAGEANT — helping to celebrate the recent Mason area centennial, featured the help of this group of Ingham county Farm Bureau members. One couple brought a docile dairy cow and a chicken in from their farm each night as part of the "Pioneer" scene.

ANNUAL PAINTING



GETTING READY for visitors taking this year's August 7 "U.P. Farm Tour" is Morton Schire, who gives the milking parlor equipment its annual painting. Set for the south central area of Marquette county, the tour will draw farm and city people from Ishpeming, Negaunee, Iron Mountain, Crystal Falls and Escanaba. It is arranged by Marquette Extension director, Melvin Nyquist, and U.P. Agricultural Economist, Rick Hartwig. The tour will begin near Watson.

WORLD'S FAIR EMBLEM



U.S. STEEL'S "UNISPHERE" will be among sights visited by Michigan farmers taking the August 24 Farm Bureau World's Fair tour. The group will leave by rail from Detroit for the six-day Fair and New York City sightseeing venture.

PICKLE GROWERS PONDER



THE PICKLE-PICKING CRISIS — is discussed by representatives of producers, processors, Employment Commission and Youth Commission at Lansing. From left to right are: Michigan Employment Security Commission employment director, Frederick M. Mitchell; Governor Romney's administrative assistant Herbert DeJonge; National Pickle Growers Association secretary William Moore; pickle processor field representative Herbert Turner, and executive secretary, Michigan Youth Commission, Sam Rabinovitz. Shown with the group is Dan Reed (second from left), MFB Legislative Counsel.

YOUNG FARM LEADERS



FUTURE FARMERS OF AMERICA — state Chapter officers and their advisors, were recent guests of the Michigan Association of Farmer Cooperatives at Farm Bureau Center, Lansing. Purpose of the program is to broaden understanding of cooperatives on the part of young farm leaders.

Sponsor Farm Visit Insurance Investment Offered

By: Mrs. Edmund O'Brien, Reporter
Isabella County Farm Bureau

The Isabella County Farm Bureau Women's Committee sponsored a tour of some of the finest farms in the county on June 22. Almost 40 women participated in the day-long tour which featured stops at farms specializing in dairy, poultry, cattle feeding and crops.

Accompanying the tour were Wayne Kemp of WCEN in the local radio mobile car, and Barbara Blass of the Mt. Pleasant Times-News. The rural-urban understanding project received much recognition from both news media.

The first stop was at the Howard Quakenbush dairy farm where the women heard an explanation of the use and cost of the many farm implements and dairy equipment, and the expense of maintaining his Holstein herd.

From there the group visited the Floyd Moody blueberry farm, where Mr. Moody informed them that the best soil for growing blueberries was "soil that won't grow anything else," but does require irrigation.

The Don Sandbrook beef-feeding operation was the next stop. Don, past president of the Isabella County Farm Bureau, raises about 300 head of cattle each year for market. He explained the automatic feeder to the group.

A picnic lawn luncheon was served at the Lyle Walkington farm at noon by the Southwest quarter community Farm Bureau groups. Following the lunch break, the group visited the Harold Howard strawberry farm where they inspected the \$40,000 irrigation system for both watering the plants and for frost control.

The Ken and Frank Wagester dairy farm was visited next. They raise feed for the cattle and also grow beans for a cash crop on their "family-operated" farm. Ken is the Isabella County Farm Bureau president.

The only large potato operation in Isabella County is carried out on the Richard Cook farm, near Weidman, where 258 acres are under cultivation and irrigation. This is a contract type operation in its first year.

Before returning to Mt. Pleasant, the group visited the Walter Klumpp poultry farm, where he raises the flock of hens from baby chicks up through the laying stage and starts a new flock each year. He also raises, dresses and delivers chickens for table use, and candles, grades and delivers high-quality eggs.

The tour was considered very successful and of great interest to the urban women.

EXPANSION PLANNED

A new issue of 6% Surplus Certificates will be offered to Michigan investors by Farm Bureau Mutual Insurance Company of Michigan, according to N. L. Vermillion, Administrative Vice President. The certificates will be available for purchase beginning later this month.

The Surplus Certificates, paying 6% interest, will be offered to the general public by those members of the Farm Bureau Insurance Agency Force who are also licensed security salesmen. The total issue will be limited to \$1,000,000.

Farm Bureau Mutual, organized in 1949 to write fire and auto insurance for Michigan farm families and farming interests, is the original organization of the Farm Bureau Insurance Group. The Company is now licensed to write a full line of fire and casualty insurance including Farmowners, Homeowners, Auto, Farm Liability, Business and Inland Marine policies.

Farm Bureau Life and Community Service, the two affiliate companies of Farm Bureau Mutual, were founded in 1951 and 1962, respectively. Farm Bureau Life writes all types of life insurance plus retirement annuities. The Community Service Company provides auto protection for standard risks and non-members.

"This offering will constitute an

unusual opportunity for those individuals interested in a sound, profitable investment," Mr. Vermillion continued. "Surplus Certificates were issued when Farm Bureau Mutual was founded in 1949 and again in 1954 to finance our expansion into multiple-lines of insurance — both were deemed successfully."

"Funds acquired through the coming Surplus Certificates issue will be utilized for further de-

velopment and expansion of services available to our policyholders," he said.

The insurance official concluded by stating that any members interested in this investment opportunity would be able to obtain a prospectus by contacting their local Farm Bureau Insurance Agency Office or the Home Office at 4000 North Grand River Avenue, Lansing, Michigan, 48904, later this month.

Blue Cross Grows

According to Blue Cross-Blue Shield, the Michigan Farm Bureau spring reopening for new B.C.-B.S. subscribers resulted in the highest number of new applications acquired in many years.

Special recognition was given to those county Farm Bureaus which added the greatest number of new contracts and transfers — Sanilac, Huron, Tuscola and Saginaw with over 60 additions — Washtenaw and Van Buren with over 50. Statewide 242 additions were made.

A total of 73 per cent of Michigan Farm Bureau member "eligibles" are currently enrolled in Blue Cross-Blue Shield. Counties with the highest percentage are: Genesee, 93%; Clare, 92%; Washtenaw, 90%, and Lapeer, Tuscola and Presque Isle, each with 87%. Shiawassee and Livingston each has 85% enrollment, while Cheboygan, Ogemaw, Sanilac, Oakland and Bay have 84%.

Commendation from Blue Cross-Blue Shield was given to Farm Bureau county secretaries "for the outstanding work which also resulted in the best identification of 'has' (Farm Bureau members enrolled in B.C.-B.S. through other groups) we have ever had."

FARM BUREAU MARKET PLACE

SPECIAL RATE TO FARM BUREAU MEMBERS: 25 words for \$2.00 each edition. Additional words, 10 cents each. Figures such as 12 or \$12.50 count as one word. NON-MEMBER advertisers: 15 cents per word one edition, two or more editions, 10 cents per word. Copy deadline: 20th of the month.

1 AUCTIONS

MISSOURI AUCTION SCHOOL. Free catalog! 1330-50 Linwood, Kansas City, Mo. 64109. (2-Tf-10b) 1

6 DOGS

SELECTED ENGLISH SHEPHERD PUPS from our own working stock dogs — \$20.00. Bradley Acres, Springport, Michigan. (Jackson County) (9-64-12t-15p) 6

8 FARM EQUIPMENT

BUSHEL CRATES, well made, metal corners. These are new. 50 cents per crate. George F. Meiers, 2108 South M-47, Owosso, R-5, Michigan. Phone SA 5-2263. (Shiawassee County) (8-1t-23p) 8

FARROWING CRATES—complete \$22.95. Free Literature. Dolly Enterprises, 219 Main, Colchester, Ill. (8-2t-12p) 8

10 FARMS FOR SALE

FOR SALE—By owner, 295 acre farm, with or without personal property (including 50 head of cattle). Good land, 90 acres of alfalfa, A-1 buildings. Terms. Phone Hart 873-2043 or write Ora Former, Walkerville, Michigan. (Oceana County) (8-1t-32p) 10

FOR SALE—80 Acres Poultry Farm. Ideal for gentleman farmer, or expandable egg or pullet growing business, or city egg route. For details phone Wayland PY 2-1272. (Allegan County) (8-1t-25p) 10

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When temperatures go above 80 degrees, birds need Pilot Brand Oyster Shell fed free-choice for strong shelled eggs.
OYSTER SHELL PRODUCTS CO.
Subsidiary of Southern Industries Corporation
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14 FOR SALE

BULK TANK, Stainless Steel, Automatic Washer, 3 h.p. Copeland Compressor, 1½ years old, 400 gal. \$2,100. Cost New \$3,800. Will trade in Smaller Bulk tank. Ed Tanis, Jenison, Michigan. (Ottawa County) (8-1t-29p) 14

FOR SALE—400 gallon Zero vacuum milk tank, 3 h.p. compressor, fully automatic wash, step-saver—used 1½ years. \$1,400.00. John S. McDonald, Pickford, Michigan. Phone 647-5211 (Area Code 906). (Chippewa County) (8-1t-27p) 14

HEAVY DUTY FARM TRAILER, 10' x 6" long, 5' x 6" wide, solid bottom; combination aluminum screen door 34½" x 83"; 250 lb. ice cuber. R. L. Hummon, 1307 Fourth, Bay City, Michigan. Phone 893-0263. (Bay County) (8-1t-25p) 14

ONE 300 GAL. SUNSET MILK COOLER—good shape, 8 years old—\$400.00. Warren Toney, R#1, Box 252, Berrien Springs, Michigan. Phone 429-9328. (Berrien County) (8-1t-22p) 14

CRYSTAL LAKE FRONT LOTS, Mason County, between Scottville and Ludington. Restricted residential on a county road. Roy Chillberg, Scottville, Michigan. (Mason County) (8-1t-20p) 14

"EVERLASTING"—Sourdough Starter and Sourdough Bread Recipe. "Over" 100 years old. (25¢) B. Parsons, 3187 Morganford, St. Louis, Missouri 63116 (8-4t-20p) 36

14 FOR SALE

SHELLED ENGLISH WALNUTS, Pecans, Black Walnuts, Almonds, Filberts, Brazils, Cashews, Sassafras, Pepper, Cinnamon \$1.25 lb., Dried Mushrooms \$3.00 lb. Peerless, 538MN Centralpark, Chicago 60624. (8-2t-22p) 14

18 HELP WANTED

WANTED—Couple to manage Infirmary. Reference required. Write P.O. Box 960, Lansing, Michigan. (Montcalm County) (8-3t-14b) 18

20 LIVESTOCK

CATTLE FEEDERS—Feed high analysis Perfect Balancer 8% phosphate mineral feed. Feed-free choice. Put plain salt in one container and Perfect Balancer Mineral in another container. The animal knows which one he needs. Get Perfect Balancer mineral at your elevator. The Gelatin Bone Co., Box 125, Emmett, Michigan. (tf-47b) 20

FEEDING HOGS? Use salt free, high analysis Perfect Balancer 8% phosphate mineral feed in your hog feed. Mix one pound of Perfect Balancer with each 100 lbs. of ground feed. You can eliminate bone meal by using Perfect Balancer. Get Perfect Balancer at your elevator. The Gelatin Bone Co., Box 125, Emmett, Michigan. (tf-50b) 20

YOU NEED CORRIEDALES for more profit with sheep. Contact Walter Goodall, Secretary, Michigan Corriedale Breeders Association, Cass City, Michigan, for location of breeders nearest to you. (2-9t-26p) 20

PIGGIE WENT TO MARKET FASTER after an "Iron Shot." Get Armidexan from your dealer. Write Ray Nystrom, Box 277, Concord, Michigan, for free literature today. (Jackson County) (5-4t-25p) 20

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WISCONSIN CO-OP HIGH QUALITY FEEDER PIGS—uniform, healthy fast-growing crossbreeds. Castrated, wormed, ear tagged and vaccinated. Purchase by weight. Approval on delivery and ten day guarantee. Russell McKerns, R#1, West Unity, Ohio. Phone—924-5361. (12-12t-36p) 20

20 Large Holstein Heifers, Vaccinated from good Herd size 1,000 to 1,100 lbs., due August-September. \$225.00 to \$250.00. Ed Tanis, Jenison, Michigan, Telephone MO 99-226. (Ottawa County) (8-2t-26p) 20

DAIRYMEN—Cut Vitamin Deficiency using Farm-Med Vitamin Mix, four pounds to each ton of feed, increase or maintain milk production. Get Farm-Med from your elevator. Write Ray Nystrom, Box 277, Concord, Michigan, for free literature. (Jackson County) (5-4t-35p) 20

FOR SALE—25 large Holstein Heifers, bred November, vaccinated, 1100 lbs., dehorned from good herd—\$250.00. Edward Tanis, Jenison, Michigan. Phone MO 9-9226. (Ottawa County). (8-2t-21b) 20

DAIRYMEN—Use Perfect Balancer 8% phosphate mineral feed. Mix one pound of Perfect Balancer to every 100 lbs. of ground feed. You can eliminate bone meal by using Perfect Balancer. Get Perfect Balancer at your elevator. The Gelatin Bone Co., Box 125, Emmett, Michigan. (tf-40b) 20

22 NURSERY STOCK

Stark Bro's NEW 150th Anniversary Catalog FREE! Spectacular full-color display of Giant-size Apples, Peaches, Nectarines (Fuzzless Peaches), Pears, Cherries, Apricots, Plums from DWARF, Semi-Dwarf, Standard Size trees. Ornamentals, Roses, etc. GUARANTEED. STARK, Dept. 30686, Louisiana, Missouri 63353. (8-1t-39b) 22

26 POULTRY

DAY OLD OR STARTED PULLETS—The DeKalk profit pullet. Accepted by the smart poultryman for high egg production, superior egg quality, greater feed efficiency. If you keep records, you'll keep DeKalks. Write for prices and catalog. KLAGER HATCHERIES, Bridgewater, Michigan. Telephones: Saline HAZEL 9-7087, Manchester GARDEN 8-3034 (Washtenaw County) (tf-46b) 26

26 POULTRY

POULTRYMEN—Use Perfect Balancer, 8% phosphate mineral feed in your ground feed. Eliminate soft shelled eggs. Mix 3 lbs. per 100 lbs. feed. The Gelatin Bone Co., Box 125, Emmett, Michigan. (tf-25b) 26

KLAGER'S DeKALB PROFIT PULLETS—Sixteen weeks and older. The proven Hybrid. Raised under ideal conditions by experienced poultrymen. Growing birds inspected weekly by trained staff. Birds on full feed, vaccinated, debeaked, true to age, and delivered in clean coops. See them! We have a grower near you. Birds raised on Farm Bureau feed. KLAGER HATCHERIES, Bridgewater, Michigan. Telephones: Saline, HAZEL 9-7087, Manchester GARDEN 8-3034. (Washtenaw County) (tf-72b) 26

34 WANTED

ATTENTION FARMERS—Get good money for your old live cows and horses, "up or down," we pay \$10—\$50. We feed to milk only. You are safe when you sell to Fur Farms Food, Inc., Richmond, Michigan. We pick up everyday in all counties east of M-27 and 127. We also pay for your phone call to: 727-9765. (Macomb County) (3-65-tf-58p) 34

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TRY CORRIEDALE SHEEP FOR MORE PROFIT. FOR LOCATION OF YOUR NEAREST CORRIEDALE BREEDER, CONTACT WALTER GOODALL, SECRETARY, MICHIGAN CORRIEDALE BREEDERS ASSOCIATION, CASS CITY, MICHIGAN.

DISCUSSION TOPIC

PREPARED BY THE
EDUCATION AND RESEARCH DEPARTMENT
MICHIGAN FARM BUREAU

PESTICIDES --- HOW LIABLE ARE YOU?

The public has been vaccinated with the "jitters" concerning pesticides. Publicity "scares" pop up. Books get published stirring the emotions of people — stirring up worry about birds, fish, wildlife and people. People eye the farmer's use of pesticides with a jaundiced eye.

Reactions of the courts can be affected by this public sentiment. Generally, cases of personal injury or property damage have been judged in terms of the laws of liability.

We must be wary of the interpretation of these laws these days, for more and more, the doctrine of "absolute liability" works into the decisions. Pesticides are "dangerous substances". If you use them, you can be liable — just because they are dangerous.

Present laws governing pesticides are riding on quicksand. Congress has been juggling everything from the Pure Foods and Drugs Act to the label on a gasoline can. Lawmakers seem to think that there must be a controlling law for everything. Farmers will do well to keep alert for changes in the laws.

Manufacturers of pesticides are generally held responsible for the basic safety of the products they sell. They must instruct the user on safe methods of application. If harm results, the question becomes "who has created the danger?" — the manufacturer or the applicator? Or both?

The farmer-user has his "neck out a mile" if he applies the pesticides under improper conditions or in any unsafe manner.

He is on the spot if he fails to store the stuff in secure places, if he fails to dispose of or clean up containers and mixing equipment, if he uses higher concentrations than prescribed by directions.

Children or animals may be poisoned. The stuff may contaminate the ground around mixing tanks or containers may not be buried. The wind may blow the pesticide onto a neighbor's property — his stock may be poisoned from pasture downwind of the dusting or spraying. Mists of your weed killer may be blown on to a neighbor's crops. He comments, "I'll be suing you!" Streams or ponds where animals drink may be contaminated — or children may swim in their waters. The word for farmers is "Caution! Care! and More Caution!"

Special attention should be exercised when farm employees are applying the pesticides. Is the farmer-employer responsible? Yes. The employee is acting as the farmer's agent. And the employee himself may be injured by the poison. The employee's work must be done under very complete instructions and close supervision. The farmer should check to be sure that proper methods are being used and safety precautions are not being violated.

The employee may neglect to use a proper mask or wear necessary protective clothing. He may fail to wash up thoroughly. He may smoke while working, carrying the poison to his mouth with a pipe or cigarette.

The employer can be liable for the employee's condition — and should insist on proper safeguards at all times. Instructions given in writing are some protection for the farmer in case something unfortunate happens.

Follow up each step in the operation. Look it over and think whether all has been done to prevent an accident. Stop the operation and correct the dangerous condition immediately.

How harmless is a pesticide, even if labelled "harmless to people and animals if used as directed?" It may still be harmful to some people. People have allergies. What is harmless to the majority may harm others — causing them to become ill or break out in a rash. It may hit some folks like Poison Ivy — and people's sensitivity does differ quite a bit to this noxious shrub.

At any rate, it is best to keep people away from areas being sprayed or dusted — and even from treated areas. Some people can be affected just by walking through a treated field or orchard.

The occupier of a property is responsible for keeping it in a reasonably safe condition. Warning signs and fences help, but do not completely insure the user of a pesticide from liability. The question can arise in court — "Was the sign or signs plain and understandable? Were signs properly placed? Were there enough of them?" Too, children cannot always read signs.

"Kids" can start playing with empty cans or cartons that contained the pesticide. Animals may lick up spilled chemicals. Clean up. Lock up.

Generally, trespassers must take the premises as they find them. The occupier of the property may think that a trespasser "deserves what he gets." But if a dangerous condition exists on the premises and the occupier knows of the danger, he can be liable if he takes no action to protect a trespasser. You must take ordinary care for any person's safety.

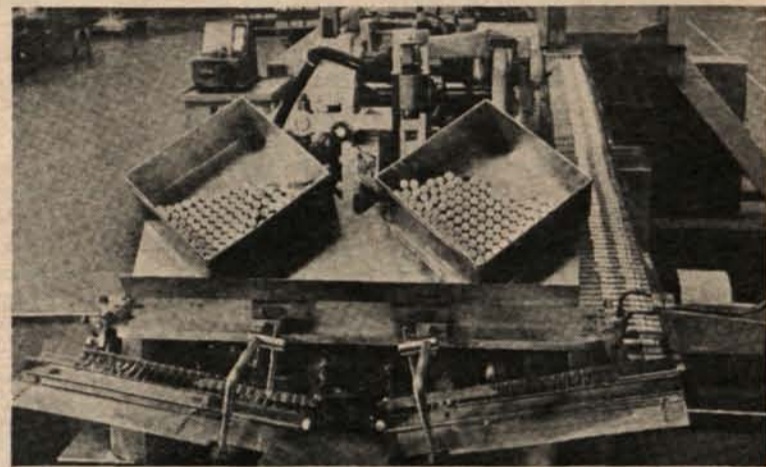
Suppose that you hire a contractor to do your spraying or dusting. If damage or injury results from his work, where do you stand? It is well to check the conditions of the work with the contractor. In general, the contractor assumes responsibility when he accepts the job, provided that he has complete control of the operation.

But in case of damage, if he cannot pay, the injured person may sue the farmer. It is well to check whether the contractor is properly insured for such liability.

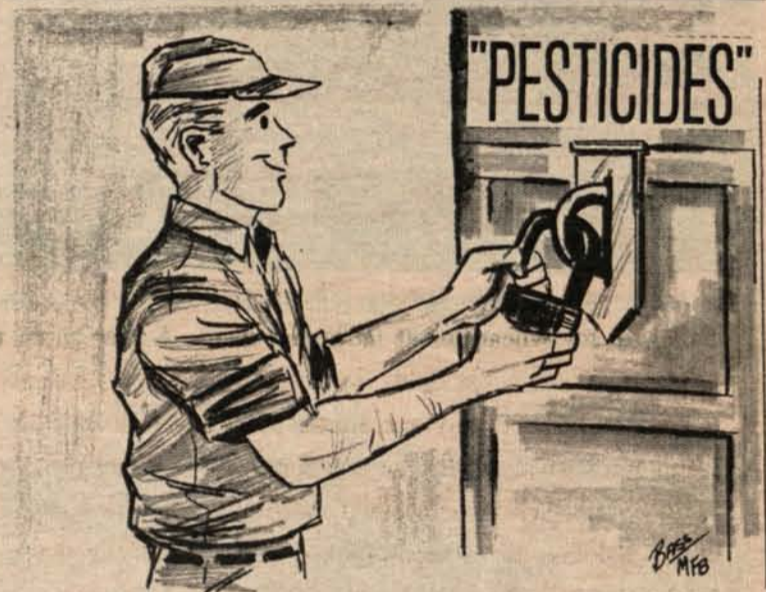
"THE DAMAGES

WILL BE...

\$50,000!"



CHEMICAL MANUFACTURERS use great care in creating, testing and controlling the uniformity of their products. Most are clearly labelled. Many accidents result when otherwise safe materials are not used as directed on the printed label.



When in Court...

Liability judgments in court rest on the question of "negligence", as a rule. Who was it that failed to use the proper care for the safety of others? The complaining party must prove that negligence existed, of course.

A hazard may exist — and nobody may fall afoul of it. Someone may spot the hazard. This is not grounds for a suit in court. If no one is injured or no damage is done, no claim for liability exists. But the hazard is "an accident about to happen" and should be removed.

You are liable for conditions of danger which you do not remove — for things you should have done and didn't do, not merely for something you did. If someone gets hurt or damage occurs because you failed to correct a dangerous condition, you cannot plead that you "didn't intend to harm anyone." If your neglect did harm them — that's that!

A good deal of uncertainty always exists concerning what a dangerous situation may be, when a matter is taken to court. So it is best to protect yourself and your investment with a broad-coverage insurance policy against liability.

One judgment could blow your world apart in a single shot.

FOR DISCUSSION

A special checklist on safe pesticide practices on the farm will replace the question series this month.

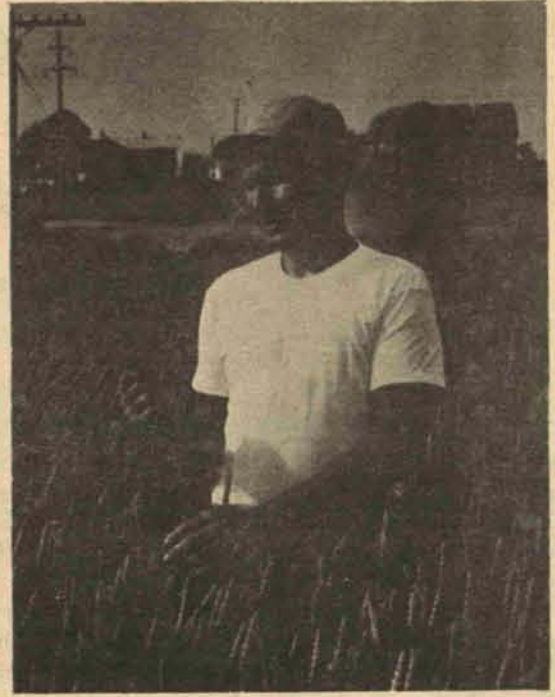
THE RULE IS: "CLEAN UP, LOCK UP!"

"Bushels More Per Acre with Farm Bureau WHEAT STARTER"



says **Mr. STANLEY SWITEK**
Rt. 3, Pinconning, Mich.

**These two men
made comparisons
and Farm Bureau
WHEAT STARTER
Gave Greater
Yields Everytime!**



says **Mr. WYMAN LUCHENBILL**
Rt. 1, Durand, Mich.

"I used Farm Bureau Special Wheat Starter Fertilizer this past Fall with my wheat and it looks real good. A year ago I used 6-24-12 on half of the field, for a total of 15 acres, and applied Farm Bureau Special Wheat Starter on another 15 acres. Where Farm Bureau Wheat Starter was applied, I received an increase of 10 bu. per acre over where I used 6-24-12. Rate applied was about 250 lbs. per acre of each analysis. The cleaned wheat total averaged 58 bu. per acre.

"As long as I receive this type of increase in yield, I am going to continue to use Farm Bureau Special Wheat Starter Fertilizer. I'd recommend it to you."

"I feel that my wheat has a better color and thicker stand since I have started using Farm Bureau Special Wheat Starter Fertilizer.

"In the Spring, the wheat starts growing faster and turns a darker color quicker than in the past years using other fertilizers.

"In checking yield differences, Farm Bureau Wheat Starter has given about 8 bu. average more per acre."

SEED WHEAT

The perfect profit partner for Farm Bureau Special Wheat Starter Fertilizer is Michigan Certified Seed Wheat. Plant the best, fertilize with the best and you'll harvest the best. Our aim is to lower your Unit Production Cost.

Another Example How Farm Bureau . . .

Your U.P.C. (Unit Production Cost) is the key factor in farm profits. By increasing production, Mr. Luchenbill and Mr. Switek reduced their unit (bushels, in this case) cost. Farm Bureau can help you, too!

. . . Can Lower Unit Production Cost!

**FARM
BUREAU**



Services **INC.**

4000 N. Grand River Ave. / Lansing, Michigan



SHE EXPECTS THE BEST

Mrs. Kenneth Jickling, shown above with Adjuster Bob Brown, expected the best auto claim service from Farm Bureau. She wasn't disappointed.

Farm Bureau Insurance policyholders throughout Michigan just naturally expect the best. They expect fast claim service. They expect fair, just settlements. They get both.

Ask the Kenneth Jickling family of Sanilac County: Their auto was badly damaged during an accident on July 11. Fortunately, no one was injured. The following day, Mrs. Jickling contacted the local Farm Bureau office and Adjuster Bob Brown was called into action. After inspecting the damaged vehicle, he immediately issued a work order to a local body shop so that repair work could begin.

In Mrs. Jickling's words, "I was more than satisfied with the service and settlement that we received. This is one of the reasons why we carry all our insurance with Farm Bureau." Families insured with Farm Bureau expect the best. And we wouldn't have it any other way.

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