

This attractive Christmas gift idea, displayed at Robinette Orchards Apple Haus, is typical of promotions by Certified Farm Market members during the Holiday Season. (Photo by Marcia Ditchie)

Farm Markets Promote State's Ag Products for Christmas

A crackling fireplace and the aroma of freshly baked apple pies and fried cakes tempt the visitors to Robinette Orchards Apple Haus near Grand Rapids to linger just a little longer over steaming cups of coffee or hot apple cider. The cozy room, handsomely decorated with antique collectibles, recalls an era when country stores were a gathering place for towns-people and the homegrown goodness of local produce filled the bins. Jams and jellies, just like grand-mother used to make, line the shelves of an old-fashioned pantry cupboard. Here and there, the cheery glow of sparkling Christmas decorations reminds customers that the holiday season has arrived with all the hustle, bustle, joy and happiness that it brings each year.

It's a busy time, too, for Mary Bethel and Jim Robinette who prepare holiday gift baskets and ready-to-mail boxes of crisp Michigan apples. Customers are also invited to select from a variety of cheeses, jams, jellies, nuts and old-fashioned hard candies to be included in the Christmas gift packages.

While customers come out to our Apple Haus to enjoy the cider and donuts, they often select a Christmas gift basket

for their friends and relatives meetings which bring the always eager to share our here in Michigan or in other states," says Mrs. Robinette. to exchange ideas. "We're "We offered the gift baskets for the first time last year and the response was really ex-cellent. We packed several hundred baskets and boxes in our work room last year although we really didn't advertise very much. The idea just seemed to catch on'

The Robinettes will also be promoting a clever way to send seasons greetings. The individually packaged "Christmas Apple" bears the message "Merry Christ-mas". A small label applied to the ripening apple in August allows the natural rays of the sun to redden the apple and rosy greeting until harvest. The shiny Michigan apple, complete with the Christmas message, is no more expensive then many greeting cards, says Jim.

Robinette Orchards Apple Haus is one of the fifty-two farm markets in Michigan affiliated with the MACMA Certified Farm Market organization. Jim and Mary Bethel are enthusiastic supporters of the For ownerorganization. operators like themselves, the organization serves as a buying agent for quantity supplies and provides much appreciated information farm market owners together

successes with others and to learn about what's working in

other markets throughout Michigan" (See photos on Page 24)



On the Inside:

What if Earl Butz were still Secretary of Agriculture? Berrien County Farm Bureau members pondered that question at their annual meeting. See Page 3. Dairy farmers continue to lose sleep-and dollars-under provisions of the

new PBB law. This story and other PBB information on Page 5.

Michigan Crop Reporting Service-Some farmers see it as a boon to their businesses, others see it as a bother. Expressed concerns are answered on Page

Farm Bureau's "baby," its newest affiliate, is growing. For a Safemark update, see Page 17.

Meet your Membership Campaign Managers for 1978 on Pages 18-19. SPECIAL MEMBERSHIP INSERT ... PAGES 13, 14, 15, 16... SHARE IT WITH **OTHERS.**

FARM NEWS

DECEMBER, 1977



Virtue Not Enough

If a labor union leader, an environmentalist, and a consumer advocate came out to your farm, representing the American public, to tell you how to conduct your business -what you could and could not do in the production and sale of THEIR food -- how would you react? Few independent farmers would stand meekly by and let it happen!

Yet, in a way, it has happened. Labor, environmentalists, consumers... have made YOUR business THEIR business. They have gained power over the way you operate your farm because they did an effective job of convincing their legislators that's the way it ought to be. And those involved in agriculture have been too busy, too apathetic, or too reluctant to "get involved in politics" to counteract the movement.

It would be easy for us to blame the legislators - but they have merely done what they must do to stay in office: respond to the expressed concerns of their constituents. There was a time when bills which were not in the best interests of agriculture would not have been passed, or even introduced, because most legislators had their roots on the farm. This is not so today. Agriculturally - oriented people are a very small minority on all levels of government - local, state and national. Farmers have not done enough to keep agricultural representation in government, or to educate those who are generations away from the farm.

Jim Mills, director of communications for the National Agricultural Chemicals Association, recently used the FIFRA oversight bill as an illustration that legislators are receptive to the concerns of agriculture -- if they are expressed clearly and strongly. The Senate had passed a bill that was totally unacceptable to the agricultural industry. The House of Representatives, however, in its version of the bill, recognized agriculture's point of view.

This did not just happen, Mills said. It was not the result of simple virtue shining through or facts speaking for themselves. Rather, it was the result of concerned individuals expressing their viewpoints to the individual members of the House Agriculture Committee and the de la Garza subcommittee on a grassroots constituency basis. Key provisions in the subcommittee report passed BY A SINGLE VOTE, and were later accepted by the Ag Committee 44-0 and passed by the House with only 21 dissenting votes.

I am certain that thousands of Farm Bureau members, through contacts with legislators, had an impact on the outcome of that issue. And I think Mills made a point worth remembering when he said it was not the result of "simple virtue shining through or facts speaking for themselves." Perhaps we have been guilty in the past of believing that farming has a certain sacredness, like motherhood and the flag, and will therefore always triumph... or that history will tap a legislator on the shoulder to remind him that overregulation of agriculture stifles productivity. It is up to us, as producing farmers -- not history -- to tap those legislators on the shoulder.

By the time many of you read this, voting delegates to the Michigan Farm Bureau annual meeting will have adopted a new slate of policy resolutions that will guide our organization in the year ahead. Now comes the challenging job of implementing those policies. We know it will take more than "shining virtue" to accomplish that task.

We are a minority, but if a majority of our minority gets involved in an aggressive, determined effort to carry out the policies we have developed, it can be done. That united effort will keep agriculture free in Century Three.

Elton R. Smith



In his column last month, President Smith said that if you asked 100 members why they joined Farm Bureau, you might get 100 different answers. We believe he's right -- and that's one of the reasons we've started a new column this month, called "Farmer-to-Farmer: This is Why I Belong." We'd like to get those many reasons to the member who may have a very narrow viewpoint of our organization, the one who joined for just a single reason and may not know that there are others to fill his needs.

Another reason for the new column, and for the peopleoriented format of the FARM NEWS, is that we strongly believe that farmers talking to other farmers is an effective method of getting a message across and more meaningful to the people it reaches. We hope you enjoy it and participate in it by adding your "testimony."

Also in this issue is a special membership insert which highlights what Farm Bureau is and what it does, and gives information about all the many programs and services the organization has to offer. Membership workers will be using this insert in their contacts with potential members. Even if you're not actively involved in the membership drive, when you're finished reading it, why not pass it along to a neighbor, friend or relative who may not know what they're missing.

If you're a star award winner this year, you'll be proud to see a display of your award-winning activities in the lobby of the Civic Auditorium in Grand Rapids on Thursday evening and Friday, December 1-2, at the Michigan Farm Bureau annual meeting. If you're NOT an award winner, all the more reason to take a look at what it takes to earn a star. You'll get ideas, inspiration - or maybe just awaken that competitive "WE can do THAT" spirit.

Remember the cheerful, lively lady who played the organ at our state annual meetings for so many years? Her music often shook the sand out of sleepy delegates' eyes early in the morning and got their adrenalin moving again after several hours of resolutions study. Her name was Louise Smith and she was also active in Kalamazoo County Farm Bureau activities. The FARM NEWS just received word that Louise is now in a care facility: Room 611, Ridge View Manor, W. Michigan Avenue, Kalamazoo 49000. Cards and letters from the many Farm Bureau members who remember her would lift her spirits, just as her music did for them.



Ban Money?

It's not a part of my official title... but in the last couple years ... I have often felt obligated to serve as "Defender of the Press." There have been times when this job turned a relatively gentle personality into a snarling, mother lion protecting her cubs.

What people got most uptight about, during the PBB era, were the headlines; even if the reporter did an objective job in the article itself, a doomsday headline put him on the list. People didn't realize that most reporters don't write their own headlines and are probably surprised sometimes at the titles given to their stories.

At a recent Michigan Pesticide Association meeting, participants were discussing their frustrations regarding the headlines media give to stories that announce that a substance causes cancer in rats. This causes consumer concerns which ultimately result in a ban on the substance, which in turn results in farmer concerns about producing sufficient food without benefit of the banned substance. This illustrates the chain of events that sometimes starts with a person whose livelihood from comes bringing readership to a dull story with a "strong" headline.

What often happens is that we get so frustrated about situations like this that we fail to recognize the media when they provide some balance by ridiculing the trigger-happy scientists and panic-buttonpushing officials who look after our health and welfare. Such an article, written by UPI and AP, tells of two Denver, Colorado, resear-chers who placed sterilized dimes in the abdomens of 35 rats. Many of the animals subsequently developed cancerous tumors. So they published an article in the American Medical Association Journal titled: "Money Causes Cancer: Ban It." Then they asked federal officials, kiddingly, to convene an emergency meeting for the purpose of removing all coins from circulation.

Their experiment and resulting publicity, they believed, discredited arbitrary bans of certain

(Continued on Page 21)

By JIM BERNSTEIN It's always easy to sit back and daydream a little bit. Daydreaming for most people is a pleasant way to wile away the hours. Invariably we think of what might have been - what if? So no one can really blame farmers for contemplating their current financial status, relating it to the status two or three years ago, and asking, "What if Earl Butz were still Secretary of Agriculture?"

"It's a theoretical question," said the man who ought to know. "Earl Butz wouldn't be on Jimmy Carter's team, and he wouldn't have me on his. There would be a tomcat fight every morning and I'd last about two days and be out."

Yeah . . . but what if? "We would have been grain selling more aggressively because we wouldn't have this farm bill that we have now," Dr. Butz claims. According to him, had Gerald Ford been President, he would have threatened a veto of the proposed legislation; Congress would have gotten the message and passed a better bill.

"Now Carter said, 'I will veto a bill beyond this point," observed the former secretary, "and three times he retreated. Never once did Congress believe him, because his history is one of talking tough up to the minute of decision and then folding."

Earl Butz feels that tough talk would have persuaded Congress to back down and pass a better bill, and history substantiates this point. Not once since World War Two

has Congress overriden a farm bill veto.

So we have a completely different scenario - Ford in the White House talking tough, Congress whimpering as they work on a better farm bill, and Earl Butz selling grain faster than you can say, "One-billion bushel carryover." But as un-fortunate as it may seem to many farmers, that scenario is merely fictional. There is a loan rate for wheat of \$2.25 a bushel that Dr. Butz says indicates to the rest of the world a floor price in the United States and encourages other countries to continue producing and exporting wheat. He adds, "The total world shipment of wheat last year was up from the year before and it will be up again this year. But we are receding while others move in.'

Since Butz is no longer involved in government work, he can only speak out on issues concerning agriculture, something he does for a living now. His comments on the farm bill and the wheat situation came prior to one of 200 speaking engagements he'll make during the year, this one at the Berrien County Farm Bureau Annual Meeting in Berrien Springs on November 2

He told members in Berrien County that Farm Bureau has had a tremendous impact on national and state leaders. "When someone from Farm Bureau comes to Washington or Lansing, they listen to your voice," Dr. Butz declared. He praised the organization for its grass roots structure and

Earl's Quick Quips

(Editor's Note: It could be said that former Secretary of Agriculture Earl Butz lived and died by the sword, in this case the sword being the quick quip or, in some cases, the insult. It is apparent that Dr. Butz has mellowed somewhat since returning to the private sector, but he still has a few choice words for his favorite targets. Here are some samples from the Berrien County Farm Bureau Annual Meeting where he spoke on November 2.)

- On the statement, "Food is for people, not for profit." -- "If there's no profit for food, there's no food for people. You can't convince me that farmers do what they do because they like to associate with Holstein cows."
- On the current Democratic senator from Indiana and former Senator Vance Hartke - "That would be Senator Bayh and Senator Bought."
- On current Secretary of Agriculture Bob Bergland--"He's a very decent person. The policies he advocates aren't illegal, they're just immoral."
- On Assistant Secretary of Agriculture Carol Foreman, a former consumer advocate -- "She's a very capable woman, and that's what worries me. However, she misquotes me. She said that I said, 'Her appointment is an insult to farmers.' What I really said was that her appointment was the ultimate insult to farmers.
- On George Meany's statement that the dock strike would help hold down the cost of living -- "Having him holding down the cost of living is like having a fox guard the chicken coop."

On the television industry - "Fifty-five per cent of Americans have two TV sets when television isn't good enough for one.'

the way that structure works to serve members through policy.

Along with that praise came several challenges. Butz said farmers still need to tell consumers that food remains one of the best buys in the country at 17 percent of take-home pay. But perhaps the biggest challenge, ac-cording to the former secretary, is the necessity for American farmers to double food production in the next 30 years

Butz asked rhetorically, "Can we do it?" And he responded, "Sure we can, if the government lets us alone and profit remains the incentive." He says it is that simple, even at the current rate of land loss, because "American agriculture is a tremendous example of free enterprise. . . the marvel of the world."

As Earl Butz spoke, Berrien County farmers listened intently to every word, apparently grateful for the man who meant so much to them when he was head of USDA.



Earl Butz, former U.S. Secretary of Agriculture, makes a point before an appreciative audience at the Berrien County Farm Bureau annual meeting.

At that point, who could daydreaming and wondering, blame a farmer for "What if?"



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FARM NEWS

Join the Jamboree!

F.B. Member Breaks **Corn-Yield Record**

"The ingenuity, careful planning and just plain hard work it took to accomplish a record-breaking corn yield is truly admirable," Governor William Milliken told Roy Lynn, Jr., Kalamazoo County Farm Bureau member, in a letter of congratulations recently. "The fact you were able to achieve a yield of 352.64 bushels per acre – 14 bushels more than the previous record – on land which is not the most ideally suited for corn-growing makes your achievement that much more remarkable.

It does take a lot of work to grow and groom corn so it will produce 352.6 bushels an acre; 28-year-old bachelor Roy Lynn can attest to that. "You can have all the fertilizer and water in the world," he says, "and it won't help if you don't manage it properly." He sometimes had to start or change the traveling water irrigation system at 1:00 a.m., 3:00 a.m. or 5:00 a.m. "I memorized every stalk on the place," Lynn said,

The young farmer owns 292 acres and rents another 700 acres near Schoolcraft. The record-yielding land was bought by Lynn three years ago and is located in St. Joseph County. He and his father, Roy, Sr., have been working at raising the average yield per acre on all of their land, which experts generally agree makes more economic sense than trying for a spectacular yield on just a few acres. However, they

did work on developing record yields through special treatment on a 10-acre area which included the 1.089 acre that produced the new world's record.

Roy put about 380 pounds of nitrogen per acre on this area - compared to only about 200 on the rest of his land. He used about twice as much water as usual for irrigation and for adding part of the fertilizer to the field. He used DeKalb XL-54 hybrid seed corn, planted on April 26 and harvested September 30.

The high-yielding field has sandy soil and once was swampy. Nearby is wooded area and swamp, and the woods may soon be cleared for more corn. But Roy is careful about conservation careful about conservation practices. He doesn't fall plow, for example, because he wants to avoid erosion from winter winds.

Harold Noren, senior vice president of DeKalb's seed division, called Roy's ac-complishment "a significant milestone in corn culture."

"It is interesting to note," Noren said, "that the yield was the culmination of several years of experience in working toward a definite goal with very specific planning and skilled follow through."

Roy's positive attitude about the future was probably also a factor in his achievement. "Wait until next year," he said. "If you don't think 400 and push 400, you're never going to have 400."

Jeans, plaid shirts, bib overalls, buckskins, boots - any Western garb (six-shooters checked at door) -- will be the dress code for Thursday evening's Farm Bureau Jamboree at the MFB annual meeting in Grand Rapids. After a chuckwagon feed, top ramrods of the year presen-tations and entertainment by the Maycroft



"Apparently, President Carter has still not gotten the message that only a free market economy and an adequate incentive to produce will solve our nation's energy problems," said Elton R. Smith, MFB President, in response to Carter's latest energy message. Smith said Carter's message was simply a rehash of "his ill-conceived system of price controls and rebates.'

Smith acknowledged that energy conservation is important. He said that farmers realize that there are good, sound economic reasons for cutting down, as much as possible, the use of energy in

farming operations. But he also noted that American agriculture depends upon energy. If the United States is to remain the world's leading agricultural producer and exporter, he said, then farmers must have adequate supplies of natural gas, petroleum and elec-

tricity. "But the only way our country will ever have enough energy is if our domestic energy industry is given enough incentive, through adequate profits, to explore and develop our energy supplies," he said. "It's going to take hundreds of billions of dollars over the

next ten years to explore and develop our domestic energy resources," Smith warned. "Only the deregulation of oil and natural gas prices, not the phony punitive approach of the Carter administration, will insure that private industry will have the profits and capital necessary for this enormous investment.'

MICHIGAN FARM NEWS

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Disaster Aid **Requested For Thumb Area**

Squaretappers, it's "Dosy -Doe Your Partner

time at the old corral. Music will be provided by the Bluegrass Extension Service (shown above).

This lively group will be asking for square dance

caller volunteers now and then during the

evening - so start practicing!

Gov. William G. Milliken has requested that four counties in Michigan's "Thumb," be designated as agricultural disaster areas, due to a combination of drought and excessive rainfall.

In a letter to Agriculture Secretary Robert Bergland, Milliken said that the four counties, Huron, Saginaw, Sanilac and Tuscola, suffered crop losses of \$21,374,996 and that "it now appears that many farmers will have no crop harvest this year."

Some 6,250 farmers have been affected -- most by excessive rainfall, and some by drought and hail. Milliken said in the letter that earlier "drought-caused losses have been compounded by extreme wet weather in August, September and October, which prevented harvesting of field crops such as dry beans, corn and forage crops."

The disaster declaration (which may be expanded later as data is compiled on other counties) would entitle farmers to emergency, low-interest loans.

The availability of such loans "is critical to the farmers for the continuation of affected farming these operations" Milliken said.



Kalamazoo County Farm Bureau member Roy Lynn, Jr. is a happy young farmer. His planning and hard work resulted in a record-breaking corn yield this year -- and he's already looking ahead to next year, and possibly breaking his own record.

Dairy Farmers Unhappy With New PBB Law

Michigan consumers may rest assured that on-going testing for PBB contamination provides safeguards to the Michigan food supply-but dairy affected farmers continue to lose sleep and dollars under the provisions of Public Act 77-the PBB law.

The law, which became effective on October 3, 1977, has encountered predictable problems in its short administrative history. Anticipated turnaround time for fat biopsy analysis has stretched to 14 days and the number of re-tests due to insufficient fat samples, laboratory accidents or interferring compounds in the laboratory procedure, have further complicated the statewide testing program. In addition, an unexpectedly large number of cull animals being tested under the provisions for emergency slaughter.

Kenneth Van Patten, Director of the PBB Unit, recently discussed these problems with the Joint Agricultural Committee and dairy farmers during an informal meeting on November 9. The committee convened to consider the problems experienced by dairymen and to look at possible alternatives which would improve the situation for dairy farmers.

Crops Like Alcohol

Field trials indicate that the yield of crops such as navy beans, sweet corn and cucumbers can be increased by up to 24 percent by using the growth-stimulating natural alcohol called triacontanol, according to Dr. Stanley K. Ries, Michigan State University horticulturist.

"Results from our first year of field tests are surprisingly good," Ries told a national group of science reporters gathered in New York at Rockefeller University for the 15th Annual New Horizons of Science Briefing.

"Increases in yield averaged from 7 to 22 percent, if all our test plots with 10 different crops are con-sidered," Ries said. "The average increase for all plots of all crops was 12 percent." These averages were based on comparisons of all of the different rates and times of applications (including those with crops where triacontanol did not appear effective) with but untreated identical controls.

The crops examined in this first year of triacontanol field testing included: navy beans, asparagus, field corn, sweet corn, carrots, cucumbers, lettuce, radishes, tomatoes

(Con't. on page 24)

Van Patten told present that new processing procedures for emergency slaughter, using the Michigan based ERG laboratories in Ann Arbor, should speed up the runaround time for laboratory analysis. The head of the new PBB project unit also told the agricultural committee that the program is quickly resolving the difficulties experienced during the first weeks of the testing program.

The dairymen who were present welcomed the report of the PBB Project Director, but were also concerned about the reimbursement for restraining, care and observation of the animal before, during and after the biopsy, cannot possibly cover the costs which are incurred over the 14 to 21 days that the cull animal remains on the farm pending results of the biopsy. The farmers recommended a \$30



In addition, the farmers also made the committee aware of the incidences of injury or infection in the interim period following biopsy, which may cause the cow to become unmarketable or result in the death of the animal. In these cases, if the laboratory analysis shows PBB levels above the established tolerance, the farmer is reimbursed fully. However, where the animal is determined to have been free of the contaminant, the loss is either

absorbed by the farmer or damages must be recovered through the Michigan Court of Claims.

Dairymen are unhappy about the financial losses they are experiencing and have asked for a legislative solution.

Chairman Paul Porter is preparing amendments to the act to solve these inequities. The amendments are expected to include increasing the payment per animal from the present \$10 to \$30.

Separate Testing Lab **Should Speed Process**

A separate laboratory has been hired to test fat tissue samples from emergency slaughter dairy cattle, ac-cording to Ken Van Patten, assistant deputy director in charge of Michigan Depart-ment of Agriculture's PBB project unit.

Effective Monday, October 24, all fat tissue samples from emergency slaughter cattle were sent to ERG Laboratories in Ann Arbor for testing and reporting. This move is intended to

relieve some of the pressure on the regular testing system currently being handled by Research 900 of St. Louis, Missouri.

We are experiencing ten times the number of emergency slaughter cattle we originally anticipated. This large volume, along with the necessary priority handling, is causing time-lag ding, is causing time-tag problems in the regular reporting system," he said. Emergency slaughter cases will probably remain high because, prior to the

law, farmers marketed many animals through an auction sale for slaughter the next day. Now, with Act 77, this is no longer possible due to the test requirements. Where a condition exists that could decrease the market value if the farmer waited, he will be given permission for emergency slaughter with testing to follow.

Priority handling requires hand-operated record keeping, individual follow-up, and personal telephone communications, which do not readily adapt to the regular computerized testing system.

Van Patten said use of the separate testing laboratory, concentrating on emergency slaughter cases only, should shorten the time period for the reporting of test results of both emergency slaughter and regular system samples. In addition, its close proximity to Lansing will help maintain a steady flow of samples and results.



Representative Paul Porter (D-Quincy), chairman of the Agricultural Committee, is preparing amendments to Public Act 77 to solve inequities in the new PBB law.

Ear Tag, Herd Numbers **Bring Faster Results**

Farmers making phone inquiries about the results of tissue samples which have been submitted to the PBB testing laboratory could have an answer within 60 seconds, providing they have ear tag and herd numbers, according to William Shellberg, data systems analyst of MDA's PBB project unit.

It is important that the farmer keep his producers' receipt from the tissue sample submission form, since both the ear tag number and herd number are and herd number are recorded on that receipt. If a farmer calls the PBB project unit for information, these numbers can be fed into the computer and a display terminal will show the results of that particular sample. Without the numbers, a

time-consuming manual search must be made to find the farmers' herd number, and even then specific information about an individual animal will not be available without the ear tag number. To trace an ear tag number, a manual search of several hundred submission forms is necessary, causing a delay of several hours or possibly

days. "The computer contains only information of completed results; therefore, we recommend that the farmer wait at least ten working days before making an inquiry about specific results. This should allow enough time for transportation of the sample from the veterinarian to Research 900 in St. Louis, Missouri, running of the tests, transmission of the data back to the computer system in Lansing, and then to the farmer.

"Even though we are expecting a seven-day test and reporting cycle, a sample taken on Friday could have a three-day delay, due to the weekend, before it reaches the laboratory," Shellberg said.

The computer system will include information on date the sample was taken, when it was received at Research 900 Laboratory, breed and age of the animal, level of PBB contamination (if any), and when the slaughter cer-tificate or quarantine was issued from the Lansing PBB office.

addition, In each producer's computer file will show the number of cattle tested to date, number of nonviolative and violative animals, and a record of fee payments to that particular producer.

If a farmer has questions about the new PBB law or specific information about the test results for a particular animal, he may call the PBB project unit in Lansing at 517-374-9480. **Speakers' Bureau Presents** "Please Pass Sodium Chloride"



Farm Bureau Women's Speakers Bureau team, Vivian Lott (left) and Caroline Minnis, presented their new "Please Pass the Sodium Chloride" at the Michigan Pesticide Association fall conference recently. Speakers Bureau teams throughout the state are prepared to make this presentation before audiences. It emphasizes the importance of agricultural chemicals to food production.

Michigan Crop Reporting Service: Boon or Bother?

-"The reports provided by the Michigan Crop Reporting Service are indispensible to good farm management and intelligent marketing."

-"I don't believe in Crop Reporting Services because the reports drive prices down."

These two poles of farmeropinion on the Michigan Crop Reporting Service are likely to surface any time a group of farmers get together. The benefits and concerns about the service were discussed at some length when 100 Michigan Farm Bureau members visited the USDA during the Washington Legislative Seminar in March of 1976. It was the subject of a resolution passed by voting delegates at the American Farm Bureau Federation annual meeting in Hawaii last January.

The AFBF delegates supported changes in the service to produce more and useful accurate statistics, and said that the information should be made available to farmers at the same time and in the same manner as it is made available to other sectors of the economy. They also asked for a greater international effort to improve global crop and livestock reporting.

To produce accurate and useful statistics, the Crop Reporting Service must have cooperating farmer reporters. The information they provide, through their survey answers, are the basis for accurate statistics to reduce uncertainty about output and supplies.

"Farmers today are facing another period of depressed and economic prices recession," said Don J. Fedewa, statistician - in charge of the Michigan Crop Reporting Service. "Survival under these conditions is dependent more than ever on sound individual decisions regarding what to produce, how much, should I sell? should I hold? Our reports provide solid and detailed economic intelligence for this process."

Fedewa believes the service is supported by most Michigan farmers. He is concerned, however, that the proliferation of regulatory programs involving farmers within the last decade has created an antagonism toward anything connected with government.

"Our reports are voluntary and therefore, when given a chance, a frustrated reporter, who remembers all too well that he just recently completed his mandatory reports for taxes, OSHA, farm labor, the Agricultural Census, EPA, etc., may vent his frustration by refusing to complete his crop reports," Fedewa said.



Don J. Fedewa Michigan Crop Reporting Service

He believes a better understanding of the Service may make farmer-reporters more willing to share the information which is vital to the data-gathering process. To help bring about that understanding, he has compiled some frequently expressed concerns about the Crop Reporting Service and answers to those concerns:

1. CONCERN: I don't believe in the Crop Reporting Service Reports -- they only help the big farmers, buyers and speculators. ANSWER: Conditions of supply and demand for farm products are changing constantly, and prices, therefore, must adjust to reflect these changes. Reports are needed from all farmers, big or small, in order to provide input for making estimates by the Crop Reporting Service as an unbiased third party. These unbiased official reports provide farmers, buyers, speculators and consumers alike with equal information.

Buyers and speculators have traditionally preferred to . keep producers in the dark in order to manipulate markets to their financial advantage. (An interesting historical footnote on this point is that President Van Buren in 1839 directed the Patent Office to compile and publish public information related to agriculture in order to counter the speculators.) Thus, the need for crop reporting was recognized 23 years before the U.S. Department of Agriculture was formed. These conditions still exist today!

Also, one should consider what would happen if there were no reports at all. It is apparent that buyers and speculators have the resources to make their own estimates and that farm producers would likely "lose" under such an arrangement.

2. CONCERN: Why should I report when your reports will only lower prices: ANSWER: Studies show that

after USDA reports, prices increase about as often as they decrease. True! reports change prices in the short run, but it's the supply entering the market that influences prices in the long run. Buyers say that without reports they would have more "risk" and thus they would pay farmers less to insure they still have a profit margin. Farm prices would drop --producers need to know about crop production as soon as possible to plan their marketing strategies. The more reports received from farmers, the more "fair" prices should be.

3. CONCERN: I don't want to report this information -- it will be given to other people or government agencies and might be used against me.

ANSWER: Crop Reporting started over 100 years ago at the request of farmers who were in dire need of unbiased information. Crop Reporting relies strictly on voluntary reporting and the information collected from farmers is kept confidential. If we told others "your business" you would soon find out and our "stock" would be very low. We currently use the data to only compile county, state, and U.S. estimates. The reports are available to everyone and get wide circulation via newspapers, magazines, radio and television. Data is used by farmers, businesses, transportation, banking, government, schools, chemical, seed, feed, fertilizer, etc., firms to help better serve the farmer.

4. CONCERN: What is the purpose of government crop and livestock reports? How are they used and how accurate are they?

ANSWER: These reports are provided as a public service in order to provide all citizens alike with equal information about our agricultural economy. They are widely used by a variety of farmers, industry, university, government and elected officials in making basic decisions related to agriculture. These decisions relate, to mention a few, to farm production and marketing plans, farm equipment and supply inventory management, government farm and disaster relief programs, energy and ecology plan-ning, and a host of other

2:30 p.m.

agricultural development activities.

Year in and year out the reports are quite accurate. The errors between high and low are about equally divided. Our forecasts and estimates are improving through the increasing use of probability sampling techniques and the use of computers.

5. CONCERN: I'm getting tired of answering these reports all the time - why am I always picked?

ANSWER: Data for agricultural reports are collected voluntarily from farmers, elevator operators, merchants, county agents, bankers, seed and fertilizer companies, slaughter plants, green houses operators, etc.

Farmers are picked at random or by size group to represent similar farming operations in their county or state. For some surveys, land areas are picked and visited by enumerators to obtain crop and livestock data. We realize farmers are very busy and we try to limit the number of contacts we make to each one every year. We averaged nearly "1" response per Michigan farmer last year. However, some large producers, especially of specialized crops, are contacted more frequently.

Annual Meeting Highlights

Tuesday, November 29 10:00 a.m. Annual Meeting of Farm Bureau Services, Inc. 12:00 Noon Complimentary Luncheon Speaker: **Owen Hallberg**, President American Institute of Cooperation Speaker: Dr. James Anderson, Dean College of Agriculture & Natural Resources, MSU 2:00 p.m. Annual Meeting of Farmers Petroleum Cooperative, Inc. 6:00 p.m. **Complimentary Buffet Dinner** 9:00 p.m. Entertainment Wednesday, November 30 Official Opening of Michigan Farm Bureau Annual 9:00 a.m. Meeting President's Address. . . Elton R. Smith 10:00 a.m. Michigan Farm Bureau Women's Annual Meeting Speaker: Dr. Sylvan Wittwer, Director Agricultural Experiment Station, MSU 10:00 a.m. Commodity and Natural Resources Session Speakers: Donald Shepard, Operations Manager Michigan Agricultural Services Association "Overview of Legal Services & Legal Defense Fund" William J. Sheppard, Sr. Fuels Analyst Battelle Memorial Institute "Fuels from the Farm?" 12:00 Noon Kick-Off Luncheon Young Farmer Discussion Meet Finals 2:30 p.m. **Resumption of MFB Annual Meeting Consideration of Resolutions** 6:30 p.m. **Annual Banquet** Presentation of Distinguished Service to Agriculture Award Speaker: George Walter, Professor Emeritus Lawrence University "No Man is an Island" 9:00 p.m. Dance Thursday, December 1 Resumption of MFB Annual Meeting and Con-8:30 a.m. sideration of Resolutions Governor's Luncheon 12:00 Noon Presentation of "Agricultural Communicator of the Year" Awards to News Media Remarks by Governor William G. Milliken

6:30 p.m.	sideration of Resolutions Farm Bureau Jamboree and Square Dance
	Presentation of Top County Farm Bureaus
Friday,	December 2
8:30 a.m.	Resumption of MFB Annual Meeting and Con- sideration of Resolutions
	Nomination and Election of Directors
12:00 Noon	Luncheon
1:00 p.m.	Consideration of Resolutions
1 The second	Election of President
	Adjournment following completion of resolutions

FARM NEWS

"Pesticides-Politics-Progress:

"Pesticides - Politics -Progress: A Balance of Nature, Industry and Government" -- is such a balance possible?

A politician, a farmer, an environmentalist and a chemical industry spokesman pondered this question at the Michigan Pesticide Association fall conference held at the Hilton Inn, Lansing, November 2-3. Although the blending of viewpoints didn't result in a specific formula for that balance, the unique exchange did provide the opportunity for better understanding of each other's problems and surfaced some common concerns.

"Those of us with agricultural or chemical backgrounds know that pesticides have brought progress through protection of crops and livestock from a multitude of pests," said Jim Mills, director of com-munications for the National Agricultural Chemicals Association. "However," he said, "when you plug in the political factor - the picture gets fuzzy.

"Politics - the art of the possible, the act of compossible, the act of com-promise – is directed less by science and fact than by emotion and strategy," he said. "In fact, the parade of scientific presentations often adds to the confusion and is used by skillful political managers to promote their own causes.

"The issue of pesticides has become a powerful issue in politics," he said. "Pesticide use has become the people's business simply because the public has said that it is their business. This is a political reality which has been ignored for too long by agriculture and the chemical industry.

"If we each do all that we can, pesticides can be explained to politicians in the political process - and that, in itself, will constitute progress!" he concluded.

Senator Richard Allen (R-Ithaca), in his usual pull-nopunches style, chastised the chemical industry and agriculture for "stepping aside and letting others do it" in the political action arena.

By failing to let legislators and the public know what they are doing, the industry must accept some of the blame for their problems, he said.

"The Legislature does not act irrationally," he said, "but sometimes it does react to an irrational public. Fear is often irrational, but we must respond to that fear." Chemicals fall in the realm of the unknown to most consumers, the Senator said, and this is what causes their fears.

"Chemicals fall in the realm of the unknown to most consumers, and this is what causes their fears." -Senator Richard Allen (D-Ithaca)

Dr. Mitchell J. Wrich, Director, Region 5, Environmental Protection Agency, told the group that EPA is looking for cooperation and constructive criticism from the agricultural and chemical industries.

"Grumbling doesn't do a thing. . . and unless there is

"Without chemicals, how long would it take for us to starve to death? There must be regulation, but with common sense." —Dave Diehl, Chairman, Michigan Agriculture Commission.

Dave Diehl, Dansville farmer and chairman of the Michigan Agriculture Commission, told of the necessity of agricultural chemicals on his own farm. Without them, he asked, how long would it take for us to starve to death? There must be regulation, Diehl said, but



dialogue, nothing gets ac-complished," he said. "If you don't like something, but you don't react - it's your own fault."

He urged the group to "get involved" through public comment and providing rebuttable evidence against EPA's restrictions chemicals. on



their efforts to provide sufficient food supplies at a reasonable cost to consumers: 'Politicians, ecologists, government regulatory agencies everything they say goes against my GRAIN!"

A Farm Bureau Women's with common sense. Speakers' Bureau team – He summed up the Vivian Lott of Mason and frustrations of farmers in Caroline Minnis of Web-

Fuels From the Farm?



Dr. Sheppard

"Fuels from the Farm?" will be the topic of Dr. William J. Sheppard during the Commodity and Natural Resources session at the Michigan Farm Bureau annual meeting. The session will be held on Wednesday morning, November 30, 10 a.m. in the Grand Ballroom of the Pantlind Hotel, Grand Rapids.

Dr. Sheppard is the senior fuels analyst at Battelle Memorial Institute where he works on energy and en-vironment problems, particularly those having to do with fossil fuel, solar energy, and pollution in the chemical industry.

In Battelle's recent study of the possibility of using sugar crops or corn as an energy source, Dr. Sheppard had three principal tasks. First, he was in charge of the economic evaluation of conversion processes that were considered for making synthetic natural gas, motor fuel, and chemicals from the biomass. Second, he analyzed the various systems or combinations of processes that might be used for combined fuel and food or feed production. Lastly, he studied the possibilities for genetic improvements in corn that might make it more suitable for biomass energy applications.

Also on the Commodity and Natural Resources session will be an overview of the Michigan Agricultural Services Association's legal services and legal defense fund programs by Don Shepard, MASA Operations Manager.

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A Balance of Nature. **Industry and Government**

berville -- illustrated to the chemical industry representatives an effort agriculture is making to educate the consuming public about pesticides. The farm wives presented their new script and slides, "Please Pass the Sodium Chloride," which outlines the im-

portance of agricultural chemicals to food production chemicals to food production and the many safety measures which are taken to assure a safe food supply. Speakers' Bureau teams throughout the state are prepared to make their new

presentation before non-farm groups.



Lansing

Supreme Court

Rules on

Highway Diversion

The Michigan Supreme Court

has ruled on two acts passed by the Legislature a year ago that

provided for preservation of

railroad, inner-city bus and ferry

transportation; and defined "highway purposes" as con-tained in the Constitution. The

definition in the act provided that

a "highway purpose" could in-clude rail and water tran-

sportation, buses, mass transit,

non-motorized vehicle tran-sportation, etc. The purpose

would be to use the gasoline and

other earmarked revenues and to

permit the use of bonding

Farm Bureau, along with several other organizations,

entered the court case as amicus

curiae. The Court's ruling has been a shock, as it states that the

use of gasoline tax revenues for

public transportation is con-

stitutional as is the provision for

bonds which do not require a vote

of the people. The Court's decis-

ion also approved the diver-sion of 1/2 cent of the gasoline tax

that was voted by the Legislature

a few years ago for a general transportation fund. This means that the present efforts by some

to create a single transportation

fund with revenues from the present gasoline and weight taxes that are constitutionally

earmarked for highway purposes

is constitutional as virtually all

forms of transportation have

been declared as a highway use.

Farm Bureau, as a part of a high-

way coalition, has opposed this program, maintaining that the

Motor Vehicle Highway Fund

should continue to be used only for maintenance and con-

struction of state, county, local and municipal roads and that necessary funding for other transportation should come from

a separate fund and separate

revenue sources. County and local roads, for example, are not

able, even under present funding,

to be maintained or improved Increased revenues are needed

Rep. Brown (D-Westland),

along with several others, has introduced a package of six bills

H 5653 through H 5657). These

bills would meet the objections

of those protecting the highway system. Increased gas and

weight revenues would continue

to go for road purposes and a separate transportation fund would be created for other public

transportation purposes such as

mass transit, inner-city buses, dial-a-rides, etc., etc. The Court's

decision makes the task of

maintaining the integrity of the highway fund much more dif-ficult and will mean a major

controversy in the Legislature.

for those purposes.

authority.

FARM NEWS

CAPITOL REPORT Robert E. Smith

Labor Issues on Legislative Docket

Several labor issues are before presently the Legislature either under consideration in Committee or, in some cases, are part way through the legislative process. These include:

Unemployment

Compensation

Unemployment Compe-nsation - S 714 is a bill that must be passed by the Legislature in order to comply with the new federal unemployment insurance legislation. Noncompliance by the State would mean a loss of nearly \$500 million of tax credits to private em-ployers. The bill makes the same provisions for coverage of some agricultural em-ployees that are required in the federal legislation (10 employees for 20 weeks or \$20,000 payroll in any calendar quarter).

The controversial issue is that, contrary to federal requirements, an effort is being made to include nonprofessional part-time school employees. Should this happen, the schools in the State would have an additional \$56 million unemployment compensation cost, this to provide benefits for those who hire out for the school year with full awareness that they will not be needed during the vacation period.

S 801 is another bill that has been passed to meet federal requirements and adjusts the ployment requirements, could have had a tax of up to 9 percent within 5 years. With the passage of the bill, farm "new employers". The rate

Minimum Wage

Minimum Wage - H 5476, presently on the House floor, would change the minimum wage law to apply to every employee that is "not less than 18 years of age" Presently, the definition the definition applies to those "between the ages of 18 and 65 years". The number of employees would be lowered from 4 to 2 that are hired at any one time within a calendar year. This means that those over 65 would be subject to the minimum wage and the definition of the employer would be anyone hiring 2 or

more at any one time during the year. This could create some problems for farm employers and may eliminate jobs for those over 65 who wish to work but cannot be productive enough to earn the minimum wage.

H 5555, now before the House Labor Committee, change es for would many procedures for wage payments. Presently, an employer must pay wages not less than every 14 days and this includes farm employers. The bill would leave this section as is, except for farmers, and would require that, for farm labor on an hourly or piecework basis, the wages must be paid every 7 days. This places greater restrictions on farmers than on other employers. It would also prohibit withholding any wages which might be used as a bonus at a termination date.

Permits for Minors

Permits for Minors - The "Hittle Act", better known as Michigan the Youth Employment Act, has always exempted minors in from being agriculture required to obtain work permits. However, the workers' compensation law in Michigan, as a result of a recent court decision, now requires that minors have work permits. S 808 has passed the Senate, which repeals the old "Hittle Act" and replaces it with a new act clarifying the child labor laws and providing additional coverage. It also requires the Department of Labor to establish standards for hazardous work, etc. Farm supported Bureau an amendment introduced by Senator Welborn to include agricultural labor in the exemptions. While this makes the new act similar to the old law, there is still a serious question of whether the courts and regulatory agencies will accept the new exemptions from work permits. This will be a continuing issue until further clarification.

such information. Interestingly enough, some minority groups also opposed the legislation.

3 Bills on **MI-OSHA**

MIOSHA -- Three bills introduced by Rep. Gast, to repeal MIOSHA or at least prohibit the State from setting standards not covered by the federal legislation and to prohibit State standards from being more strict than federal standards, have not had any consideration thus far by the Labor Committee.

There are literally dozens of other labor bills that will be of concern to major agriculture, including a rewrite of the Workers' including a Compensation Act and other bills on minimum wage, housing, overtime work, etc., etc.

LEGISLATIVE NOTES SINGLE BUSINESS TAX - A House-Senate Conference Committee is presently meeting to iron out the differences between the two bodies on amendments to the SBT Act. The House - passed bill is supported by Farm Bureau, as it totally exempts agriculture. It was decided by the House Taxation Committee that the total from revenues received agriculture were not significant when considering the hardships that were created for those farmers who were affected by the SBT, especially considering the fact that this was a new tax on farmers and that the repealed taxes giving relief to many businesses had not affected farmers

PRISON PROSECUTION - HB 4146 (Powell, R-Ionia) has passed the House. When finally passed, it will be most important to those counties having prisons or State reformatories. It provides ap-propriations from the State for prosecuting crimes within the prison. These have been a county expense in the past and have put an unfair additional burden on county property taxpayers.



Stuart Reinbold, District 8 representative on the state Policy Development Committee, was one of the 20 members who worked tirelessly to prepare resolutions for consideration by voting delegates at the MFB annual meeting, November 30-December 1-2, in Grand Rapids.



Fred McLaughlin, a Lansing architect, and David Dankenbring show the Michigan Farm Bureau board of directors the route selected for 1-69 in Eaton County. Dankenbring, an Eaton County Farm Bureau board member, has led Farm Bureau's urging to study an alternate route. The selected route would take 25,000 acres of which 16,000 are classified as prime farmland.

Illegal Aliens

Illegal Aliens -- H 4066 has been considered at least twice by the legislative committees and would place severe penalties upon any person hiring anyone that is in this country illegally. Bureau opposed Farm this legislation maintaining that, if the Federal Government cannot control illegal aliens, it is totally impossible for employers to determine whether a worker is an illegal alien. In addition, the civil rights laws and other laws on discrimination would make it nearly impossible to demand

unemployment compensation act to increase the tax on employers in order to repay a federal loan to the State of some \$624 million. Passage of this bill was extremely important to agriculture. If it did not pass, those farmers hiring sufficient labor to come under federal unem-

employers are considered as will stay at 3.4 percent for the first 4 years. The maximum of 9 percent would take up to 10 years.



Agriculture has scored a tremendous victory in the U.S. House of Representatives with passage of amendments to the Federal Insecticide, Fungicide and Rodenticide Act. The amendments contain virtually all of Farm Bureau's recommendations which protect the rights of farmers to purchase and use pesticides. Only 21 members of the House voted against the bill

The bill contains over 50 amendments to FIFRA, many designed specifically to stop overregulation of pesticides by EPA. Speaking stop from a general standpoint the amendments would limit the authority of EPA, give states broader authority to register pesticides and permit each state some flexibility to administer FIFRA according to local needs and conditions.

In replying to Michigan Farm Bureau letters requesting support in passing the bill, a Congressman stated, "The passage of this bill by such a wide margin is largely due to the thousands of Farm Bureau members who wrote Congress in support of the need for pesticides in their farming operations."

Earlier this year, the Senate passed a more stringent bill to amend FIFRA. A Conference Committee must now work out the differences between the Senate and House versions and present its recommendations back to the full Senate and House for approval. Farm Bureau will be urging the conferees to adopt the House version.

Energy

As this column is being written, conferees are still meeting to reconcile differences between the House and Senate passed energy bills. Several observors predict agreement will not be reached until mid-December.

The House passed bill contains nearly all of President Carter's Energy Program including taxes on energy production and continued regulation of

natural gas. The Senate passed bill would deregulate natural gas from new on-shore wells over a two-year period and increase the price of interstate gas in the in-terim. Also, the Senate bill would not impose a wellhead tax on crude oil. Farm Bureau strongly supports most of the Senate provisions. With regards to the

deregulation of natural gas, it is estimated that removal of Federal price controls from new gas would cost the average consumer less than \$200 between now and 1985. This compares to an estimated \$664 cost increase to the consumer if the House passed energy taxes were to become law.

The current Federal price ceiling for new interstate natural gas is about \$1.48 per thousand cubic feet. Within producing states where the gas is sold within the state, it is not federally regulated and the price has averaged around \$1.85 to \$2.00 per thousand cubic feet. These federally unregulated prices within producing states indicate that the end of Federal regulation would result in higher prices necessary to encourage greater production but would not bring on skyhigh prices.

Minimum Wage

Congress has passed legislation raising the Federal minimum wage in stages between 1978 and 1981. Under the bill, the minimum wage will increase to \$2.65 per hour on January 1, 1978, \$2.90 per hour on January 1, 1976, \$2.90 per hour on January 1, 1979; \$3.10 per hour on January 1, 1980; and \$3.35 per hour on January 1, 1981. The general agricultural

The general agricultural exemption from the overtime provisions was not changed. Also, the exemption for farms which do not employ more than 500 man-days of farm labor during any quarter of the previous calendar year was retained.

Efforts to include a provision that would have allowed future automatic increases in the wage based upon an indexing system was rejected. Farm Bureau opposed this provision.



An amendment to establish a lower minimum wage rate for teenagers to increase their job opportunities was supported by Farm Bureau. However, Congress rejected the amendment.

The new law creates a Minimum Wage Study Commission which shall study the ramifications of the minimum wage, overtime and other requirements and their effect on employment, unemployment, inflation, youth differentials, exemptions, etc.

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FARM NEWS

Northeast Has New Regional Representative

William Craig assumed the duties of Northeast Regional Representative November 1, replacing James Shiflett who had been the representative for the past year.

A recent graduate of Western Michigan University's agriculture curriculum, Craig hails from Clarkston in Oakland County.

The Northeast Region includes the counties of Alcona, Arenac, Clare, Gladwin, Iosco and Ogemaw.

"Paradise Lost" Recaptured February Israel Tour Offered to Members

Israel, spiritual touchstone of the world's great religions, has emerged in the past thirty years as the most progressive agricultural nation in the Middle East. Through advancements in technology, Israel's irrigated desert lands have recaptured a Paradise lost and made the land productive and lifesupporting once again. Where barren, unfriendly soils refused to bloom, lush, cultivated stretches of grain, ripening fruit and flowers now color the landscape.

In February, visitors from Michigan's farming communities will have the op-

portunity to travel through

the countryside of this remarkable Middle East nation. Extensive sight-

economic needs of the members of the settlement. Moslems, Jews and Christians regard Jerusalem as the Holy City; and the city is resplendent in the wealth of temples, synagogues and cathedrals which welcome pilgrims to the Holy Lands each year. In the countryside near the Sea of Galilee, the cities of Bethlehem and Nazareth still stand.

For the Farm Bureau members, the cost from

provide for the social and economic needs of the members of the settlement. Moslems, Jews and Christians regard Jerusalem as the Holy City; and the city is resplendent in the wealth of Detroit, including air fair, deluxe hotel accommodations, full Israel breakfast and sightseeing in this breathtaking country, where there is so much to see and experience, is \$1,079.00.

Reservations or request for additional information can be made by writing to Larry Ewing, Michigan Farm Bureau, P.O. Box 30960 Lansing, Michigan 48909, or by using the coupon which appears in the Michigan Farm News advertisement.

Armstrong Re-Elected

Donald R. Armstrong, Executive Vice President of Farm Bureau Services, Inc. and Farmers Petroleum Cooperative, Inc., was reelected President of Universal Cooperative, Inc., whose corporate headquarters are in Minneapolis, Minnesota.

Universal Cooperative is a manufacturing and purchasing interregional cooperative. It manufacturers, processes and purchases many types of farm and home supplies and is owned by 38 regional farm supply cooperatives, including FBS and FPC, located throughout the U.S., Canada and Puerto Rico.

In addition, Armstrong was recently elected trustee of the American Institute of Cooperation (AIC), a national organization designed to increase member and public understanding of



Don Armstrong cooperatives and to enhance the effectiveness of farmer-

owned businesses.

V.P. Gets "Gutter" Trophy



The MFB Board of Directors, which always gives enthusiastic support to the membership campaign, got into the competitive spirit at their November meeting. First recipient of the new "In the Gutter" traveling trophy, which will be awarded each month to the director whose district is at the bottom, was MFB vice president and District 6 director Jack Laurie. Jack accepted the golden gutter chain with his usual good humor, but is anxious to pass it along to the next "winner." Presentation will be made at the MFB annual meeting in Grand Rapids, so the recipient will have a good audience! Most of Israel's 785 Jewish settlements are selforganized and cooperative. In the "kibbutz" and the lesserknown "moshav," visitors will see a unique concept of community life on a social democratic basis working to

Young Farmer Meetings Set

Using the theme, planning is the key to success, district representatives to the state Young Farmer committee will be conducting districtwide Young Farmer meetings during December and January to assist in the development of strong county committees.

The purpose of these meetings is to develop a written program of activities for county Young Farmer committees. Young Farmer chairmen from all counties will have the opportunity to exchange successful ideas and increase communications within the district during the planning sessions.

County chairmen should check with their district representatives for the specific dates and locations for these planning sessions.



FEBRUARY 5-15, 1978

ISRAEL, the birthplace of religion, has experienced its own rebirth in this century. A progressive agriculture has transformed the barren desert land into the "Green Belt" of the Middle East.

Come to Israel and see the Land of Milk and Honey for yourself join the thousands of visiting farmers, agronomists, researchers and others who have marvelled at the achievements of Israel's farming community.

Walk the streets of ancient cities, where the history and the future of the Holy Land meet. Centuries old structures stand in magnificent beauty against the rising skyline of Israel's bustling cities.

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I would like more information about the February 1978 tour to Israel.

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seeing and specially designed professional programs will give the American farm tourist a truly valuable insight into the way of life in rural Israel. Although an introduction to Israel's agriculture is an important part of the ten-day tour, Michigan visitors will spend several days in the exciting, modern city of Tel

spend several days in the exciting, modern city of Tel Aviv, and visiting the ancient cities which recall Biblical places and events. The richly woven tapestry of the world's great religions is apparent throughout Israel, particularly in Jerusalem. current flat rate of 4 cents per

kilowatt-hour that most

people pay regardless of

when they use the electricity.

customer will do is watch his

"What we're hoping the



With the way our electric bills have been soaring in recent years, maybe light bulbs should be gold-plated to remind us of the high cost of electricity. Certainly farmers are aware that the enormous energy needs of a modern farming operation means a lot of income is transferred to the utility company every month.

In an effort to find ways to keep a lid on electric bills, the state Public Service Commission and Consumers Power Company have been cooperating in an experimental program of special rates for selected customers. If the experiments are successful, these rates could someday be extended to all Consumers Power customers.

There are three ex-

Two Merry Member Specials

For December, Farm Bureau Services and Farmers Petroleum Cooperative is featuring the CO-OP automatic Water Conditioner and Farm Bureau Utica Lace Pac boots as their monthly special. Both items have been drastically reduced in price so members can have a real savings.

The CO-OP automatic Water Conditioner was especially designed to eliminate scale clogged pipes, poor laundering results, lime deposits on faucets and spotted and streaked dishes. If you recognize these problems in your household – now is the time to install a CO-OP automatic Water Conditioner.

Take advantage too, of the savings you receive on Farm Bureau Utica Lace Pac boots. These sturdy, insulated, fully lace-up boots are really made for the outdoors! Their tractioned bottoms give extra gripping strength to avoid slips and falls.

For more information on the CO-OP automatic Water Conditioner and Farm Bureau Utica Lace Pac boots see the ad in this issue. perimental rate structures being studied: time-of-day, controlled service and heat storage.

All three are designed to save money for the customer and the utility by discouraging the use of electricity during peakdemand periods. Peakdemand power is expensive because the electric company sometimes has to start up s mall supplemental generators or buy power from other utilities in order to meet demand.

In the time-of-day study 755 customers, including 33 various types of farms in the central part of the state, will pay one of two sets of special rates. One group of users will pay 8.5 cents per kilowatthour during the peak-demand period, and only 2.5 cents per kilowatt-hour during the nonpeak-demand period. The other group will simply pay 4.6 cents per kilowatt-hour during the daytime, and 2.4 cents per kilowatt-hour at night.

This compares to the

usage during the peak periods," says Bill Jefferson, executive director of rates, research and data control for Consumers Power. "Possibly they can turn some of their equipment on during the nonpeak demand periods, then leave it off during the peakdemand period." While the exact savings from the time of day rates

While the exact savings from the time-of-day rates won't be known until the experiment is completed in about two years, Consumers Power has estimated the potential savings for some common household appliances. The savings estimates range from only about \$1.20 a year for a washing machine, to about \$37.00 a year for an electric water heater.

Controlled service is a year-long experiment that will involve 100 residences and 50 commercial operations. The utility will use remote control to turn off power-gulping appliances during peak demand periods.

"I'm rather optimistic about this," says Jefferson. "I believe that if we work it right the customers will hardly even know when we are turning the appliances on or off . . . yet they will see some savings in their electric bill."

Power to the People

Experimental Rate Structure Studied

By MIKE ROGERS

Consumers Power says that an air-conditioner, for example, would be shut off for no more than 15 minutes an hour during the summer.

The last experiment is called heat storage. Ten new homes in the next two years will have special heat storage systems installed. The systems use ceramic bricks that are heated at night with lower cost non-peak demand electricity. A thermostat and fan then releases the storedup heat during the day.

up heat during the day. The biggest drawback to the heat storage system is its high initial cost: \$3,200 to \$3,600 for a 1,200 square foot home.

Jefferson is much more enthusiastic about the experimental rates than he is about the current inverted rate.

"The inverted rate was put into affect to encourage conservation, but we have not seen that it has done that," he says. "It does not follow costto-serve since it overcharges the large user and undercharges the small user. We do not feel it is an equitable rate, and we have consistently opposed this concept since the Public Service Commission imposed it upon us a couple of years ago."





375 Jackson St., St. Paul, MN 55101/Phone: (612) 725-7722





In Celebration of Hope and Trust



Worshippers presented offerings symbolic of harvest during St. Paul Catholic Church's Harvest Eucharistic Liturgy held at the Earl Reed farm in Owosso. The special harvest mass was a follow-up to the "Blessing of the Seeds" held last April.

Continuing a beautiful and appropriate tradition, St. Paul Catholic Church of Owosso held a Harvest Eucharistic Liturgy at the Earl Reed farm in Shiawassee County on October 24.

The special mass was designed to celebrate the mystery of hope and to give thanksgiving for the gifts that God gave during the year. Participants in the Interdenominational service offered gifts symbolic of the harvest, which were later donated to charitable organizations in the area.

The service also honored "farmers who do the work so necessary for the substance of us all," in the words of St. Paul's Father Bill King.

The Liturgy was a follow-up of another special mass, "Blessing of the Seeds," which was held at St. Paul's last April.

Ag Land Preservation is Workshop Topic

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zoning

topic of a half-day workshop

on December 5 in Grand

Rapids. Hosting the workshop

will be the West Michigan Regional Planning Com-

for

Motor

will

discussion on current efforts

to preserve farmland, the

identifying prime and unique agricultural land, and the

preserving prime agriculture

through planning and zoning.

Actual experiences of local officials in implementing

provisions will also be

agricultural

implications

mission. Scheduled

President's

workshop

legal

Plainfield at I-96,

latest developments

The preservation of prime related. agricultural land will be the Guest sp

Guest speakers will include: Dr. Larry Libby, Michigan State University; Dr. Mel Mokma, Michigan State University; Charles Fisher, U.S. Department of Agriculture; Greg Lyman, Michigan Department of Natural Resources, and Jerry Mitchell, Central Upper Peninsula Planning and Development Commission.

The workshop will begin at 1:00 p.m. with adjournment set for 5:00 p.m. A \$3.00 registration fee may be made at the door or mailed in advance to: Agriculture Seminar, c-o West Michigan Regional Planning Commission, 1204 People's Building, 60 Monroe NW, Grand Rapids 49503.

Be Proud to be a Farm Wife

Over 350 farm and city women were brought together at the District 3 Farm Bureau Women's Ag Day held at the Roma Hall in Ann Arbor on October 20.

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The program featured one of Michigan Farm Bureau Women's Speaker's Bureau teams; Mrs. Nettie Goldkey, Food Editor for "Farm Wife News," and several agricultural displays.

In welcoming the group, District 3 Women's chairman Olis Hudson of Livingston County said, "We can do with our land what we want and we (farmers) enjoy this country as much or more than anyone."

anyone." "Thoughts for Food," an MFB Women's Speaker's Bureau presentation, was presented by the team of Kathy Middleton and Karen Weidmayer.

Admirably substituting for her daughter, Ann Kaiser, "Farm Wife News" editor who was hospitalized, Mrs. Nettie Goldkey, "Farm Wife's" Food Editor, was keynote speaker. She challenged the farm women to speak out for their industry. Throughout her remarks, Mrs. Goldkey urged the farm women to be proud to be a farm wife and a spokesperson for agriculture.

"Examine your own life and the talents that God has given you to reach out and do these things and to give of yourself. Examine your position on the farm and your family and how much time that you have to give to your community to get your message across," remarked Mrs. Goldkey.

In concluding her remarks to the group, Mrs. Goldkey said, "It's just a wonderful thing when you have a love for your land and your farm and then you can go out and promote it. This does so much to help you and your husband get your message across to America."



Nettie Goldkey, food editor of the FARM WIFE NEWS, encouraged District 3 Farm Bureau Women to "be proud to be a farm wife" during their Ag Day in Ann Arbor, October 20.

MASA Information Meetings Set

Keeping abreast of all the changes in state and federal labor legislation that affects agriculture is a challenge for farmers. To help meet this challenge, Michigan Agricultural Services Association (MASA) will hold a series of informational meetings throughout the state with resource persons k n o w l e d g e a b l e in agricultural labor relations management techniques.

All meetings will begin with 9:45 a.m. registration and will adjourn at 4:00 p.m. Topics will include: Agricultural Unemployment Compensation - the procedures to follow to be in compliance with the new regulation. Walter Madar of the Michigan Employment Security Commission will be the resource person.

Preparing for an audit of your records by the Wage and Hour Division of the Federal Department of Labor will be covered by Gordon Claurity, Director, U.S. Department of Labor. Complying with MI-OSHA agricultural safety standards will be the topic of Russell H. Cooper, supervisor, Safety Services, MI-OSHA.

Robert Herrick, Farm Bureau Insurance Group, will tell farmers what they can do to help bring costs of Worker's Compensation insurance under control, and Donald Shepard, MASA Operations Manager, will review the new legal services program. Meetings have been scheduled for:

LANSING -- Long's Convention Center, December 14 FREMONT -- Rams Horn Country Club, December 15 BERRIEN SPRINGS --Farm Bureau Center, January 4

KALAMAZOO - January 5 PAW PAW - Farm Bureau Center, January 17

GRAND RAPIDS --Hospitality Inn, January 27 MARLETTE -- Marlette Country Club, February 2

Luncheon costs will vary depending upon location. Reservations may be made by writing or calling MASA, 7373 W. Saginaw Highway, P.O. Box 30960, Lansing 48909, Phone: (517) 321-5661, Ext. 226.

Tractor Pull Features Billy Carter, Grand Opry

Michigan Farm Bureau members who order their tickets for the 1978 Tractor Pull at the Pontiac Silverdome before December 31 will receive a special discount. The show, which has expanded from one to two days, is set for Saturday and Sunday, March 4 and 5. Last year the Tractor Pull attracted over 73,000 fans and with added features this year, it is expected that the crowd will double.

In addition to the tractor pulls, the show will feature a large farm machinery exhibit, the Grand Ole Opry gang with 25 different acts, and the nation's top "country boy," Billy Carter.

On Saturday, there will be an afternoon Tractor Pull, plus a Celebrity Pull and an added competition for the Saturday evening pull. Sunday afternoon will feature the final competition with an early Grand Ole Opry show at 6:00 p.m. Saturday's shows start at 1:00 and 8:00 p.m., Sunday's at 1:00 and 6:00 p.m.

Ticket prices are set at \$3.00 for afternoon shows and \$5.00 for evening shows; all children 12 and under, \$1.00. All four shows will be completely different.

As a special to Farm Bureau members, the American Tractor Pullers Association is offering tickets for both the Saturday afternoon and evening tractor pulls for \$5.00, if ordered before December 31. To receive this special, and to order tickets for Sunday's events, use the coupon below. Send it along with a stamped, self-addressed envelope and check made payable to American Tractor Pullers Association, Pontiac Silverdome, 1200 Featherstone Road, Pontiac, Michigan 48057.

tickets:	No. Tickets Needed Amount
Saturday afternoon and evening (\$5.00 Children under 12 (\$1.00)	
Sunday afternoon (\$3.00)	5
Children under 12 (\$1.00)	\$
Sunday evening (\$5.00)	s
Children under 12 (\$1.00)	
	Total \$
Name	
Address	

FB Life Ups Dividends

The board of directors of the Farm Bureau Life Insurance Company has declared an increased dividend scale for policyholders, effective January 1, 1978. It is the second increase within three years.

More than \$3 million in dividends is expected to be paid to life policyholders in 1978. This is about \$270,000 more than would have been paid if the 1977 scale had been continued.

According to Walt Lander, vice president and general manager of Farm Bureau Life, the increase is due to several factors: higher investment earnings, control of expenses, favorable mortality and good persistency by the policyholders.

Farm Bureau -- United to Serve Agriculture

The purpose of Farm Bureau is to unite farm families to analyze their problems and formulate action to achieve educational improvements, economic opportunity and social advancement and, thereby, to promote the national wellbeing.

What is Farm Bureau?

- **Farm Bureau is a free, independent, non-governmental, voluntary organization of farm families. It is the nation's largest general farm organization.**
- Farm Bureau is local, statewide, and national in scope and influence. It is organized to provide a means by which farmers can work together toward the goals upon which they agree.
 - It is wholly controlled by its members and is financed by dues covering county, state, and the American Farm Bureau Federation membership paid annually by each member family.
- Because it is a farm family organization, Farm Bureau's basic strength stems from the involvement of a substantial portion of the membership in local and state organizational activities.
- Programs and activities are designed to meet the needs of farm families and to "achieve educational improvement, economic opportunity and social advancement".
- Policy decisions are made by members through a development process which give individual members numerous opportunities to influence policy.
- The viewpoints of Farm Bureau members, as expressed through official policies, are represented before the Legislature and Congress by full-time staff serving as Legislative Counsels.

Why Families Join Farm Bureau

- ★ To improve their economic well-being as participants in the best organized, most influential farm organization in the world.
- ★ To preserve a private competitive enterprise system.
- ★ To become better informed on issues affecting agriculture.
- ★ To participate in the surfacing, analysis and solution of local, state and national problems.

PAGE 14 FARM NEWS DECEMBER, 1977 Michigan Farm Bureau Working for You

Public Affairs

Membership in Michigan Farm Bureau provides each member the opportunity to help formulate policies on key issues facing farmers and a voice in implementing the policies through legislative action. The Farm Bureau legislative program is widely respected at the national, state and local levels. During the 1976-77 Legislative Sessions, several legislative accomplishments were realized. These include:

National Major amendments to the Federal Insecticide, Fungicide and Rodenticide Act were approved by the House Agriculture Committee with strong support from Farm Bureau. The amendments are expected to be approved by the House and go to a Conference Committee where differences with an undesirable Senate - passed bill will be reconciled. The House bill contains provisions that would restrict regulatory abuses by EPA, return sub-stantial control to states and provide protection for the right of farmers to purchase and use pesticides. Farm Bureau will be working vigorously to get the House bill enacted.

Efforts by a Chicago - based bank to invest \$50 million of tax-exempt pension funds in farmland were turned aside with Farm Bureau help. The funds would have been used to purchase farmland for lease to operating farmers. Farm Bureau strongly opposed the investment because of the possible domination of agriculture by large tax-exempt investors and the threat to family farms. Common situs picketing legislation was strongly op-

posed by Farm Bureau and defeated by a very narrow margin. The legislation would have given any sub-contractor on a construction project the authority to stop all other companies employed on the project from working. This tactic would have added greatly to the cost of facilities used by farmers such as elevators, roads, storage facilities, etc., and increased the power of labor unions

The 1976 Tax Reform Act provided significant changes in the Federal estate tax law of benefit to farmers. However, in the last minute rush to pass the Act before adjournment, Congress included a provision changing the basis for computing capital gains tax on inherited property. The further forward we go from December 31, 1977, the greater the impact will be on family farms. Farm Bureau is working hard to repeal this provision and the House Ways and Means Committee has held a hearing to consider the issue. The scope of the problem was recognized by the Committee and relief is likely with continued legislative effort. State

Farm. Bureau is supporting the exemption of agriculture from the Single Business tax which is expected to pass.

Property tax relief through the Circuit Breaker System limits property taxes to a percentage of household in-come. Farm Bureau worked to include farmland in the law and supported the increase of the tax refund limit from \$500 to the present \$1200.

Farmland and Open Space Preservation Act, P.A. 116, was strongly supported by Farm Bureau and is proving to be successful. Farmland owners can qualify for tax relief of the difference of 7 percent of household income and the total of his property tax plus exemptions from assessments for sewers, lights and nonfarm drainage. Tax relief for some land owners is exceeding 90 percent.

Farm Bureau fought to maintain the sales tax exemption on farm machinery, equipment and other production inputs. Intervention in agency sales tax regulations has

inputs. Intervention in agency sales tax regulations has also resulted in favorable interpretation of the law. A new law exempts household repairs of up to \$4,000 per year from tax assessment for three consecutive years. Farm Bureau successfully opposed H.B. 4921 which discriminated against farmers by lowering the minimum age to 16 with no upper limit (all others 18 to 65) and subjected farmers to time-and-one-half overtime requirements. (No other state has such requirements and agriculture is exempt from federal overtime law.) Farm Bureau successfully opposed MI-OSHA regulations which were far more stringent than federal regulations.

regulations. Passage of new a Trespass Act provides strong

protection for farmlands requiring written permission for anyone wishing to hunt, fish, or use snowmobiles or off-road vehicles. Farm Bureau supported "hunter access" legislation which provides an acre payment to cooperating farmers in return for permitting the public to hunt under controlled conditions. Farm Bureau supported several pieces of legislation during 1976 to update numerous promotional commissions laws including beef,

hean, apple, cherry and potato commissions. New permit provisions for farm trucks used only to haul commodities from fields to storage should cut costs for many farm uses. Exemptions were also achieved in

legislation requiring the covering of trucks. A new Farm Bureau supported fence law has passed the Senate with repeal of the present fence law passed in 1846. Michigan's pesticide act was amended to comply with federal requirements which will pemit farmers to continue to use essential pesticides. Farm Bureau also supported the updating of state fertilizer laws, feed laws, fluid milk act, weight and measures act, and provision for

use of animal technicians to work with veterinarians. Farm Bureau supported "pricelater" legislation was enacted to regulate and bond all grain dealers including trucker dealers. This will assure to the greatest degree

possible that farmers be paid for their grain. Many, many bills contrary to the best interest of agriculture were opposed but did not pass.

Local Many County Farm Bureaus have become active on local issues addressing problems facing their members. Coordination, dissemination of information, and alerting counties to issues continues to develop as a service to members. On an individual basis, requests by county Farm Bureaus for information and assistance is provided on specific problems. Many counties are finding op-portunities at the local level. Some of the issues which have been addressed during the past year include Rural Crime Prevention, Land Use including use of land for highways, airports and other public institutions, in-volvement in the EPA208 mandate to clean up the nation's waters, Property Tax issues, Coastal Zone Management, and annexation. Through these efforts communication is being developed with local officials where local problems are addressed locally, which if not solved locally could result in more costly state and national programs. At the local level many counties have developed aggressive programs to improve the line of com-

munication between the County Farm Bureau and local elected officials. Activity and interest at the local level is increasing with the benefits being enjoyed by the Farm Bureau members.

Market Development and Research

The Market Development and Research Division (MDRD) consists of three highly trained, experienced and knowledgeable marketing specialists. And, whether the job consists of researching a marketing problem, policy development and execution, providing information on markets, marketing or economic conditions, the Market Development and Research Division staff is ready to help.

MDRD staff members work closely with commodity groups, governmental agencies, university and extension personnel and you, the member, to help shape the future of agriculture. The division acts as a liaison for Farm Bureau members whenever there is a job to be done concerning commodities or marketing. Research is also an important part of MDRD activities.

Examining such questions as Michigan's declining share of wine sales, the effect of marketing and bargaining on consumer prices, the feasibility of embryo transfers in cattle, etc. are only part of the job. MDRD personnel also provide background information, or in some cases ac-tually deliver testimony on the critical issues affecting farmer

The MDRD also provides you, the farmer, with several educational opportunities each year. March 1st brings Soybean Day, June 28th is the date for the Grain Marketing Seminar, March and November are meetings with our Commodity Advisory Committees and December, during the MFB annual meeting, the MDRD organizes and sponsors the Commodity Session. This is only a partial list of the educational opportunities available through MDRD to you and your family. Division personnel are often called upon to deliver speeches to many different groups.

The MDRD is willing and eager to serve the needs of modern agriculture. MDRD has a vast array of resources at their disposal. Thus, as a Farm Bureau member, you too can take advantage of these resources because the Market Development and Research Division will be there to serve your needs!

Information and P.R.

Michigan Farm Bureau attempts to tell the story of farmers to the public each day. Consumers need to know that farming is a business, which must have fair treat-ment by politicians, consumers and other groups, if there is to be food supplied. **Radio and Television**

Radio is used on a daily basis to provide the farmer viewpoint on the issues of the day. Each week day two five-minute programs are carried on a network throughout Michigan. A weekly fifteen-minute program is carried by 72 radio stations. A semi-weekly program is carried by WJR, Detroit. News features are made available frequently to radio

stations, on a call-in basis.

TV activities are conducted primarily through news conferences, providing film to stations and arranging for guests to be interviewed.

Newspaper Activities Each week an editorial column is sent to 140 newspapers. It always tells a story as the farmer sees it. Many newspapers use the column as their own editorial. News releases are a part of helping create understanding for the farmer. Releases are sent whenever there is opportunity to inform consumers of the effects of an issue on the farmer and the supply of food. Displays

Wherever people congregate, there is an opportunity to tell them about agriculture. Farm Bureau has conducted many mall displays where consumers and farmers meet and discuss issues.

Members used the 1977 Michigan State Fair to talk to consumers. Some 224 members manned the booth in 12 days. Many consumers now know food comes from farms, not stores

Helping Keep Members Informed

With today's fast changing pace, farmers must be kept informed of issues, legislation and news developments which will affect them. To help in this area, the Michigan Farm Bureau publishes a monthly newspaper and assists many county Farm Bureaus to publish newsletters. **Can You Help?**

By being a member of Farm Bureau, your voice will be heard in the organization and to the public through the organization. You will gain information to assist you in telling the story of farmers to the public. It's everyone's job

That's what Farm Bureau is all about -- doing together what can't be done alone.

Community Groups

The organizational philosophy of the Michigan Farm Bureau is deeply rooted in the basic principles of democracy. Democracy is successful only when there is knowledge and participation. That is the principle upon which the Community Farm Bureau Group Program is

Throughout the state, in every county, groups of families meet informally in homes to discuss issues and recommend action or take action which will lead to their solution. Every meeting is an opportunity for Farm Bureau members to suggest to Farm Bureau what they think should be done to meet the common problems of farm people at the county, state, national or international

To become a part of a program dedicated to analyzing problems, formulating action, educational improvement and dignity of the individual and preserving our heritage, contact your county Farm Bureau secretary.

Farm Bureau Women

The purpose of having organized women's activities is to involve women members in the program of the total Farm Bureau (county and state), to develop and conduct special interest projects of concern to farm women, and to surface and train leaders, thereby making Farm Bureau a strong and valuable organization to its members.

Most counties have an organized County Women's Committee which plans activities for all Farm Bureau women of the county. They hold business as well as educational meetings, and also plan and carry out projects, with the help of the women in the counties, which are of concern to members. All women of Farm Bureau families are encouraged to be a part of these activities. The Michigan Farm Bureau also has a State Women's

Committee made up of women throughout Michigan. This committee plans a state program of activities which they may carry out and also which may be developed by county committees, thereby involving women throughout Michigan as there is need and interest Projects of Far'n Bureau Women Consumer Activities

Promote good Consumer Understanding

Legislative Activities

Studying issues of concern to farmers, helping make decisions on such issues, and contacts with Legislators and Congressmen and other government officials to in-form and influence them in order to protect farmers and their business of agriculture.

Sponsor a Washington Legislative Seminar each year. Participate in regional Legislative Seminars with Legislators and Farm Bureau members Promote understanding of local government

Public Relations Activities Speakers' Bureau of Farm Women to improve the image of farmers and exchange information with nonfarm people.

Network of knowledgeable farm women to speak up for agriculture and issues of concern to agriculture. Promotion of agricultural commodities through

displays in shopping malls and fairs.

Conducting farm tours, and rural-urban projects of good rural - urban communications.

Safety and Health

First Aid Kits and Training

Hazard Identification on farms

Tractor Safety Lessons for Women

Cancer detection and other health projects Fire Safety Program Rural Crime Prevention

OSHA Regulations

Farm Bureau Affiliates Serving You

Young Farmer Program

The purpose of the Young Farmer organization is to develop agriculture leadership in the county, state and national organization through Farm Bureau.

Young Farmer Committees throughout Michigan are developing district training programs to better meet the

leadership needs of agriculture today. These training seminars include instruction in the development of communication skills, leadership techniques, management objectives and organizational flow. general

During the coming year, county Young Farmers will be increasing their activities through more involvement in the total Farm Bureau organization.

The Young Farmer Committees also sponsor many leadership contests through the year, through in-volvement in the State Outstanding Young Farmer Contest; Discussion Meet; and Outstanding Young Farm

Woman Contest. Michigan young farmers also have a vital role in the development of Farm Bureau Policy, and actively par-ticipate in State and National Annual Meetings.

Farm Bureau Insurance Group

When Farm Bureau Insurance Group was founded in 1949, its cornerstone was service to Farm Bureau members. Our commitment to member service today is as strong as ever. After nearly 28 years, many varied programs have been developed. GUARANTEED AUTO INSURANCE: Extended through 1981, this program guarantees that any FBIG

named insureds or spouses having a personal auto policy in force for 55 days, and maintaining current MFB membership, will not have their auto insurance cancelled. Since auto insurance was first offered to MFB members in 1949, the competitive structure of auto rates has offered striking proof that a rural oriented insurance company can best serve the farm community.

CHARTER LIFE AND DIVIDENDS: The support of those members who helped create Farm Bureau Life in 1951 has been well rewarded by strong investment returns. Charter Life policies, purchased for members, their children and grandchildren, today pay a special charter life dividend of 75 percent. Combined special charter life and regular dividends in most cases exceed the insured's annual premium. The handshake and promise of 1951 has been especially significant for the 3,000 Farm Bureau members who purchased these original charter life policies. Twenty-six years after Farm Bureau Life's start, nearly 80,000 life policies for FBIG insureds are in force, with total benefits already paid since 1951 exceeding \$61 million. FARM BUREAU MEMBER LIFE: Introduced in 1974 for the exclusive benefit of Farm Bureau members and

their families, this low cost insurance plan (only \$25 annually) now protects over 7,200 families. Already 269 claims have been paid, totalling more than \$272,000 in benefits. Over 7,100 Member Life policyholders already have received an automatic 20 percent increase in member protection following the plan's favorable results in the first years.

ACCIDENTAL DEATH AND DISMEMBERMENT: Farming remains one of the most hazardous professions. The Accidental Death and Dismemberment Program, updated in 1975, provides member death benefits due to accident of \$2,000 and provides \$1,000 in death benefits on the member's spouse and \$500 in death benefits on children. Benefits for dismemberment range from \$250 to \$1,000 for members and spouse, depending on the severity of injury

ESTATE PLANNING: Farm estate planning has long been a specialized service offered by FBIG. With five full time estate planning specialists and Home Office back-up, FBIG's estate planning service is a team effort involving the farmer and his family, lawyers, trust officers and highly trained insurance agents. With death, disabling injury and other unforeseen occurrences always a threat estate planning is instrumental in keeping the farm in the family

AG WORK COMP SAFETY GROUP PROGRAM: No matter how many people might be on your agricultural payroll, claims resulting from the death or injury of an employee could reach hundreds of thousands of dollars. Workers Compensation Insurance protects against such claims and assures that employees receive full benefits if they are injured. As a Farm Bureu member, you are eligible to participate in a Workers Comp group plan available to members only. Called the Safety Group Program, the plan provides the advantages of group insurance coverage to Farm Bureau members who employ agricultural workers. If the Safety Group has a good safety record for the year, dividends are returned to the policyholders. Since the program's inception six years ago, four dividends have been declared, totalling more than \$343,000 returned to Farm Bureau members. Based on the overall safety experience of all participating members, the dividends can range from 5 to 45 percent.

The greater the safety experience, the larger the dividends. It's another FBIG program that puts the member first

GUARANTEED ARREST BOND CERTIFICATE: The back of each Farm Bureau membership card contains a guaranteed arrest bond certificate which guarantees bail for any member when arrested for specified violations of any motor vehicle or traffic law ordinance. This guarantee applies to violations throughout the United States.

MACMA

The Michigan Agricultural Cooperative Marketing Association, Icn. (MACMA) provides group marketing and related services to Farm Bureau members. MACMA is designed to increase the bargaining power of farmers through group action in the market place.

MACMA is a voluntary membership organization, operating under the Federal Capper-Volsted Act and Michigan laws as a bargaining and marketing cooperative.

MACMA marketing services have the objective of obtaining the full market value for commodities that members produce. Marketing used to be simple. The farmer took his produce to town and sold it to a large number of small buyers and customers. Marketing is no longer simple. It's a complex business with ever-changing concepts, new approaches, and new directions. Farm Bureau members use MACMA services by

joining one of the thirteen commodity divisions. MACMA is currently providing group action services for processing fruit, processing vegetables, feeder pigs, feeder cattle, and retail farm markets.

"Member to member" high quality food products are distributed through county Farm Bureaus both as a service to member program and as a marketing program

to expand the sales of Michigangrown products. MACMA is one of the largest multi-commodity marketing associations in the nation. Its unique approach to unify commodity marketing activities and its affiliation with the Michigan Farm Bureau has many advantages which work to the benefit of MACMA members.

which work to the benefit of MACMA members. MACMA consists of commodity - divisions geared to the needs of particular commodities. Each division has a marketing or operations committee, elected from the membership, with the responsibility of planning and carrying out their particular commodity division programs. Each division conducts a specialized marketing service, but every division provides members with timely information through newsletters and meetings. meetings.

MASA

MASA was incorporated in 1966. The purpose of the organization is to provide service and assistance to members of the association and to render all types of service required by members employing farm laborers. Labor Management

Today's farm employer must not only compete for the available labor supply, he is faced with a complex set of laws, regulations, and practices which define how he will compete in hiring and retaining the type of employee he needs. Wage and hour laws, Social Security, Workman's Compensation, hazardous occupations, child labor, Occupational Safety and Health Act, housing standards, unionization, liability insurance, strikes, boycotts, labor contract negotiations, farm labor records, and anti-discrimination laws are all part of today's farm labor management

Consulting Service Available Just as he has turned for assistance and guidance to specialists in production, finance, and marketing, the manager of today's farm business needs assistance in avoiding labor problems where possible, and preparing to meet and deal with problems when they arise. This type of assistance can best be provided by farmers pooling their resources. Only then can agricultural employers ef-fectively deal with the problems on an industry-wide basis. MASA provides a consulting service for members concerning labor management problems.

Agricultural Legal Service

The need for well-qualified legal counsel in agriculture has become increasingly evident as the scope of today's farming has increased. MASA provides access to wellqualified legal counsel as well as providing a defense fund to assist with financing legal action if and when it is necessary.

Several years ago, farmers balanced the scales by forming mutual insurance companies to meet their needs. They pooled their resources to spread the risk and un-derwrite the costs. This is what MASA is designed to do with today's labor situation.

Farm Bureau Services

Farm Bureau Services, Inc., originated in 1920 with a Seed and Supply Department of Michigan Farm Bureau. The Supply Service Department of Michigan Farm Bureau was separately incorporated in 1929 as Farm Bureau Services, Inc. The Michigan Elevator Exchange was organized as a comparison of the level. was organized as a separate cooperative by local co-op

elevators and became a division of Farm Bureau Services in November, 1962. Farm Bureau Services, Inc. is a federated cooperative

organization owned by Michigan Farm Bureau, 96 affiliated farmers' cooperative associations and 14,750 farmers

A dealer organization of over 125 points, including its own 21 branch stores throughout Michigan, a wholesale warehouse in Jenison, a supply center at Carrollton and a number of local elevators under management contract, provide service to an estimated 75,000 farmers.

Farm Bureau Services is an extensive cooperative handling thousands of farm supply items and performing many services for farmer patrons.

1978 Farm Bureau members may utilize their \$5.00 Purchase Certificates at participating dealers towards the purchase of Farm Bureau Services' farm supply

The leadership provided by Farm Bureau Services, farmer-owned and controlled, outlets plays an important role in stabilizing priced and maintaining the quality of farm supplies in Michigan.

Farm Supply: feeds, fertilizers, chemicals, seeds and hardware.

Statewide retail dealers with one-stop service. Grain and bean marketing.

Farmers Petroleum

In 1920 and 1921, The Supply Services Department of Michigan Farm Bureau mentioned "handling some oil." By 1929, Farm Bureau Services was distributing motor oils. But it was in 1949 that the petroleum business really got started. That was the year FARMERS PETROLEUM COOPERATIVE, INC., became a separate corporation.

Objective of the new petroleum cooperative was, "To assure a source of quality petroleum supplies whose specifications surpass the rugged needs of agriculture and to do this job for the cooperative's stockholder - patrons at the lowest cost, thus adding to their economic betterment. This objective is still the major goal of Farmers Petroleum Cooperative.

Crude Oil Production. One of the compelling reasons for the incorporation of FPC was the need to secure basic sources of supply. With this in mind, the first crude oil wells were acquired in 1949 in Gladwin County, Michigan.

At the present time, FPC has interests in many oil wells located in Michigan and Illinois. Production from these wells supplies approximately 12 percent of the daily liquid fuels sales requirements for the cooperative.

During 1976 Farmers Petroleum Cooperative, Inc., joined with eight other interregional cooperatives to purchase a refinery at East Chicago, Illinois called Energy Cooperative, Inc.

Farmers Petroleum Cooperative serves Michigan farmers with a complete "top" quality line of petroleum supplies and services available throughout the state from their 47 service centers.

Quality liquid fuels: Power Balanced gasolines, Custom

- Diesel fuels and Flame Balanced fuel oils. Top quality lube oils and accessories.
- Performance proven CO-OP tires.
- Statewide retail dealers with one-stop services. Special services: farm and field tire service, oil burner repair and maintenance, financial assistance.

Farmers Petroleum is a farmer - owned and controlled co - operative organized to stabilize prices and maintain the quality of petroleum supplies in Michigan.

Farmers Petroleum, through its participating dealers are accepting the 1978 Farm Bureau Member \$5.00 Purchase Certificate.

Group Purchasing Inc.

The newest member of the Farm Bureau Affiliate Companies is the Michigan Farm Bureau Group Pur-chasing, Inc., which was incorporated on February 23, 1976. This new company provides economic service to members only through the sale of top quality tires and batteries at the lowest possible cost with a cash - only program through local dealers who are selected by the County Farm Bureau.

This committee of the County Farm Bureau works with the local dealer and the local membership by promoting and advertising the program. They also counsel their local dealers on the kind of inventory that is needed by the local membership.

At the end of one year of operation, 36 safemark dealers have been approved by 33 counties and are stocking tires and batteries for the use of the local Farm Bureau members. The program stresses basically the following points: top quality of tires and batteries, the lowest possible cost, a cash-only program and available to Farm Bureau 34 bers only.

FARM NEWS

DECEMBER, 1977

Farm Bureau Membership Benefits Farm Families

ACCIDENTAL DEATH AND DISMEMBERMENT PROGRAM

Maximum \$2,000 protection for member. Also coverage for spouse and children at no additional cost. (Excludes Automobiles)

BLUE CROSS-BLUE SHIELD GROUP BENEFITS

Your choice of 2 plans, Comprehensive or a low cost Econo-plan. Plus optional services to deduct Blue Cross - Blue Shield payments directly from the farmers milk check.

MEMBER LIFE INSURANCE

A decreasing term group life insurance program is available for the entire family.

AUTO INSURANCE, MUTUAL AUTO

Designed for agriculture's needs at agricultural rates.

WORKMEN'S COMPENSATION INSURANCE, SAFETY GROUP

Designed for agriculture employer - employee liability protection.

MARKETING SERVICES-WHEAT, FOWL

Aggressive commodity programs to meet the marketing needs of farmer members.

PURCHASE CERTIFICATE

A Certificate worth five dollars toward the purchase of fifty dollars or more of Farm Bureau Services, Inc. or Farmers Petroleum Cooperative Products is provided every member.

LABOR MANAGEMENT SERVICE

Information, consulting and legislative assistance in management of farm labor.

FARM RECORD-KEEPING SERVICE

Low-cost, modern, computer accounting.

ARREST BOND

\$50.00 Guaranteed Bond Certificate.

SAFEMARK

The trade mark of tires and batteries of Premium Quality at a competitive price. An economic service to Farm Bureau members only.

GROUP FAMILY EYE CARE DISCOUNT PLAN

INDUSTRIAL PRODUCTS At wholesale prices

For MFB Members Blue Cross Blue Shield Coverage

OUTLINE OF BENEFITS

if you're under age 65... full group protection! if you're 65 or older... protection to complement Medicare Master Medical... to pick up many additional charges! Econo Plan... 30 percent - 70 percent co-pay plan

Farm Bureau Saves You

	Sample Farm Savings	Your Farm Savings
Michigan gas tax refund 9c per gallon x 4,000 gallons	\$360	2 States
Federal gas tax refund 4c per gallon x 4,000 gallons	160 .	
Farm truck license 8,000 lb. truck x \$1 per 100 lbs		and the second
Farm wagon license 3 wagons at \$7.80 per wagon	23	
ales tax exemption 4 percent sales tax x \$20,000 farm input	800 -	22 -
Repeal of farm personal property tax 50 percent of value of personal property x local millage rate	800	San San
ax relief for households and farms - limits property tax to 3½ percent of household income, with refund up to \$1,200		4
P.A. 116 - Property tax refund		and the second
OTAL	\$4,923	We de auto
Plus exemption from tax assessment for growing crops; transporta		

Plus exemption from tax assessment for growing crops; transportation legislation; marketing and bargaining legislation; amendments to labor laws; increase of livestock indemnity payments; tax appropriations for livestock and crop research; program to limit property taxes for farm land to seven percent of household income, and amendments to environmental regulations.

ADD'EM UP FOR YOUR FARM - AREN'T THEY WORTH MORE THAN \$35 MEM-BERSHIP DUES

Farm Bureau's "Baby" is Growing

Born from Idea for Growth

voting delegates asked for a action, a 15-member state

It was four years ago, at the annual meeting of the Michigan Farm Bureau, that study to assure the continued growth and viability of their organization. Based on that

Farmer-to-Farmer:

"This is Why I Belong . . .

(Editor's Note: This is the first in a series of "testimonials" from farmer-members on the various Farm Bureau programs and services. We hope this column will be valuable to workers during the membership campaign, and throughout the year to stimulate involvement. This month, the topic is the Michigan Agricultural Services Association (MASA); coming soon: Farm Records Program and Safemark Group Purchasing program. If you would like to "testify" on behalf of a particular program, write to the FARM NEWS.)

Belonging to MASA "Good Business Practice"



Tom Beal

Thomas Beal is a dairy farmer from Three Rivers who milks 130 cows and farms 700 acres. He says: "I joined MASA so I could keep informed on the laws and issues that are before the Legislature which directly affect me and hopefully, learn about them in time to influence their outcome before they become law. We need to protect our rights before we lose them. MASA is also a source of help and advice when we need it in regard to labor issues and regulations."

Jim Robinette, Grand Rapids, is a fruit farmer specializing in apples and peaches. He has been a MASA member since it originated in 1966. "I'm most interested now in the new legal services. I don't hire migrant help or have housing so I have not had a great deal of need in the had a great deal of need in the past. But I feel we are living in an age when legal problems hit everyone and, in this business, we need all the help we can get," he said. "Jointly, we can do so much more together than any one of us can do singly We may us can do singly. We may have good attorneys or know good attorneys but they're not usually versed and acquainted with our needs, and if we have someone who specializes in this area, he can help all of us much better.

Dwight Brown of Lawton farms 100 acres of grapes. "We belong to MASA mainly for the up-to-date information

on labor and MI-OSHA," says Dwight. "All farmers should be informed on state and federal regulations because, in our opinion, the im-plementation of these regulations is the major single factor that affects ALL farming operations. We urge all Farm Bureau members to join MASA, and particularly the growers of high labor-input commodities to par-ticipate in the new Legal Defense program."



Edward Erwin of South Lyon specializes in the laws, MI-OSHA and pesticide re-entry type regulations all need constant vigilance."

Louis Smith of Carleton farms 900-1,000 acres with his two brothers, specializing in vegetables and bedding plants. They employ much labor and have been mem-bers of MASA since it was formed. "I believe MASA is going to save me more money in the long run than what my dues are - by keeping me out of trouble and keeping me informed on what the laws regulations and are.

Belonging to MASA is just plain good business prac-tice," said Louis. study committee was ap-pointed to review existing programs, search for new economic services for members, and seek guidance from county Farm Bureau leaders on the direction their organization should take in the future.

The committee, headed by progressive young farmer, Michael Pridgeon of Branch County, strongly believed that continued membership growth, in a labor-oriented state, was vital to the organization -- and to agriculture. Without membership gain, the committee felt, Michigan Farm Bureau, the voice of agriculture in our state, would lose its political strength, and its image would suffer with members, potential members, and the public.

So, from the start of their study, they were dedicated to the task of surfacing a strong, attractive, members-only program that would be a clear demonstration to members and potential members that Farm Bureau was an organization worthy

of their continued support. In their search for economic services which would attract and maintain membership, they were impressed with the membersonly benefits of the Safemark group purchasing program which involved the group purchase of tires, batteries, twine and disc blades at a savings to Farm Bureau members. They studied the

In June of 1975, at a Special Michigan Farm Group Purchasing, Inc.

Larry DeVuyst, Gratiot County farmer who served as chairman of the board research committee, said, "In making the recom-mendation for the Safemark program, we sincerely believe that it is a service that will result in membership

economic value to our farmer members. . . and that it will cause people to say: 'We can "We believed continued membership growth, in a labor-oriented state, was vital to the organization -- and to agriculture." -- Michael Pridgeon, Chairman, MFB State Study Committee.



"... The Safemark program will cause people to say, 'we can achieve economic gains because we belong to Farm Bureau." -- Larry DeVuyst, Chairman, MFB Board Research Committee.



"On the disc blades and plow points we bought, we figure we saved approximately the cost of nine family mem-berships." -- Tom Wieland, Charlevoix County Farm Bureau President.

ticipation agreements and 40 dealers have been approved and stocked with inventory. These dealers include independent service station operators, farm implement or supply store owners, and farmers.

Currently, Safemark dealers have inventories of Safemark tires and batteries only. However, between now and December 2, Farm Bureau members can order members can order Safemark steel products: disc blades, rock shares, chisel spikes, twisted spikes and bolts – by contacting their county Group Pur-chasing chairmen or county secretaries.

Tom Wieland, Antrim County farmer and president of the Charlevoix County Farm Bureau, has had some experience with Safemark steel products and has this to say:

"We plowed over 200 acres on the one set of plow points and they wore as well as the original equipment - and the cost was quite a bit less. On the disc blades and plow points we bought, we figure we saved approximately the cost of nine family mem-berships."

Product information and details on the member-only Group Purchase program will be available at the Safemark exhibit at the Michigan Farm Bureau annual meeting in Grand Rapids on November 30-December 2.

Dwight Brown

growing, packing and retail sales of apples. A charter member of MASA, he belongs because "labor legislation, labor-related regulations and

Federation personnel and also with other state Farm Bureaus which had realized substantial membership growth since initiation of the program in their states.

Delegate session, the study committee recommended that the MFB board examine the Safemark program and give it "top priority con-sideration." This recommendation was accepted by the voting delegates and on February 12, 1976 - after thorough study by a board research committee - the newest Bureau affiliate company was born. It was named the Michigan Farm Bureau

strength for our organization. . . that it will be of real

achieve economic gains because we belong to Farm Bureau'."



. Success is in direct



County Care Vital to Program

program in-depth with The American Farm American Farm Bureau Bureau Service Company, which coordinates the various Safemark service-to-member programs, contracts for certain quantities of high quality products on a cost basis. The state Farm basis. The state Farm Bureaus contract for warehousing facilities, and freight, and handle shipments to local dealers working under agreements with the state Farm Bureau affiliate.

The Safemark program, however, is basically a county Farm Bureau Bureau program. The county Farm Bureaus decide if they wish to participate. County Group Purchasing Committees, appointed by the county boards, play a vital role in the selection and supervision of Safemark dealers and in promotion of the program among their membership. The degree of success of the

program, says Gene Greenawalt, operations manager of the MFB Group Purchasing, Inc., is in direct relation to the amount of time, effort, and continuing involvement and com-mitment the county Farm Bureaus are willing to invest.

The new affiliate, less than two years old, is growing. Fifty-seven county Farm Bureaus have signed par-

FARM NEWS

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1978 Membership Campaign Managers --

Frank Schwiderson Chippewa



Gunter Kusig Menominee



Ann Bogart Isabella



Henry Jennings Genesee



Loren Young Mason



Duane Wagner Lapeer



Nina Wilson Livingston



Fred Pershinske Moc-Luce



Ivan Sparks Saginaw



Terry Rockwell Cass



Donna & Dave Conklin Shiawassee



Larry Vanderhoef Osceola



Alvin Gaertner Monroe



Richard Wallace Hiawathaland



Erna Varner Midland



Tom Beal St. Joe



Bob Kissane Clinton



Herman DeRuiter Oceana



Reginald VanSickle Sanilac



Betty Brodacki Macomb



Dan Linna Copper Country



David & Dawn Longanbach Gratiot



Jim Jelinek Berrien



Betty Traver Ingham



Wayne Thompson Muskegon



Dave Loomis Tuscola



James Vantine Oakland



Eleanor Honkala Iron Range



Gerhardt Kernstock Bay



Steve Kirklin Kalamazoo



Marjorie Southworth Eaton



Robert Hollinger Newaygo



Keith Sturm Huron



Harold Haeussler Washtenaw

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"United to Serve Agriculture"



Mr. & Mrs. Glen Miller Wayne



Shirley Guernsey Wexford



Fred Long Lenawee



Duane Stevens Montmorency



Paul Pennock Gladwin



Mr. & Mrs. Bob DeKleine Ottawa



Allen Shepard Calhoun



Foster McCool Kalkaska



Dean Veliquette Antrim



Shirley Smith Hillsdale



Bertha Parsons Charlevoix



Betty Robinson losco



Lisa Eldred Barry



Deni Hooper

N.W. Mich.



Phyllis Haven Jackson



Gene Fleming Otsego



Wayne Erickson Ogemaw



Ken Gasper lonia





Dan Deal Manistee



Mary Waters Jackson



Paul Koviak Cheboygan



Doris Cordes Alcona



Gary Lathwell Benzie



Ken Norton Branch



Reinhard Liske Alpena



Marvin Schwab Arenac

Why Not "Play it Safe"?

A Michigan Farm Bureau member has personal integrity because he knows he is cared for - and that means wellprotected, too, in the face of unforeseen circumstances. Part of the security for your family will terminate, however, should you choose not to pay your 1978 membership by January 31, 1978.

The channel of activity will begin in the Member Records Department of Michigan Farm Bureau when all the memberships from the counties are processed January 31, 1978. If your membership is not among those processed, and you have a Blue Cross and Blue Shield contract in the Farm Bureau group, your benefits will terminate May 20, 1978, and your contract will transfer to a Group Conversion status. You would not be eligible to transfer again into the Farm Bureau group until March Reopening of the following year. Your 21-year-old must also have his own membership by January 31, 1978, if he is a member of your Blue Cross contract. Group conversion status means higher rates to you and limited coverage, and no Master Medical benefits.

Failure to renew your Michigan Farm Bureau membership will also result in the loss of the following benefits - Workman's Compensation, Member Life Insurance, Mutual Auto Insurance, Marketing Services, and Accidental Death and Dismemberment Insurance.

So why not play it safe by maintaining the security provided by these member service programs. Renew your membership today. You owe it to yourself and your family.

FARM NEWS

Queen's Column **Outgoing Queen Gives Thanks** I may not have wealth, I may I had merely touched by Bunny Semans

Greetings! Inasmuch as this is my last column as your state Queen, I would like to devote my column to thanking YOU. Yes, each of you, for your encouragement and support this past year.

To say I have had a great year, or even a fantastic year, would fall far short of the truth! This year has been more than fan-tastic or great and I'm not sure there are words to express my feelings each time I have had the opportunity to represent you this vear

I have spent a great deal of time "on the road" this year and thereby need to give a special thanks to my husband Bill and all my great neighbors in Ovid for loving care they gave my the sons, Joel and Jason

In the weeks following the annual meeting last year I really tried to set priorities for my reign. It was important to me to represent Farm Bureau (a quality organization) with the best quality I could muster. I truly hope I have accomplished that goal to your satisfaction. It's very hard for me to evaluate the job I've done because it has been so interesting and so enjoyable to me - I feel I've gained so much more than I've given.

I believe in Farm Bureau, its principles and its goals . . . I know why it's a great organization . it can't help but be great because it is made up of the greatest, nicest and most honest people on earth - YOU - FARMERS!!

My greatest happiness and most precious gift all year is that I have gained new friends, throughout the state and in our state office

This brings me to my last, but not least, thank you's. Thank you MFB Information and Public Relations Division - Larry Ewing, Ken Wiles, Donna Wilber, Marcia Ditchie and Connie Lawson. I have pestered you with questions, editorial nightmares, etc. You are special people, ever ready with encouragement, fantastic ideas and knowledge galore to anyone asking.

I'd like to close my final column with a poem I came across this year. I don't know the author, but I wish it were me because the words come straight from my heart!

There's a comforting thought at the close of the day

When I'm weary and lonely and sad.

That sort of grips hold of my crusty old heart

And bids it be merry and glad. It gets in my soul and drives out the blues

And finally thrills through and through.

It is just a sweet memory that chants the refrain:

I'm glad I touch shoulders with youl Did you know you were brave,

did you know you were strong? Did you know there was one leaning hard?

Did you know that I waited and listened and prayed,

And was cheered by your simplest word?

Did you know that I longed for that smile on your face, For the sound of your voice

ringing true? Did you know I grew stronger

and better because

shoulders with you? I am glad that I live, that I battle and strive

For a place that I know I must fill:

I am thankful for sorrows; I'll meet with a grin What fortune may send, good

or ill.

not be great, But I know I shall always be

true, For I have in my life that courage you gave When once I rubbed shoulders

with you.

145 2 Queen Bunny



THOMAS CARTER, C.L.U. Agency Manager Arenac, Bay, losco Counties



LARRY NEIL, C.L.U. Agent



HARRY STEELE, C.L.U. Agent



GERALD WALSWORTH, C.L.U. **Director of Agencies** West Central District



and a special note of congratulations to the four men pictured on the left . . . Farm Bureau Insurance Group's four newest Chartered Life Underwriters (C.L.U.). We're especially proud of their efforts which have earned them the right to join the distinguished individuals listed below.

FARM BUREAU INSURANCE GROUP CHARTERED LIFE UNDERWRITERS

Field Personnel Robert Acker, C.L.U. Mt. Pleasant David Adams, C.L.U. Climax

Gerald Davis, C.L.U. Shelbyville

James Dolezal, C.L.U. Dundee

James Erskine, C.L.U. Freeland

Monroe

Ed Oeschger, C.L.U. Bay Port Elmer Phelps, C.L.U. Stockbridge

D. Duane Robison, C.L.U. Saline

Joe Siewruk, C.L.U. Warren

Don Swindlehurst, C.L.U. Rosebush

Home Office Gordon Amendt, C.L.U. Lansing

Leo Dahring, C.L.U. Lansing David Scott, C.L.U. Lansing

James Slack, C.L.U., F.L.M.I. Lansing

LaVerne Spotts, C.L.U. Flint



FARM BUREAU MUTUAL . FARM BUREAU LIFE . COMMUNITY SERVICE INSURANCE



Harold Grevenstuk, C.L.U. Plainwell

Robert Keyes, C.L.U. Traverse City

Al Kramer, C.L.U. Marshall

Norman Lohr, C.L.U.

Wilbur Lohr, C.L.U. Temperence

Rusty Moore, C.L.U. East Lansing

Week of Oct. 31 - B.C. (Bev)

Veliquette, 56, who runs a large

dairy operation of 175 head and

manages 1,200 acres of orchards

near Kewadin in Antrim County. Veliquette, whose enterprise is

called Cherry-Ke, Inc., owns 1,200 acres and leases 1,000

more. He served two terms as

president of the Antrim County

Farm Bureau and has served on

state advisory committees for

Michigan Farm Bureau. He is a

member of the Michigan Milk Producers Assn., is chairman of his parish's church council, and

has been a member of the Michigan Artificial Breeders Co-

op since it was formed. He also served on the local Board of

Review. Veliquette and his wife,

Marie, have 11 children.

DONNA Continued from

Page 2)

substances issued by the U.S. Food and Drug Administration and other agencies. The researchers said scientists should use common sense when they do their experiments. "Anything that is biologically active . is bound sooner or later to have some bad effects," they said. While they hoped scientists would continue their aggressive search for causes of cancer, they also hoped they would be more conservative in interpreting the results of their experiments.

Which goes to prove that not all scientists - and not all headline writers - are bad!

Farmers Honored Weekly by FBIG, Radio Network

called

The Farmer of the Week Award, sponsored by the Michigan Farm Radio Network and Farm Bureau Insurance Group, recognizes Michigan farmers for their contributions to the agriculture industry and to the community. Recipients are selected for the quality of their farming operation and for their community involvement. The Farmer of the Week Award winners for October are:



Virgil Freel

Week of Oct. 3 - Virgil Freel, who farms 500 acres of 46, kidney beans and certified seed oats near Millersburg in Presque Isle County. Freel is a member of the school board of Onaway Area Schools, a member of the County Tax Equalization Board, and serves on the boards of the Northern Michigan Certified Seed Bean Assn. and the County ASCS. He is also active in the County Farm Bureau and serves on the board of the Ocqueoc Baptist Church. He and his wife, Judy, have three children.



Ralph Johnson

Week of Oct. 10 - Ralph Johnson, 48, who raises primarily corn and beef cattle on 2,000 acres near Ada in Kent County. A member of the Cannon Township Board of Review, Johnson received the "Future Farm of America" Award for 1977 from Rockford High School. In addition to serving as a 1976-77 member of the Plainfield - Cannon Township ASCS committee, Johnson was a member of the DeKalb Yieldmaster Club in 1975 and 1976. His farm operation employs seven full-time workers. Johnson and his wife, Ruth, have three children.



Eugene Symanzik

Week of Oct. 17 -- Eugene Symanzik, 44, a Farm Bureau member for 22 years, who runs a pick-it-yourself berry farm on 176 acres near Goodrich in Genesee County. In addition to 22 acres of strawberries and 14 acres of red raspberries, Symanzik raises corn, wheat, oats and hay. He is the current president of the Eastern Michigan U-Pick Assn. and a member of the North American Strawberry Growers Assn. His community involvement also includes membership in the Goodrich Lions Club, the Independent Order of Foresters and the Goodrich United Methodist Church. Symanzik and his wife, Carolyn, have two children.



Robert Rottier

Week of Oct. 24 - Robert Rottier, 28, who runs a large dairy farm near Fremont in Newaygo County. Despite his young age, his impressive record of community involvement includes: director on the state board of Michigan Farm Bureau; member of the Dayton Township Board of Review; president of the Newaygo County Dairy Herd Improvement Assn.; Sunday School teacher at the First Christian Reformed Church; member of the Newaygo County Farm Bureau board of directors; chairman of the State Young Farmer Committee; and member of the Farm Bureau State Policy Development Committee. Rottier and his wife, Nancy, have four children.

We went to an expert at Michigan State University to get energy-wise tips on swine production.

B. C. Veliquette

Detroit Edison asked Professor Maynard G. Hogberg, Extension Specialist in Animal Husbandry at Michigan State University, for advice on how to conserve energy in swine production installations.

His tips also will help you save on electric bills. We're passing them along to you.

Insulate to save

on heating costs. When revamping or building new farrowing facilities, install R-15 insulation in walls and R-25 insulation in the ceiling. One way to meet these specifications is to have 3-1/2" fiberglass insulation plus 1" of expanded styrofoam in the walls. Ceilings should have a minimum of 8" of fiberglass insulation.

Professor Maynard G. Hogberg, Extension Specialist in Animal Husbandry, Michigan State University

Reduce load

on ventilating fans. Use fine-mist sprinklers to help reduce heat. Check fans for obstructions and keep blades clean for best efficiency. If doors are difficult to open, static pressure is too high and fans will work harder. So check air inlets to make sure they let in an adequate supply of air.

Build a special unit

for baby pigs. Construct a micro-environment for baby pigs similar to brooder housing. The temperature in the unit can be kept at 80 to 90 degrees while the rest of the building can be kept at 65 degrees for sows.

For other ways to conserve energy on the farm, write to Animal Husbandry Depart-ment, Michigan State University, East Lansing, Michigan 48824.

Conserve for all it's worth. The power is in your hands.





Fair Price for Food Needed to Meet Challenge of 1985

America's population will expand in the years ahead and with continuing prosperity we'll be eating more meat and other popular foods. Can our' agricultural producers meet the twin challenges of both more and better customers?

In 1985 we will have about 245 million people in the U.S. With rising incomes and consumer preference for beef, the American diets will include 140 lbs. of beef per person compared with 129.2 now. Milk and egg con-sumption may show a downward trend.

Livestock production will need to increase the requirements of the mid 1980's. An increase of 60

Infestation Causes Concern

Concern is building in both the domestic and export market over insect in-festation in U.S. wheat. This is particularly a problem in Soft Red Winter wheat but is also being found in Hard Red Winters and some Hard Red Springs.

It is generally felt that the problem with insect infestation is due to increasing levels of farm storage as our wheat stocks increase. Some of the farm storage called into use is not only less than desirable but also some may be poorly attended as well. If the farm stored wheat continues to go unattended, the problems we are already having could reach disastrous proportions and will damage us in the export market more than it already has.

Federal Grain The Inspection Service and the Agricultural Research Service are undertaking the testing of new procedures and evaluations for fumigating wheat cargoes at loading and in transit. This will not, however, alleviate the increased infestation and the damage caused prior to the wheat entering the marketing channel.

We farmers are urged to check and fumigate our bins as soon as possible!

percent in grain exports is anticipated as we strive to balance our trade with farm products.

Can we do this job and supply food at prices in line with wages? I think "yes" because wages continue to increase. However, production will have to be accomplished on less land than we have today. We can expect no improvement in weather. The well being of the American public in 1985 will chemical and me hinge upon increasing tools of production.

production, the use of labor equipment and saving steadily improving efficiency of the agricultural producer. It will require large investments in facilities and the chemical and mechanical

Our producers will make that investment if fair prices for food make it worthwhile.

Jack H. Anderson, Livestock **Marketing Specialist** Market Development & **Research** Division

Forward Contracting Eyed by Government Member Input Urged: Call Today

In the November issue of Michigan Farm News we indicated that CFTC (Commodity Futures Trading Commission) was conducting a telephone survey regarding forward contract defaults. The questions were slanted toward getting a response indicating that farmers were concerned about forward contracts and the way they operate. The answer would,

of course, be to regulate forward contracts. This would mean more more regulations, bureaucracy and more government involvement in the farmer's business.

Thus, in order to give CFTC a more balanced view, Farm Bureau would also like to encourage farmers who have had favorable experiences with forward contracts to call this special number (1-800-424-9833). You will be asked the following questions:

- Do you, or have you ever forward contracted? If so, have you ever been

involved in a default? - Do you favor Federal Government Regulation to

protect against default? - Would you favor licensing, bonding, government backed insurance, or some other means of protecting against defaults?

You will have until November 30, 1977 to respond. Calls are taken between the hours of 8:30 a.m. and 5 p.m. Eastern Standard Time. So call today!!

Dr. Paul E. Kidinger, Director. Market Development &

Research Division

Do You Pay Too Much **INCOME TAX???**

Of course you do! Your goal should be: "Pay what I owe, but pay NO MORE!!"

That goal can be attained by practicing good, sound tax management on a year-around basis. Good farm records are part of good tax management.

That's where the FARM **BUREAU RECORDS PRO-**GRAM can help! If you are interested in learning more about this Farm Bureau service, use the coupon below or call (517) 321-5661, extension 222.

TO: Farm Bureau - FARM RECORDS PROGRAM P.O. Box 30960 Lansing, Michigan 48909

I would like more information about saving tax dollars with Farm Bureau's FARM RECORDS PROGRAM

APR. 15

Name:

Address:



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FARM NEWS

This Little Piggy



Elmer Rusch, long-time active member of the Saginaw County Farm Bureau, was presented the "Outstanding Member Award" by Dora Haubenstricker at Saginaw's annual meeting on October 20.



... This little pig went "wee, wee, wee" all the way to the Woodland Mall in Grand Rapids where he delighted youngsters at the District 4 Women's commodity promotions.



Communicator of the Year Bob Grnak, editor of the Saginaw Valley News and several other area weekly newspapers, is congratulated by Saginaw President Bob Fulton. Terry Henne of WSGW was also honored as Saginaw's Communicator of the Year.



MSU's Breslin Visits Board

MSU executive vice president, Jack Breslin, visited with members of the Michigan Farm Bureau board recently and told them that the Agriculture College enrollment is on the rise. He reported that the year ahead looks better for the Cooperative Extension Service and experiment stations, and credited FB members who contacted their legislators. Breslin said that agriculture should have input into the selection process for university president. He predicted it would be nearly a year before a president is named.

Christmas at Greenfield Village -- Henry Ford Museum

Take a wintery journey through time to an early American Christmas at the Henry Ford Museum and Greenfield Village.

From December 3-31 in Henry Ford Museum, the theme will be "Crafts at Christmas." Along the Museum's Street of Early American Shops, more than a dozen costumed craftsmen will demonstrate the production daily of necessities and holiday luxuries. Cookies, toys, candles, brooms and dolls and the tole painting of tinware will be made during the period. The Museum Street of Shops area will be decked out in Christmas finery

Also from December 3-31, Greenfield Village will celebrate Christmas of past where the smell of holiday cooking will emanate from kitchens and most exteriors and some interiors of the Village homes will be decorated according to the style of their era. Carolers will wander the streets, and in Town Hall, visitors can treat themselves to the complimentary spiced cider and Christmas cookies.

The hours are 9 a.m. to 5 p.m. Monday through Friday in the Museum, and 9 a.m. to 6 p.m. Saturday, Sunday and holidays. The Village hours are 9 a.m. to 5 p.m. daily.



Scientists Believe Triacontanol Won't Become Environmental Problem

(Continued from Page 5)

and wheat. The yield of three of the 10 crops, field corn, lettuce and wheat were not significantly higher than untreated controls.

Ries noted, however, that Dr. Alvin J. Ohlrogge, Purdue University agronomist, was able to boost field corn yields in his 1977 triacontanol tests on experimental plots in Indiana.

Favorable field test results increase the optimism for the future of the alcohol as a rapid means of boosting food production. But, Ries remains cautious in his predictions of the chemical's future.

"We still don't know much at all about how this alcohol biochemically causes the plants to grow and yield more," he says. "So, we can't predict how triacontanol will work outside of our particular climate. It is still possible that the chemical won't work in other important crop production areas such as the tropics or more arid locales. In fact, it may not work in Michigan next year."

Problems also are caused by the fact that the triacontanol-per-acre requirements are so small. "At what appears to be the most effective rate for navy beans and cucumbers - 5 milligrams per acre - a pound of triacontanol would make enough spray to fill 450 railroad tank cars and would treat 90,000 acres," Ries said.

"Clearly, rate and method of application are one of our most difficult problems," he said. "I'm confident that there are better ways of applying triacontanol than the foliar sprays that we used in our field trials this year." Triacontanol was first isolated and identified in 1933 by the English scientist, A.C. Chibnall. Since then the alcohol has been found to be widely distributed in the environment, particularly in plant leaf waxes. But, its unusual growth stimulating properties were unknown until Ries discovered them in 1976.

The oil embargo by OPEC nations in the early 1970s brought rapid price hikes for commercial nitrogen fertilizers in the United States. "As a substitute, we thought the nitrogen - rich forages, like alfalfa, might be used as a fertilizer in an emergency," Ries said.

The fact that triacontanol is common in the environment, coupled with the very low treatment rate, leads the scientists to feel the chemical will not become an environmental problem.

"Triacontanol creates a lot of interesting new research questions, says Ries, but the real excitement goes back to the obvious implications for helping us to understand plant growth and perhaps helping hungry people in developing countries."

Plum-Pitter Could be Boon to Market

A larger portion of our state's purple plum crop was sold fresh this year. A short crop and low processor demand and price prompted many growers to seek the fresh market. This is very encouraging to see so many sold through fresh channels but what will happen when we have a large crop year? If processor demand doesn't increase we will again find ourselves with low prices and large stocks.

Traditionally, processors have relied on whole purple plums in sauce. This canned product has certainly not set any sales record. Recently, canners have experimented with a method of pitting plums. This new product would be much more useful to bakers and housewives and open up new avenues for processing plums.

The pitting process and marketing of this new product will take considerable work before all of the benefits are seen. This new marketing outlet can certainly make a real difference to a fruit such as plums which fits so well into growers' and processors' schedules and is relatively inexpensive to grow.

Ken Nye, Horticultural Marketing Specialist Market Development & Research Division



Robinettes Become

Mary Bethel Robinette displays attractive – and delicious – Christmas gift ideas. The individually-packaged "Christmas Apple" brings greetings in a unique way. A Merry Christmas label is applied to ripening apples in August and by harvest time, the sun has "written" the message.

How to Stay Young . . .



Living each day to its hilt is the philosophy of retired Bay County Farm Bureau members Edward and Verena Wackerle. Though 78 and 80 years of age, respectively, they do not believe in sitting idle. With the coming of each Fall, one can find the Wackerles picking apples in the Fritz

Orchard near Melita in Arenac County.

Married for 56 years, the Wackerles have been active Farm Bureau members since 1949 and have served on many Bay County committees.

(Photo and background material courtesy of Arenac County Independent)



This pretty young visitor to Robinette Orchards Apple Haus sits

Jim Robinette suggests jams and jellies (displayed here is an old-fashioned pantry cupboard) as another Christmas gift idea. Last year the Robinettes packed several hundred Christmas baskets and boxes for their customers. They are one of 52 farm markets affiliated with Farm Bureau's Certified Farm Markets program.

DECEMBER, 1977

FARM NEWS

SUPPLY REPORT

General: The annual meeting of Farm Bureau Services and Farmers Petroleum was held in Grand Rapids on November 29. Increased sales and services were reported by Donald R. Armstrong, Executive Vice President. Attendance set new records.

A prominent long range weather forecaster, relied on heavily for agricultural and space programs, is predicting extremely wet weather this spring for Michigan, in fact, the entire Great Lakes, Ohio Valley and South East United States.

FERTILIZERS

Although it's still too early to tell for sure, it looks like there may be a repeat of previous years with some farmers holding off on buying their fertilizer ahead. This has not proved a good policy in the past because of the perennial transportation squeeze caused by the spring planting rush later on. The lack of cash flow for some farmers is thought to be behind the lack of usual inquiries. Prices apparently will be firmer than before and there's no indication that farmers intend to plant less; possibly they'll plant more. With fertilizers: "plan ahead, buy ahead" still seems the best strategy for farmers who want to have it when they need it.

Both fertilizers and pesticides are in ample supply and, barring some unforseen event, there should be no shortages for the 1978 growing season. However, the predicted wet spring planting season could delay work and further increase the usual pressure on supplies and facilities all at once. Herbicides, too, may be in greater demand as thousands of farmers rely on it for weeding their wet fields.

Farm Bureau members have been given offerings for merchandise specials at member only prices for some months now. Look to the columns of editorial and advertising in this newspaper for these bargains. This month's special is a com-bination. Both CO-OP water softners and full-lace insulated boots are available from participating Farm Bureau dealers. CO-OP Bureau dealers. Vitamins are also being offered from time to time at a significant savings over drug stores and supermarkets.

HARDWARE

Farm Bureau Savage log splitters, a new item, are proving popular with patrons. These log splitters are being demonstrated by many dealers. With the woods near, it behooves you to look into this much easier way to split wood and save money. The hydraulic ram principle is utilized with astonishing efficiency.

Farm Bureau White heaters, good for ventilated working areas and livestock situations where extra heat is required, are available and in good supply. This heater is a great fuel saver because it's used for direct heat without loss going up a chimney. Buildings have been in

buildings have been in Bur heavy demand and Farm well Bureau crews have been fects extremely busy. If you need a building, farming or commercial, contact your local are

By Greg Sheffield

Farm Bureau dealer. FEED

Farmers with heavy supplies of corn are making the most of it and there is a consistent demand for Farm Bureau's Feed Supplements, well known for their effectiveness. Good buys in feeds are to be found at Farm Bureau Dealers. Feed prices are trending downward following the generally lower prices of feed grains.

So called economic levels of corn-hog ratios and the cornmilk ratios are mere price breaks. Feeding results are greatly enhanced in actual practice by the use of Farm Bureau supplements. NU PRO Dairy feed, based on the new regulated protein solubility principle, for

(Continued on Page 27)





Who Is The Petroleum Products Leader In Michigan?

Farmers Petroleum Co-operative sells more products and has more services for Michigan farmers than any other petroleum supplier or auto accessory store. A recent independent survey proved this.

Farmers know they can depend on their Farmers Petroleum dealer for anything from anti-freeze to on-farm tire service. The service is fast and friendly, the Co-op products are top quality and prices are fair. If you're not a Farmers Petroleum patron right now, ask your neighbor about the good Where Your Farm Comes First things we've done for him.



We can do them for you, too. Ask the Farm Bureau people.

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FARM NEWS

PAGE 26

We are all aware of the startling technological revolution that has taken place in American agriculture, especially since the end of World War I. Changes in marketing have been more phenomenal than those that have taken place in production.

In this short period of our national history, we have progressed in marketing from local sales of seasonal products to the complex distribution system we know today.

Specialization in agriculture in a rapid urbanization of our population have vastly increased the distance to be traveled in getting food from the field to the consumers' tables. Changes also have been brought about by brands, grades, quality standards, refrigeration, super markets, vertical integration and other forms of contract production, contract buying on specification, more direct buying and by intervention of government, Jabor and labor-front organizations in the marketing field.

Contract Farming

One of the most significant changes in agriculture is the trend toward contract farming, involving specifications on what is produced and what is offered for market. A large portion of the processing fruits and vegetables in this country is grown or purchased on contract. This is also true for sugar beets, hatching eggs, certified seeds and many other products.

A large part of the contract farming operations to date have been production oriented. This has been particularly true in most vertical integration contracts, where the supplier usually furnishes capital and management and the producer or grower furnishes labor and facilities. There has been some push on contracts that start with the retailer or the processor and reach back to the production areas. As this trend continues there will probably be a marked increase in contracts calling for tight specifications on volumé, grade, uniformity, variety, time of delivery, and other requirements which will assist the trade in meeting the discriminating demands of consumers.

If farmers are to make profitable adjustments to the many changes arising out of the increased use of specifications in production and marketing it appears that they should:

a. Recognize the changing nature of consumers' demand.

b. Relate the production decisions to marketing needs. Those who do will be rewarded. Those who don't will be penalized. The important point is that farmers should not attempt to sell what they want to produce, but rather that they should produce what they can sell.

c. Work for a marketing system where prices translate consumers' wants to producers. This can not be accomplished in a government controlled environment that fixes prices, piles up surpluses, and prevents the pricing mechanism from signaling the desire of consumers for products. Nor can it be accomplished where there is an absence of grade and quality premiums that carry true from the feed lot to the consumers' table.

d. Be willing to contract if necessary to produce and sell on rigid specifications. Buyers who are in need of volume, uniformity, quality, continuous supply and definite delivery dates will pay for what is needed and farmers will be rewarded for helping the buyer meet his requirements.

e. Help develop a system of intelligent pricing for the many sales which by-pass the auctions and terminal markets. Many are concerned that the large volume of direct buying has dissipated the price making power of some controlled markets and are asking what effective structure can be substituted by more reliable price quotations.

f. Work through established marketing associations, such as the Michigan Agricultural Cooperative Marketing Association, to assist members in arriving at proper prices based upon supply and demand conditions and involving

Web Tray



contracts relating to prices, volume, premium differential and many other items of sale.

Withholding Actions

Withholding takes many forms. Refusing to grow tomatoes for processing unless contracts have been approved by a bargaining association is one form of withholding. Storing products instead of selling them is another. Holding perishables or semi-perishable products off the market when they are ready to sell - the least promising of all - is the kind of withholding action which has been hitting the headlines during the last several years.

It would appear that withholding, after a product is produced, could be bad economics and self defeating.

If the product is perishable, producers lose everything if the product is not sold. Semiperishable products such as cattle and hogs, put on weight, drop in grade and are sold later on a glutted market when withholding is practiced, and non-perishable products may gain in price when the product is withheld only to lose what was gained when the product is finally sold.

The assumption of those who practice withholding is that buyers can be brought to their knees and forced to agree to whatever prices are demanded, if a sufficient supply of the commodity can be cornered by the withholders. This is called "assumacy". There are many countervailing forces to be encountered, such as imports, substitutes, production from other areas, and government action against unfair trade practices and monopoly.

Cooperative Marketing

The advantages of marketing commodities through cooperatives is, at times, ignored by producers.

Having discussed farm cooperatives a few months ago, a great deal of space has not been devoted to this very important marketing tool. Suffice to say that a cooperative is simply a tool fitted to the need for group action. Once the decision is made to go ahead with group effort, the problems to be met are the same as those of other like business concerns plus those of keeping the organization cooperative in character. If both sets of problems are met intelligently and well, a successful cooperative will be the result.

There usually are some valuable by-products of successful cooperative performance other than dollar-and-cents values. Farmers, through their active part in owning and operating a segment of the marking machinery, have a better understanding of the off-farm aspects of commercialized agriculture. And by being active owners and operators they can give themselves greater assurance that a job of marketing is not being done too badly.

Forward Contracting

Forward contracting for farm products have increased in recent years and years but, it is still a tool of marketing not clearly understood by many. Therefore, a future topic will be devoted entirely to the subject of forward contracting.

Efficient System

Engineers say that no machine can be 100 percent efficient. There is always some friction, some loss of power.

But the laws of economics differ from the laws of physics, although it is true that the economist must reckon with friction and waste. We expect our marketing machine to have an efficiency of more than 100 percent - we expect the finished goods and services to be worth more to the consumer than the value of the raw farm products plus the value of the labor and capital used to process, transport, and distribute them. Our standard is not fiscal energy - it is value.

From that view point, no one would doubt that processing, transportation, and trade add greatly to value of farm products. Who would doubt that the value of wheat is raised by more than the cost of the materials, labor and capital that are used in marketing?

Why, then, do farmers and consumers ask: is our marketing machinery too complicated? Is technological progress in marketing keeping pace with that in farming and in business? Is it possible to reduce waste, over lapping and duplication, and monopolistic practices so that marketing can be done at less expense?



(Continued from Page 25) example, has been showing

outstanding results in boosting milk production. Dealers are making

special effort to work with dairy, beef, swine and poultry producers to review Farm Bureau programs that boost profits by fitting into particular silage, corn, and other individual feeding situations.

SUPPLY REPORT Ask your dealer about these tailored programs.

Animal health products are in good supply and variety. Stock up now as good prices prevail and winter livestock ills are on the way.

HEATING OIL, DIESEL, GASOLINE

The heating oil season is on and it's still possible to sign up for reliable Farmers Petroleum service. With the predicted cold, wet spring probably extending the heating season, it will be well to call a Farmers Petroleum dealer and establish yourself. There's a tendency to disbelieve the fuel shortage when foreign oil keeps coming in. It remains to be seen if President Carter's stand will take hold.

The huge petroleum deficits will have to bring some kind of economic

JOB OPPORTUNITIES

AGRICULTURAL SALES -- Chemicals, lubricants. High earnings. No relocation. Full-time or part-time. Training provided. Reply Mr. Sullivan, 346 Wyoming Avenue, Grand Rapids, Michigan 49509. (12-11-25t)

\$100+WEEKLY MAILING CIRCULARS!

Complete Assistance, Guaranteed, Start Immediately! Send Self-Addressed Stamped Envelope: Homeworker, B427-NH Troy, MT 50025

AUCTIONEERING & APPRAISALS specializing in Farm Personal, Household & Antiques. Special rates for Farm Bureau members. James R. Erskine, Freeland, Mich 512, 405, 5182

OF INTEREST TO WOMEN

HOMEMADE CHEESE! HARD, SOFT & COTTAGE! Make it yourself! Easy, delicious! Complete instructions! Recipes, \$1.00 Hamiltons Box 652-131 New Ulm, MN

FREEZER DOUGHS! Make your own! Save time, money! Breads, buns, rolls. Complete, easy instructions. \$1.00 Hamiltons Box 652-131. New Ulm, Minn. 56073. (12-11-209)

LEARN SECRETS OF MILE HIGH MERINGUE, plus prize winner Lemon Pie, 14 easy glamorous icings. \$1.00 and stamp. CRAM, Box 3, 4035 Jackman, Toledo, Ohio

PEARL SNAP FASTENERS - 124 COLORS AND STYLES. Sewing Supplies. Not available in stores. Free catalog. Bee Lee Company, Box 20558 - MF, Dallas, Texas 75220. (5-91-23p)

AUSAGE MAKERS, GREAT RECIPES.

Bologna, Frankfurters, Head Cheese, Summer, Venison and Pork Sausage. \$1.00

Hamiltons Box 652-131 New Ulm, Mn 56073. (12-11-20p)

MISCELLANEOUS

NUTMEATS, PECANS, ALMONDS. Bargains! Cane Creek Farm, Cookeville,

WATCH REPAIR - Any make cleaned, repaired, internal parts, crystals, crowns included. 3 day shop service, wrist watches \$10.00, pocket \$24.00. No electrics. Elgin trained craftman. Mail order repair since 1952. Free mailer. Hub's Service, 3855 Hopps Par Elini III. 60120 (10.41.390)

FOR SALE: Apples Retail and Wholesale Blossom Orchards 3597 Hull Rd. (Old US 127) Leslie Mi. Phone 589-8251. Gift Packages shipped by United Parcel Ser-

MAIL ORDER PRICE LIST. Ready to eat qualify dried fruit. Box No. 1, 6 lb. mix: 1 lb. apricots, 1 lb. pears, 1 lb. peaches, 1 lb. figs. and 2 lbs. prunes; \$11.50. Box No. 2, 3 lb. mix: 1 lb. apricots, 1 lb. prunes, ½ lb. pears, and ½ lb. peaches: \$6.25 Box No. 3, Single Fruit: 6 lbs. each box; cut dried apricots, \$18.00; whole dried apricots, \$11.00; slab dried apricots, \$13.00; natural dried apricots, \$18.00, 3 lbs. each box; cut

dried apricots, \$18.00. 3 lbs. each box: cut

dried apricots, \$9.00; whole dried apricots,

dried apricots, \$9.00; whole dried apricots, \$5.50; slab dried apricots, \$6.50; natural dried apricots, \$0.00. Dried figs, prunes, pears, and peaches; 6 lbs, each box; dried pears, \$14.00; natural dried pears, \$14.00; dried peaches, \$14.00; natural dried peaches, \$14.00; prunes-large, \$9.00; figs-black, \$10.00, 3 lbs, each box; dried pears, \$7.00; natural dried pears, \$7.00; dried peaches, \$7.00; natural dried peaches, \$7.00; prunes - large, \$4.50; figs - black, \$5.00; Natural dried apricot pits, 20 lbs, \$12.00; Natural dried apricot pits, 20 lbs, \$12.00;

Postage: For out-of-California orders: add

51.00 postage for 3 lb box. \$2.00 postage for 6 lb box and \$4.00 postage for 20 lb pits G.I.M.M. Dry Yard, Rt. 1, Box 109A, Welfskill Rd., Winters, CA 95694, (916) 795-

34802.

59935.

43612.

Tenn. 38501.

Rd., Elgin III. 60120.

vice.

2919.

Mich. 517-695-9182.

conflict and perhaps embargoes. Farmers Petroleum will again be fighting for priority use for farmers and thus are a favored source of supply.

Farmers Petroleum liquid fuel supplies are adequate and prices are steady and being held down as much as

WINTERIZING TRACTORS

vicemen are winterizing tractors and trucks for those winter chores that simply could not be done in fall. Oils, greases, anti-freeze, tires all require attention. Winter months, too, are a good time to start planning spring power needs and machinery trades. Take your new and used machinery acquisition into Farmers Petroleum for their first servicing.

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FARM BUREAU MARKET PLACE deadline: 13th of Month. Mail classified ads to: Michigan Farm News, P.O. Box 960, Lansing, Mi. 48904 Publisher reserves right to reject any advertising copy submitted.

(11-61-39b)

(12-31-19p)

(11-tf-20p)

(12-11-20p)

(12-11-26p)

Mn.

(2-111-10p)

(10-61-39p)

(9-41-25f)

(12-31-197b)

SPECIAL RATE TO FARM BUREAU MEMBERS: One free 25 word ad per month per mem-bership, 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

FARM EQUIPMENT

TIRE CHAINS - DEALERS COST - All sizes TIRE CHAINS - DEALERS COST - International and kinds for farm and garden tractors, trucks, cars. Also logging, towing binders and accessories. New Hudson Power (313) 437-1444. (9-61-25f)

HOMELITE 20 PERCENT OFF on all sizes pumps, multi-purpose saws, pro-chain saws, tampers and 2750 to 7500 Watt generators. New Hudson Power (313) 437-1444. (9-6t-24f)

"Calf Buggy" Something new. Individual pens for newborn calves. Write for pam-phlet. Alvin Frahm, 10320 Holland Road (A-46) Frankenmuth 48734. Phone 517-552-692. (12-tf-23p)

FOR SALE: DeLaval -- Double Four Milking Parlor feeders. Used only 2 months. For more information call after 5:00 p.m., (616) 734-2373. (11-21-20f)

FOR SALE: 415 Gallon Sunset bulk milk tank. Ford 771 loader or one arm loader. Good Condition. Martin Lowell, Marcellus. Phone: (616) 646-9821. (11-21-22f)

ROUND BALE FEEDERS for 1500 lb. round bales. Heavy duty 1" square tubing. Only \$95.75. Rectangular feeders also available. Free lifterature. Dealerships available. STARR NATIONAL, 219 Main, Colchester, U 6206 IL 62326. (12-11-29p)

HARLEY ROCK PICKERS. Rock Win-drowers. Picks 1 to 16" dia. The World's Best. Phone 313:376.4791. Earl F. Reinelt, 4465 Reinelt, Deckerville, Mich. 48427. (5 tf.

WANTED - John Deere D or GP Tractor. For sale: Delaval 210 Gallon Bulk Tank. Wheat and Oat Straw. LeRoy Keinath, R No. 4, Vassar, Michigan 517-652-2388. (11-tf-24p)

GRAIN DRYING AND STORAGE EQUIPMENT. Farm Fans Dryers, Brock Bins, Bucket Elevators, Sales, Installation, service, Keith Otto, G.E. Knierim Sales, Inc.) Blissfield 49228. Phone (517) 443-5471. (4-tf-25p)

FOR SALE: 2 Giehl self unloading wagons and chopper. Also 300 gal. Milk Cooler. Henry Carpenter, 6545 Cogswell, Romulus, Mi. 48174. Phone (313) 721-0240. (9-1f-23f)

FOR SALE: 1970 Chism-Rider Grape Harvester is good condition. Write or call Roy Forraht R1 Berrien Springs, Mich. 49103. (d16) 473-1730. (9-tf-21p)

WANTED: A Cylinder block for a 720 or 730 John Deere Diesel tractor. John Bajena, Route 1, St. Louis, Michigan 48880. (12-11-21f)

FARROWING STALLS -- Complete \$95.50. 1" tubular steel construction. Dealerships available. Free literature. STARR NATIONAL, 219 Main, Colchester, IL 62326. (12-11-19p)

FOR SALE: One No. 16 Petersime In-cubator. Robert L. King, Kingston, Michigan 48441. Phone (517) 683-2393. (12-11-15f)

FOR SALE: 250 gallon self contained Milk Keeper Bulk milk tank, 3 surge milker units and surge pump. Clarence Burmeister, R. 1, (12-11-25f) Hart, Michigan 49420.

FOR SALE: Modified Pulling Tractor, Cock 50 with Olds 455, also have 18.4x26 and 13.6x38 tractor tires and IHC 429WN corn head. Phone (616) 758-3880, evenings. (12-11-

LIVESTOCK

REGISTERED APPALOOSAS FOR SALE -Stallion service - Nat'l Champion Appaloosa 3 top T.B. bloodlines. Excellent disposition & conformation. Discount to 4-H. Phone 517-543-7197, Charlotte, Mich. (1-ff-24p)

BASOLO BEEFALO CATTLE AND MEAT. Semen from \$7.00. Full story and prices. Write American Beefalo Breeders, 4152 N. Lapeer, Lapeer, MI. Phone (313) 793-4552. (11

REGISTERED HOLSTEIN BULLS. One mo. old, sire Magnet from dam with 19.151M 833F 4.3 percent. Also, Elevation, H.G. Ideal, Rocket. Tested. George Robb, Fowlerville, (517) 223-9462 or Mike Kovacic (517) 223-8709. (12-11-25f)

QUARTER HORSES - Disposition for 4-H, ability for cattle, conformation for show. Reasonable prices. Customer satisfaction a priority. Visitors welcome. Walton Farms. Rosebush. Phone 517-433-2925. (3-tf-24p)

LIVESTOCK

POLLED CHAROLAIS: For Sale Polled Bulls and Polled Bred Females. By LCR Perfect Duke 357. Performance tested. R.J. Eldridge & Sons, call (616) 868-6223. (5-tf-24p)

PUREBRED YORKSHIRE or Chester White Boars and Gilts for sale at all times, Satisfaction guaranteed. Broadview Farms, Bill McCalla, 4100 Stone School, Ann Arbor. hone (313) 971-1804. (7-121-25f)

FOR SALE: Landrace Boars and gilts, also Duroc Boars and Gilts. George Carpenter family, 6545 Cogswell Rd., Romulus, MI 48174. Phone evenings (313) 721-0240. (9-tf-

FOR SALE - New Zealand White Rabbits, bred for top meat production. "Rabbits are our only business." Detmers Bunny Patch, Phone 517-584-3765, Caron City, Mich, (7-ff-24p)

FAIRFIELD FARMS POLLED SHOR-THORNS since 1901. Michigan's oldest Shorthorn herd. Visitors welcome. Ray Peters, 4 miles southeast of Elsie on Riley (7-tf-23p)

FOR SALE: Reg. and Grade Holstein Breeding Bulls from High Producing Dams. DHIA records. Clarkstead Hol. Farm. 819 Tamarack Rd., Pittsford, Mich. Phone (517) 567-8626. (5-tf-24p)

COW TRIMMING makes your cows feel better, produce better and makes you more money. Call Bob Presson, RFD 3, Evart, MI 49631, Phone (616) 734-5051. (10tf-14p) (10tf-14p)

CORRIEDALE SHEEP - Purebred Breeding stock for sale. Paper optional. Waldo F. Dieterle, 7285 Textile Rd., Saline, Mich. 48176. Phone (313) 429-7874. (1-ff-19p) (1-tf-19p)

MILKING SHORTHORNS - Young bulls, yearlings and calves for sale. Write or visit Stanley M. Powell and Family, Ingleside Farm, R.R. 2, Box 238, Ionia, Mich. 48846. (6-tf-25p)

FOR SALE - YORKSHIRE serviceage boars and open gilts top bloodlines tested at MSU test station. All registered stock. "Richard Cook. ½ mile east Mulliken, M-43. Phone 517. 8898.948 (3-tf-24p)

ANGUS: 2 cows with late fall calves & herd bull, all are wormed and vaccinated. Phone Millington (517) 871-2833. (12-11-18f)

DOGS

FOR SALE: Laborador Retrievers - blacks and yellows. K.C. registered. Excellent in hunting, retrieving and show. \$75.00 Weidman, Mich. (517) 644-3556. (9-41-19f)

GOLDEN RETRIEVER PUPPIES for sale. 12 weeks old. AKC. Champion, hunting and campanions. Shots, wormed. Ray Buckingham, Eaton Rapids. Phone. (S17) 663-8039. (11-21-21f)

BORDER COLLIE PUPS - Healthy, in-telligent. Champion pedigree. J. Baird, R 1, Lowell, MI 49331. Phone (616) 897-9462. (11-tf-15f)

JOB OPPORTUNITIES

PAINTING, Tuck pointing, sand blasting, caulking, registered steeple jack, fully in-sured, E.R. Wilcox, 3424 E. Beaver Rd., Bay City, Phone 517-684-7640. (6-tf-20p)

AVOID THE MIDDLEMAN and save. Farm post and rustic rail fencing. Ivan R. Malnar, Wholesale Cedar Post Yard. Route 3, Rapid River, Michigan, 49878. Phone (906) 474-(4-tf-25p)

HOMEWORKERS! \$200.00 weekly possible addressing (longhand or typing) and stuf-fing envelopes! Experience unnecessary! Details, send stamped self-addressed enlope, Garrett, Box 8065-MF, Newark, DE (2-tf-25b)

LAND CLEARING and Buildozing - By the hour or by the job, Tom Tank, Eagle, Michigan 48822. Phone 517-626-6677. (5-tf-18p)

EVERLOV'IN HAM SMOKING MACHINE BOOK -- WEIGHT! A BETTER WAY TO FRANCHISE. Smoke and sell country cured smoked hams wholesale - mail order. Some territories still available. \$3,000 starting cash investment. Free fact filled color brochure kit. Write Everlov'in Packing Co., P.O. Box 4007, Huntsville, Alabama 34802.

LOSE (Bible Formula) 128 pages. \$1.50 plus 25c postage. From: R. Campbell, P.O. Box 444, Waterford, Mich. 48095. (12-tf-24p)

MISCELLANEOUS

CUSTOM BLUEBERRY PLANT PROPOGATION. Growers save 10¢ per plant by supplying your own cuttings. For details call (616) 764-1451 or 764-1454. Plants and percentifies are the back of the form and price lists available. (11-41-25f)

FIREPLACE WOOD for sale, well seasoned, split and delivered. Call (517) 521-3144 or 521-4155. (11-31-13f) (11-3t-13f)

RAINBOW TRAVELERS, Lockwood Center Pivots, Diesel & Electric pumping units, PVC pipe and installation, Aluminum pipe – Injectors – Plummer Supply, Box 177, Bradley, Michigan – (616) 792-2215. (12-31-244)

FARM POST, Rustic rail fencing, cedar lumber, cedar log cabin timbers, shakes. Ivan Mainar, Wholesale Cedar Post Yar, RR No. 2, Rapid River, Michigan, 49878. Phone (906) 474-9172. (12-tf-251) (12-tf-25f)

ARMY GMC 1956 - 21/2 ton, 6x6 shop van. Also 1952 GMC 21/2 ton cargo truck - low mileage, with or without front winch - good condition. McEwen Farms, (313) 659-6535, Usables Flushing. (12-11-25f)

FREE MUSIC LESSON, "Learn Chord Playing." Piano, organ, guitar. Simple new systems. Davidsons, 6727 MFN Metcalf, Shawnee Mission, Kansas 66204. (12-11-19p)

FREE1 Self-Improvement Book Catalog SHEA HOUSE, 2847 Webb Avenue, Bronx, New York 10468. (12-91-14p)

FAMILY TREE: Trace your lineage -- fun, fascinating. "My Family Tree" 17"x22", \$2.00, "Our Family Tree" 22"x34", \$3.00. Antique style paper. Instructions. K. Boileau, Kingston, Michigan 48741. (12-11-260) 26p)

FOR SALE: Ashley Wood Burning Heaters; Wood Kitchen Range; Wood Furnace; Snowmobiles; Unbreakable Snowmobile Snowmobiles; Unbreakable Snowmobile Windshields; Snowmobile Sleds; Sno-Camper; Motor Home; Dwarf Banana Trees; Star Fish Cactus; Antique Organ; Antique Kitchen Cabinets; Hand or Electric Printing Press; Portable Typewriter; Round Oak Table; Secretary; Wooden Ice Boxes; Gas Clothes Dryer; Electric Mangle; Electric Sewing Machine; Pop Corn Dispenser; Beds; Revere and Argus Slide Trays; Plus Misc. Adams En-terprises. Phone: (616) 964-3254, Battle Creek. (12.11.25447p)

WILL KIT: Includes, 64 page attorney's booklet. "What everyone should know about wills" - 4 will forms - only \$3.00 (Free "Personal assets record" and "Executor's duties") K. Boileau, Kingston, Michigan 48741. (11-2t-25f5p)

AFRICAN VIOLETS: Fresh cut leaves, starter plants and blooming plants. Gail's Violets, 4357 County Farm Road, St. Johns, Michigan. Phone (517) 224-7697 or 224 (12-H-23f) 8141.

LOG CABIN building instructions. 304 pages. . . illustrated!! \$6.95 postpaid. Fireplace building instructions. 124 pages. . illustrated!! \$4.95 postpaid. Satisfaction guaranteed. Glenn Smith Enterprises, Box 1513, Dept. F-81, Akron, Ohio 44309. (12-21-

INVALID EQUIPMENT: Hoyer patient lifter, with bathtub attachment. Hoyer Car Top Lifter, cushions and much more. Will sell cheap. Joe Schwem, (616) 549-2732. Boyne Falls. (12-11-24f)

FEATHERS WANTED . Highest Prices! Goose - \$4.00 lb., Duck - \$2.50 lb., (Wild \$.50 per lb. less) Used - \$.50 lb. Country Bedding, 30 E. \$1, Joseph. Indianapolis. Indiana 4202 - Ship Insured Parcel Post - We will refund shipping charges. (10-H-35b)

MISCELLANEOUS

5509.00 REWARD: For information leading to the return of stolen Case 310 Crawler Type Tractor with blade, and pulp loader. Stolen in east part of Kalkaska County October 10 or 11. Please turn over any information to the Michigan State Police or Kalkaska County Sheriff, (616) 258-8686. Lester Clark, Effel ake Michigan (12 to 24 cm) Fife Lake, Michigan. (12-11-251-260

GREAT SAUSAGE RECIPES AND MEAT GREAT SAUSAGE RECIPES AND MEAT CURING. Written by a sausage maker for home use. Over 220 pages covering smoking procedures, sausage making, dry curing (without cooking or smoking) hard salamis, hams, bacon, thuringers, illustrated. Over 100 complete recipes. Pickeling fish, smoking, brining, drying, caviar. Casings, cures, equipment. Free catalog, Kutas 181-107 Military, Buffalo, NY 14207. (12-11-55p)

REAL ESTATE

100 ACRE FARM IN OTSEGO: 4 bedroom home, 2 barns, plus other buildings. Tip Top condition. 65-90 Acres Tillable. \$110,000. Westdale Cos. Scott Rich, (616) 343-5299 or Mrs. Karl Guenther, 349-5528. (12-21-29p)

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FARM: Mayville area, 115 acres. Dairy barn, outbuilding. 4 bedroom, 2 story home all remodeled. Approx. \$1,000 an acre. 77224. F (12-21-20b)

FARM: 173 acres. Dairy set up, barn, tool shed, outbuilding. 2 story home, 5 bedroom, good condition. Approx. \$1,800 an acre. 7225-F. (12-21)

FOR SALE: 80 acre farm, \$96,000, Chapir Info. (219)432-2898 - 8 p.m. (11-21-11p (11-2t-11p)

DUPLEX FOR SALE: Tampa, Florida, near Sulfhur Springs Busch Gardens, Shopping Center, 7805 12th Street. Live in one unit. rent other, \$20,000.00. Pauline Gosen, (517) 770-4701. (12-11-25f)

HAY LISTING

Michigan Farm Bureau is now making available a Hay and Silage Listing Service. Buyers and sellers can list their needs and offerings in the classified section of the Michigan Farm News. The service is free to Farm Bureau members. If you have hay for Farm Sureau members. If you have hay tor sale or want to purchase hay, simply mail your request to: Hay and Silage Listing, Michigan Farm Bureau, 7373 W. Saginaw Hwy., Lansing, MI 48909. Your ad, 25 words or less, should include the amount and quality of hay or silage you want to buy or sell plus your name, address and phone number.

ON HAND - 53,000 bales good alfalta and some mixed 1977 crop - will winter your cattle or calves with facilities and labor thrown in at \$45.00 per ton, or will sell hay at ranch at same price. N.D. Paterson Ranch, RR 1, Melrose, Wisconsin \$4642. (12-21-34b)

WANTED: All types of hay and straw. Contact after 6 p.m. Jim Butler, Apt. H-16, Kingswick Apartments, King's Highway, Thorofare, New Jersey, (609) 848-2261. (12-11:

FOR SALE: 30 ton of second crop. James Collins, Fayette, Michigan. Phone (906) 644-2651. (12-11-14f)

FOR SALE: 1,000 bales, \$1,50 per bale, some for \$1.25. Henry Lewke, 6548 US 41 South, Marquette, M1 49855. Phone (906) 249-1361. (12-11-211)

FOR SALE: 2500 Bales. Wayne Hazelton, R No. 1, Box 23, Shingleton, MI 49884. Phone (906) 452-6260. (12-11-14f)

FOR SALE: Mixed hay. Emil Verbrigghe M-94, Rumely, MI. Phone (906) 439-5325. (12-11-11f)

FOR SALE: 3500 bales-excellent quality Timothy-Legume (Trefoil and Red Clover) hay. Don Wallis, RR 2, Box 838, Rudyard MI 49780. (906) 478-6427. (12-11-220)

FARM NEWS

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