

Cows' fate in his hands

Milk testing is matter of moola

Chances are the milk you drink comes from a cow that Paul Salmon knows on a first-name basis.

At least he calls them by name. Salmon has been a certified milk tester for the last 42 years.

In times like these, when consumers are worried about everything from PBB to paraquat, one might assume a milk tester tests milk for purity.

But Salmon's testing procedure is a bit more closely related to the first tenet of private enterprise—profit.

If a particular cow isn't putting out enough milk and butterfat on a daily basis, his tests find it out.

And then what?

"Well, the dairy farmer doesn't have much choice," explained the 78-year-old Plymouth resident. "If a cow isn't profitable, it usually gets sold off to the stockyards for beef."

So much for baleful cow eyes and gentle lowing.

BUT AS SALMON points out, dairy farming is much like any other business: people depend on to pay the bills. And "carrying" a non-producer in the herd doesn't make sense.

And as it is, the amount of dairy herds in this part of the state has declined substantially since Salmon first started plying his trade in the 1930s.

"I've had to travel a lot in the last couple years. The herds have just about all but left Plymouth and Canton. People keep selling out to subdivisions. I was covering six or seven counties when I retired," he said.

Although the herds got thinner, the people Salmon served depended on him just as much as ever—whether their farms were in Lapeer or Jackson County.

And to show him he would definitely be missed, they organized a retirement party for him last week. Close to 80 dairy farmers met in South Lyon to honor the man for his four decades of service.



"He was just like one of the family," commented Nancy Geiger of South Lyon. "He'd come out to the farm, test the herd, eat supper and stay the night."

"In fact, a lot of the wives said they'll miss Paul coming because they won't get told how good their cooking is."

To determine the milk and butterfat content of a cow's milk, Salmon said, he had to take a sample from each cow in the morning and another one at night.

So, unless the farms were close together, he'd stay at one for a whole day and then move on to the next.

"When I first started, I used to be able to test the milk right on the spot.

But then the computers came in and we send the samples to Lansing now."

The organization responsible for milk testing in Michigan is the Dairy Herd Improvement Association, based in Lansing. The public association has 83 milk testers assigned throughout the state.

Salmon himself "just sort of fell into" the occupation after a boyhood on a farm in Hillsdale County.

"I had taken a short course in testing at East Lansing. I knew a little about farming, and a job opened up," he recalled.

Aside from a four-year stint as dairy farm manager and another four years as head of the Wayne County Training School's dairy department, he's been making his rounds to the farms ever since.

Electronic toys on the horizon

The electronic wizardry that gave us the pocket calculator and digital watch is at it again—this time in the multi-billion-dollar toy and game industry.

The microelectronic revolution got a toehold in the toy business last year and promises such breakthroughs as toys that respond to voice command and toy race cars that don't need a track.

Deposits add up

More mortgage money and reasonable mortgage rates, now adding timber to the current housing boom, is the reason \$35 billion was deposited into savings accounts in the first eight months of 1977 at savings and loan associations, according to the United States League of Savings Associations.

Bill MacMullen, U.S. chief executive of Concept 2000, a Hong Kong based toy company, says that 20 per cent of the traditional toy, game and doll industry will be in integrated circuits and microprocessors within the next five years.

A microprocessor is the key to a toy organ Concept 2000 will introduce this year. Instead of having numbered or color-keyed music to help the owner play a song, this organ uses integrated circuits to flash small lights above each key. By following the dancing lights on the keyboard, melodies can be followed. The organ also can play songs itself. It can produce either a banjo, harpsichord or traditional organ sound.

MacMullen also envisions a road

race game without a track, in which the cars take voice direction from the players.

"The only thing holding it up is that you use much more memory to handle voice reaction and voice logic than you do with a keyboard," MacMullen says, "but that barrier is quickly falling."

Also, with tomorrow's toys, children should be prepared for answers from their favorite doll or robot soldiers. MacMullen is quick to mention that these devices won't be in the ordinary \$5 or \$10 toy, but rather what he calls a family purchase, something in the order of a road racing set or large Erector Set today.



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CUSTOMER INFORMATION FROM GENERAL MOTORS

HOW TO TELL WHEN YOUR CAR NEEDS A TUNE-UP

AND HOW TO BE SURE YOU DON'T PAY FOR MORE SERVICE THAN YOU NEED.

Remember the old Spring and Fall tune-ups? There was a time when GM cars needed tune-ups every year. But that was a long time ago. Since 1973, we've been building cars that don't need anywhere near as much routine maintenance as they used to.

Now, a lot of people are getting tune-ups they don't really need. Probably out of habit.

Break the habit, and you'll save yourself some money. The maintenance schedule and the owner's manual your GM dealer gives you with your new GM car will tell you exactly what scheduled maintenance is required and when. Some of the newer schedules may surprise you.

For example, spark plugs used to have to be changed every 12,000 miles. Now it's every 22,500 or 30,000, depending on which new GM car you bought. For most drivers that means changing plugs every two years instead of every year.

When you bought your first car, you probably changed oil every 1,000 miles. We upped it to 6,000 a few years ago, and now it's 7,500 on all new GM cars except diesels.

Or take distributor points and condensers. They never need replacing with GM's new high energy ignition system. It doesn't have any points or condensers.

If you do have trouble with your car, just fix what needs fixing. When you take your car in for service, tell the mechanic exactly what's happening. If it's hard to start "hot," but starts okay when it's "cold," say so. If it doesn't perform the way you expected, describe just how and where it doesn't live up to your expectations. Then it'll be easier for the mechanic to pinpoint what's wrong, and he won't have to make unnecessary repairs. That can save you time and money.

Some things have to be watched more carefully, depending on how and where you drive your car. For example, if you do a lot of driving on dry, dusty roads, you may need to change the air cleaner and oil filter more often than the maintenance schedule indicates. Remember, the maintenance schedule that comes with your car is based on average driving conditions.

If you have an older car that still needs an annual tune-up, what should it include? There are some basic things to be checked: spark plugs, points, condensers, idling speed, and drive belts.

It can't hurt to check the air cleaner and fuel filter, tire pressure, and brake fluid, either. And when you do take your car in for a tune-up, don't be shy. Find out exactly what you need and what you're getting for your money.

We're trying to make GM cars easier and more economical to service. We've been able to stretch out the maintenance intervals for new GM cars, which should reduce the cost of routine maintenance; and we're working on engineering improvements that should reduce the amount of required maintenance even further. We want to be sure our cars perform well for their entire lifetime, without costing you a lot of time and money in maintenance. That's better for you and better for us.

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