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 grandmother 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 here in Michigan or in other states," says Mrs. Robinette. "We offered the gift baskets for the first time last year and the response was really excellent. 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 Christmas". 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 than 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 organization. For owner-operators like themselves, the organization serves as a buying agent for quantity supplies and provides much appreciated information meetings which bring the farm market owners together to exchange ideas. "We're always eager to share our successes with others and to learn about what's working in other markets throughout Michigan".

(See photos on Page 24)

Michigan Farm News
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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 6.

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.
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, and 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 generation away from the farm.

Jim Mills, director of communications for the National Agricultural Chemicals Association, recently used the FIRMA 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, had 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
Berrien County Farmers Ponder: "What If... Earl Butz Were Still Ag Secretary?"

By JIM BERNSTEIN

It's always easy to sit back and daydream a little bit. Daydreaming for most people is a pleasant way to widen away the hours. Invariably we think of what might have been - what if? So no one can really blame farmers for contemplating the farm bill. But 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 national fight every morning and I'd last about two days and be out." Yeah... but what if?

"We would have been selling grain more aggressively because we wouldn't have this farm bill that we have now," Dr. Butz claims. According to him, he can only speak out on President Carter's policy because we in agricultural interests. He'll make selling 'grain more receding while others move claims. According to him, he can only speak out on agriculture, something he wouldn't have this farm bill. Since Butz is no longer aggressively, we in government work, he'll make selling 'grain more receding while others move claims. According to him, he can only speak out on agriculture, something he wouldn't have this farm bill. Since Butz is no longer aggressively, we in government work. It was a tremendous example of free enterprise... the marvel of the world.

As Earl Butz spoke, Berrien County farmers listened intently to everything he said, apparently grateful for the man who meant so much to them when he was head of USDA. At that point, who could blame a farmer for daydreaming and wondering, "What if?"

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.'
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 said in his letter to Farmer 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 p.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 corn to "every stalk on the place," Roy Lynn can attest to that. "The ingenuity, careful planning and just plain hard work it took to accomplish a record-breaking corn yield is truly admirable," Governor William Milliken said in his letter to Farmer 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." He sometimes had to start or change the traveling water irrigation system at 1:00 a.m., 3:00 a.m. or 5:00 p.m. "I memorized every stalk on the place," Lynn said.

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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 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 accomplishment "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." After a chuck-wagon feed, top ramrods of the year presentations and entertainment by the Maycraft Squaretappers, it's "Davy 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!

Smith Criticizes Energy Message

"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 there are goods, 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 electricity.

"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 millions of dollars over the next ten years to explore and develop our domestic energy resources," Smith warned. "Only the interplay 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."

Join the Jamboree!

Disaster Aid Requested For Thumb Area

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, Sanilac, Saginaw 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 - mostly 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 these affected farming operations" Milliken said.
Dairy Farmers Unhappy With New PBB Law

Michigan consumers may not be assuaged that the on-going testing for PBB contamination provides safeguards to the Michigan food supply—but affected dairy farmers continue to lose millions of 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 interfering 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.

Separate Testing Lab Should Speed Process

A separate laboratory has been hired to test fat tissue samples from emergency slaughter dairy cattle, according to Ken Van Patten, assistant deputy director in charge of Michigan Department 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 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.

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 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 experiencing 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 whether the slaughter certificate or quarantine was issued from the Lansing PBB office.

In addition, each producer's computer file will show the number of cattle tested to date, number of non-volative 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?

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 change constantly, and prices, therefore, must adjust to reflect these changes. Reports are needed from all farmers, large 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 decisions, and the reports in these cases, as they related to the "stock" would be very low. The price of your business would be higher if you sold it today. We currently use the data to help make our own purchase, state, and U.S. estimates. The reports are available to everyone and are made via newspaper, radio, television, and computer. Data is used by farmers, businesses, transportation, banking, government, schools, chemical, seed, feed, fertilizer, etc., firms to help better serve the farmer.

2. CONCERN: Why should I report when your reports will only lower prices?

ANSWER: Statistics show that after USDA reports, prices increase about as often as they decrease. True, reports are made in the short run, but it’s the supply entering the market that influences prices in the long run. Even if we produce more “risk” and thus they would pay farmers less, which products still have a profit margin. Farm prices would drop — prices change 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 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 know that we would find out and our “stock” would be very low. We currently use the data to help make our own purchase, state, and U.S. estimates. The reports are available to everyone and are made via newspaper, radio, television, and computer. 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 users: financiers, insurance agents, industry, university, government and elected officials in making basic decisions related to agriculture. These decisions relate to, mention a few, to farm production programs, farm equipment and supply, inventory management, government farm and disaster relief programs, energy and ecology planning, and a host of other

agricultural development activities. Year in and year out the reports are quite accurate. The errors between high and low are usually divided. Our forecasts and estimates are improving through the increased 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 on agricultural reports are collected voluntarily from farmers, elevator operators, bankers, county agents, bankers, feed and fertilizer commodity companies, slaughter plants, green houses operators, etc.

Farmers are picked at random by size group to represent similar farming operations in their community 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 1.5 responses per Michigan farmer last year. However, some large producers, especially those who specialized crops, are contacted more frequently.

Annual Meeting Highlights

Tuesday, November 29
10:00 a.m. Annual Meeting of Michigan Farm Bureau Services, Inc.
12:00 Noon Complimentary Luncheon
Speaker: Owen Hallberg, President Advance Institute of Cooperation
Colleges and Universities, Inc.
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
9:00 a.m. Official Opening of Michigan Farm Bureau Annual Meeting
President’s Address... Elenor R. Smith
10:00 a.m. Michigan Farm Bureau Women’s Annual Meeting
Speaker: Dr. Sylvan Wittwer, Director Agriculture Experiment Station, MSU
10:00 a.m. Commodity and Natural Resources Session
Speaker: Donald Shepard, Operations Manager Michigan Agricultural Services Association
Overview of Legal Services & Legal Defense Fund
William J. Sladehouse, Sr. Fuel 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
8:30 a.m. Remembrance of MFB Annual Meeting and Consideration of Resolutions
Governor’s Luncheon
12:00 Noon Presentation of "Agricultural Communicator of the Year" Awards
Remarks by Governor William G. Milliken
2:30 p.m. Resumption of MFB Annual Meeting and Consideration of Resolutions
6:30 p.m. Farm Bureau Jamboree and Square Dance
Presentation of Top County Farm Bureau Officers

Friday, December 2
8:30 a.m. Remembrance of MFB Annual Meeting and Consideration of Resolutions
Nomination and Election of Directors
12:00 Noon Luncheon
1:00 p.m. Consideration of Resolutions
Election of President
Adjournment following completion of resolutions
"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 Communications conference held at the Hilton Inn, Lansing, November 2-3. Although the blending of viewpoints resulted in a specific formula for that balance, the unique exchange did provide the opportunity for better understanding 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 communications for the National Agricultural Chemicals Association. "However," he said, "when you plug in the political factor - the picture becomes fuzzy."

"Politics - the art of the possible, the compromise - 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 skilful 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-no-punches style, chastised the chemical industry and agriculture for "stepping aside and letting others do it in the political action area."

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 it."

"Chemicals fall in the realm of the unknown to most consumers, and this is what causes their fears."

- Senator Richard Allen (D-Ithaca)

"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 dialogue, nothing gets accomplished," 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 on chemicals.

"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 Agricultural 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 with common sense.

He summed up the frustrations of farmers in 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 Speakers' Bureau team - Vivian Lott of Mason and Caroline Minnis of Weberville - 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 importance of agricultural 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.

A Balance of Nature, Industry and Government

**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 environment problems, particularly those having to do with fossil fuel, solar energy, and politics 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 at the Michigan Farm Bureau annual meeting will be an overview of the Michigan Agricultural Services Association's legal services and legal defense fund programs by Don Shepard, MASA Operations Manager.
Several labor issues are presently before the Legislature either under consideration in Committee or, in some cases, are part way through the legislative process. These include: 

Unemployment Compensation

Unemployment Compensation - S 714 is a bill that must be approved 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 employers. The bill makes the same provisions for coverage of some agricultural employees 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 non-professional part-time school employees. Should this happen, the schools in the state would have an additional $56 million unemployment compensation cost, 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 unemployment compensation act to increase the tax on employers in order to repay a federal loan to the State of some $204 million. Passage of this bill was extremely important to agriculture. If it did not pass, those farmers hiring only a few days of work would come under federal unemployment requirements, could have had a loss of up to 9 percent of their wages. With the passage of the bill, farm employers are considered "new employers." The rate will stay at 3.4 percent for the first 4 years. The maximum of 9 percent would take up to 10 years.

Minimum Wage

Minimum Wage - H 5478, presently on the House floor, would change the minimum wage law to apply to all employees that is "not less than 18 years of age". Presently, 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 in a single day to within a calendar year. This means that those over 65 would be subject to the minimum wage. 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.

Permits for Minors

Permits for Minors - The "Hill Act", better known as the Michigan Youth Employment Act, has always exempted minors in agriculture from being required to obtain work permits. However, the workers' compensation law in Michigan would place severe restrictions on farmers or their employers. It would also prohibit withholding any wages which might be used as a bonus at a termination date.

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 that is in this country illegally. Farm Bureau opposes this legislation maintaining that, if the Federal Government cannot control illegal aliens, it is doubly impossible for employers to determine whether a worker is an illegal alien. In addition, the civil rights laws and other laws and discrimination would make it nearly impossible to demand 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 major concern to agriculture, including a rewrite of the Workers' Compensation Act and other bills on minimum wage, housing, overtime work, 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 revenues received from 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 tax credits to many businesses had not affected farmers.

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

Unemployment Compensation

Unemployment Compensation - S 714 is a bill that must be approved 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 employers. The bill makes the same provisions for coverage of some agricultural employees 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 non-professional part-time school employees. Should this happen, the schools in the state would have an additional $56 million unemployment compensation cost, 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 unemployment compensation act to increase the tax on employers in order to repay a federal loan to the State of some $204 million. Passage of this bill was extremely important to agriculture. If it did not pass, those farmers hiring only a few days of work would come under federal unemployment requirements, could have had a loss of up to 9 percent of their wages. With the passage of the bill, farm employers are considered "new employers." The rate will stay at 3.4 percent for the first 4 years. The maximum of 9 percent would take up to 10 years.

Minimum Wage

Minimum Wage - H 5478, presently on the House floor, would change the minimum wage law to apply to all employees that is "not less than 18 years of age". Presently, 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 in a single day to within a calendar year. This means that those over 65 would be subject to the minimum wage. 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.

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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 contained over 50 amendments to FIFRA, many designed specifically to stop overregulation of pesticides by EPA. Speaking 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. 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 committees to adopt the House version.

Energy

As this column is being written, conferences are still meeting to reconcile differences between the House and Senate passed energy bills. Several observers predict an energy bill will not be reached until mid-December. The House passed bill contains nearly all of President Carter's energy provisions which do not employ more than 500 man-days of farm labor during any quarter of the previous calendar year. The Senate version would permit the use of such labor during any quarter of the current calendar year.

An amendment to establish a minimum wage of $2.65 per hour on January 1, 1979; $3.10 per hour on January 1, 1980; and $3.55 per hour on January 1, 1981. 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 were rejected. Farm Bureau opposed this provision.

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, $3.00 per hour on January 1, 1979; $3.10 per hour on January 1, 1980; and $3.55 per hour on January 1, 1981. The new law contains over 50 amendments to FIFRA, many designed specifically to stop overregulation 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 $654 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 $1.50 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 sky-high prices.

Washington D.C.

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 the effect on employment, unemployment, inflation, youth differentials, exemptions, etc.

Renew Your Farm Bureau

Dues Today

IT PAYS TO BE A MICHIGAN FARM BUREAU MEMBER. PATRONIZE YOUR FARM BUREAU CO-OP DEALER.
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 hail from Clarkson in Oakland County. The Northeast Region includes the counties of Alcona, Arenac, Clare, Gladwin, Tusco and Ogemaw.

Armstrong Re-Elected

Donald R. Armstrong, Executive Vice President of Farm Bureau Services, Inc. and Farmers Petroleum Cooperative, Inc., was re-elected 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 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!

"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 life-supporting 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 opportunity to travel through the countryside of this remarkable Middle East nation. Extensive sightseeing 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 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.

Most of Israel's 785 Jewish settlements are self-organized and cooperative. In the "kibbutz" and the lesser-known "moshav," visitors will see a unique concept of community life on a social democratic basis working to 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 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 Detroit, including air fair, deluxe first-class 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.

AGRICULTURAL TOUR TO ISRAEL

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.

$1079.—

• Including return flight from Detroit to Tel Aviv
• Deluxe Hotels in Jerusalem and Tel Aviv
• Extensive sightseeing and professional programs

TO: Larry Ewing, Michigan Farm Bureau
P.O. Box 30960
Lansing, Michigan 48909

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

Please send brochure.

Name: ________________________________

Address: ________________________________
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 experimental 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 peak-demand periods. Peak-demand power is expensive because the electric company sometimes has to start small supplementary generators or buy power from other utilities in order to meet demand.

In the time-of-day study 765 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 kilowatt-hour 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 current flat rate of 4 cents per kilowatt-hour that most people pay regardless of when they use the electricity.

"What we're hoping the customer will do is watch his 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 peak-demand period."

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."

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. These systems use ceramic bricks that are heated at night with lower cost non-peak demand electricity. A thermostat and fan then releases the stored-up heat during the day.

The biggest drawback to the heat storage system is its high initial cost: $3,200 to $3,500 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 cost-to-serve since it overcharges the small user and undercharges the small user. We do not feel it is an equitable rate, and we have been consistently opposed this concept since the Public Service Commission imposed it upon us a couple of years ago."

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.
In Celebration of Hope and Trust

Continuing a beautiful and appropriate tradition, St. Paul Catholic Church of Owosso held a Harvest Eucharistic Liturgy at the Earl Reed farm in Owosso. The special harvest mass was a follow-up to the "Blessing of the Seeds," held last April.

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.

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.

The program, presented by the team 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 Olive 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."

"Thoughts for Food," an MFB Women's Speaker's Bureau presentation, was presented by the team of Kathy Middlekill 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. Mrs. Goldkey 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.

"Examining our 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 you have to give to your community and 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."

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 knowledgeable in agricultural labor relations management.

All meetings will begin with 9:45 a.m. registration and will adjourn at 4:00 p.m. To register for these meetings, contact Extension or the Michigan Department of Agriculture's Rural Development Commission.

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. Ticket prices are $5.00 for adults and $3.00 for children 12 and under.

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 with a stamped, self-addressed envelope and check made payable to American Tractor Pullers Association, Pontiac Silverdome, 1200 Featherstone Road, Pontiac, Michigan 48057.

The board of directors of the Farm Bureau Life Insurance Company 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.
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 well-being.

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.
Michigan Farm Bureau Working for You

Public Affairs

Membership in Michigan Farm Bureau provides each member the opportunity to help shape the policies and issues facing farmers and a voice in implementing the policies through legislative action. The Farm Bureau legislative program is designed to give as much control as possible to farmers at the local, county, or state levels. During the 1976-77 Legislative Sessions, several legislative accomplishments were realized. These include:

- National
  Major amendments to the Federal Insecticide, Fungicide, and Noise Control Act were enacted by the House Agriculture Committee with strong support from Farm Bureau. The amendments are expected to be approved by the Senate. Each year thousands of acres of the possible domination of agriculture by large tax-exempt investors and the threat to family farms. Controlled conditions. Farm Bureau supported legislation which provides an acre payment to limits property taxes to a percentage of household in-
- Farm Bureau is supporting the exemption of agricu-
- Farm Bureau successfully opposed MI-OSHA regulations which were far more stringent than federal regulations which were far more stringent than federal
- Farm Bureau has been successful in enacting legislation which was enacted to regulate and bond all grain dealers including transactions in five counties. In the past day two laws have been discussed on the issues which include: Rura-
- The Market Development and Research Division (MDRD) consists of trained, experienced, and knowledgeable marketing specialists. And, whether the job consists of researching a marketing problem, policy development, identification of market opportunities, consumer, marketing or economic conditions, the Market Development and Research Division staff is ready to help. MDRD works closely with commodity groups, governmental agencies, university and extension personnel and you, the member, to help shape the future of Michigan agriculture. It includes a variety of special interest projects of concern to farm women.
- The MFB produces news releases, a part of helping create un-
- The MDRD is willing and eager to serve the needs of -=good rural - urban communications.
- The Michigan Farm Bureau also has a State Women's Committee which plans activities for all Farm Bureau women of different ages and educational levels.
- The Michigan Farm Bureau Women (MFBW) is an organization consisting of women throughout Michigan which has as its objective the promotion of agriculture and issues of concern to agriculture.
- A strong and valuable organization to its members.

Farm Bureau Women

The purpose of having organized women’s activities is to involve women members in the program of the Farm Bureau (at all levels), 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 different ages and educational levels, as well as special interest projects of concern to farm women. County committees are to provide the help to the women in the counties, which are part of a common problem. Farm Bureau women are encouraged to be a part of these activities. The Michigan Farm Bureau also has a State Women’s Committee which plans activities for all Farm Bureau women of different ages and educational levels.

This committee plans a state program of activities which they may carry out and also which may be developed by county committees. The purpose is to promote 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.

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

Members used the 1976 Michigan State Fair to talk to consumers. More than 226 members manned the booth in 12 days. Many consumers now know food comes from farms, not stores.

Keep Members Informed

With today's fast changing pace, farmers must be kept informed of issues, legislation, and news developments which affect their business. 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 better 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 involvement in the process. Farm Bureau undertakes this principle upon which the Community Farm Bureau Group Program is based.

Throughout the state, in every county, groups of women meet informally in homes to discuss issues and recommend action or take action which will lead to their solution. Farm Bureau members want to work with Farm Bureau members to suggest to Farm Bureau what they think should be done to meet the common problems of all people at the county, state, national or international levels.

By becoming a part of a program dedicated to analyzing problems, planning a course of action, and working to implement solutions, Farm Bureau opens new opportunities at the local level. Some of the issues which confront today's Farm Bureau are:

- Cancer detection and other health projects
- Consumer Activities
- First Aid Kits and Training
- Tractor Safety Lessons for Women
- OSQA Regulations
- Michigan Farm Bureau Women
- 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 involvement in the process.
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 Farmers throughout Michigan are developing district training programs to better meet the leadership needs of agriculture today.

These training programs include instruction in the development of communication skills, leadership techniques, management objectives and general organization.

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 involvement 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 agriculture. As members, they actively participate 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 and their families. Our first life insurance policy, issued in 1950 to a charter insurance member and his family, as an individual policy, still bears the same name, the Farm Bureau Member Life Insurance policy.

In 1960, the Farm Bureau Insurance Group was incorporated as a not-for-profit corporation in the State of Michigan. Its purpose was, and remains today, to provide life insurance products and services to Farm Bureau members in a manner consistent with their principles of co-operation.

Today, the Farm Bureau Insurance Group offers a wide range of products and services to Farm Bureau members, including life, accident, disability, and health insurance, as well as financial planning and retirement services.

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

GUIDE TO ARREST BOND CERTIFICATE: The back of each Farm Bureau membership card contains a guaranteed arrest bond certificate which guarantees bail for eligible members in cases of arrest for driving a motor vehicle or traffic law ordinance. This guarantee applies to violations throughout the United States.

MACMA

The Michigan Agricultural Cooperative Marketing Association, Inc. (MACMA) provides group marketing and related services to Farm Bureau members. MACMA is dedicated to increasing the support of farmers through group action in the market place.

MACMA is a voluntary membership organization, open to all members of the Capper-Volcker 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 distributors and customers. Marketing is no longer simple. It's a complex business with ever-changing concepts, new approaches, and new directions.

Farm Bureau member services by joining one of the thirteen commodity divisions. MACMA is currently providing group action services for processed fruit, tomatoes, potatoes, and feeder pigs, feeder cattle, and retail farm markets.

While member high quality food products are distributed to the public under the name of the exclusive benefit of Farm Bureau members and their families, this low cost insurance plan (only $25 an annual premium) has been provided by the Michigan Farm Bureau to its members. This plan covers the member's spouse and $500 in death benefits on their children and grandchildren, today pay a special dividend of 10 percent increase in the value of their policy for the first time in five years. During the coming year, the William Thomas, president of Farm Bureau Services, Inc., originating in 1920 with a charter membership of 10,000 members, has grown to more than 100,000 members. The program stresses generally the following:

- 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 service centers, serves practical services for farmers, including navy oil, hydraulic oil, and other specialized products.

- Farmers Petroleum, through its participating dealers is accepting the 1976 Farm Bureau Member $5.00 Purchase Certificate.

Group Purchasing

The newsmaker of the Farm Bureau Affiliate Program is Farmers Group Purchasing, Inc., which was incorporated on February 23, 1976. This new company provides economic service to members through the sale of top quality tires and batteries for all vehicles. In addition, members have access to a cash-on-delivery program through local dealers who are selected by the County Farm Bureau.

This committee of the County Farm Bureau works with the local group purchasing program and the local group purchasing program, and advertises the public through local dealers who are selected by the County Farm Bureau.

At the end of one year of operation, 36 savers have been approved by 53 counties and are stocking tires and batteries for the use of the local Farm Bureau members. The program stresses generally the following:

-95 percent of the cost of the program, a cash-on-delivery program and available to Farm Bureau members only.
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 former's 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 former 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

Farm Bureau Saves You

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<tr>
<th>Sample Farm Savings</th>
<th>Your Farm Savings</th>
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<tr>
<td>Michigan gas tax refund 9c per gallon x 4,000 gallons</td>
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</tr>
<tr>
<td>Federal gas tax refund 4c per gallon x 4,000 gallons</td>
<td>$160</td>
</tr>
<tr>
<td>Farm truck license 6,000 lb. truck x $1 per 100 lbs</td>
<td>$80</td>
</tr>
<tr>
<td>Farm wagon license 3 wagons at $7.80 per wagon</td>
<td>$23</td>
</tr>
<tr>
<td>Sales tax exemption 4 percent sales tax x $20,000 farm input</td>
<td>$800</td>
</tr>
<tr>
<td>Repeal of farm personal property tax 50 percent of value of personal property x local millage rate</td>
<td>$800</td>
</tr>
<tr>
<td>Tax relief for households and farms - limits property tax to 3½ percent of household income, with refund up to $1,200</td>
<td>$1,200</td>
</tr>
<tr>
<td>P.A. 116 - Property tax refund</td>
<td>$1,500</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$4,723</td>
</tr>
</tbody>
</table>

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 MEMBERSHIP DUES?
Farm Bureau's "Baby" is Growing

Born from Idea for Growth

It was four years ago, at the annual meeting of the Michigan Farm Bureau, that organization. Based on that action, a 15-member state study committee was appointed 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 young farmer, Michael Pringle of Branch County, strongly believed that continued membership growth, for our organization, in 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 memberships-only benefits of the Safemark group purchasing program which involved the group purchase of tires, batteries, wine and disc blades at a savings to Farm Bureau members. They studied the program in-depth with American Farm Bureau Federation departments and also with other state Farm Bureaus which had realized substantial membership growth as a result of participation in the program in their states.

In June of 1975, at a Special Delegate session, the study committee recommended that the MFB board examine the Safemark program and give it "top priority consideration." The recommendation was accepted by the voting delegates and on February 12, 1976 - after thorough board research committee the newest Michigan Farm Bureau affiliate company was born. It was named Safemark Group Purchasing, Inc.

The Safemark program, however, is basically a county Farm 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 commitment 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 participation 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 tires and batteries only. However, between now and December, Farm Bureau members can order Safemark steel products: disc blades, rock shares, chisel spikes, twisted spikes and bolts - by contacting their county Group Purchasing chairman or county secretary.

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 memberships." - Tom Wieland, Charlevoix County Farm Bureau President.
1978 Membership Campaign Managers

Frank Schwiederson  
Chippewa

Fred Pershiniske  
Mac-Luce

Richard Wallace  
Hiawathaland

Dan Linna  
Copper Country

Eleanor Honkala  
Iron Range

Gunter Kusig  
Menominee

Ivan Sparks  
Saginaw

Erna Varner  
Midland

David & Dawn Longanbach  
Gratiot

Gerhardt Kernstock  
Bay

Ann Bogart  
Isabella

Terry Rockwell  
Cass

Tom Beal  
St. Joe

Jim Jelinek  
Berrien

Steve Kirklin  
Kalamaesoo

Henry Jennings  
Genesee

Donna & Dave Conklin  
Shiawassee

Bob Kissane  
Clinton

Betty Traver  
Ingham

Marjorie Southworth  
 Eaton

Loren Young  
Mason

Larry Vanderhoof  
Osceola

Herman DeRuiter  
Oceana

Wayne Thompson  
Muskegon

Robert Hollinger  
Newaygo

Duane Wagner  
Lapeer

Janice Rinke  
St. Clair

Reginald VanSickle  
Sanilac

Dave Loonis  
Tuscola

Keith Sturm  
Huron

Nina Wilson  
Livingston

Alvin Goertner  
Monroe

Betty Brodecki  
Macomb

James Vantine  
Oakland

Harold Haeussler  
Washtenaw
“United to Serve Agriculture”

A Michigan Farm Bureau member has personal integrity because he knows he is cared for - and that means well-protected, 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 30, 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.

Renew Your Farm Bureau Dues Today

Why Not “Play It Safe”?
Outgoing Queen Gives Thanks

I had merely touched shoulders with you.
I am glad that I live, that I battle and strive.

For a place that I knew I must fill;
I am thankful for sorrows; I'll meet with a grin
What fortune may send, good or ill.

I may not have wealth, I may 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.

Queen Bunny

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 fantastic 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 year.

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 the loving care they gave my 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 MFR 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 touched shoulders with you!

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

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

LARRY NEIL, C.L.U.,
Agent

HARRY STEELE, C.L.U.,
Agent

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

Congratulations to KEY PERSONS...

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., M. Pleasant
David Adams, C.L.U., Climax
Gerald Davis, C.L.U., Shabbyville
James Doleuzal, C.L.U., Dundee
James Erkine, C.L.U., Freeland
Harold Grevenstuk, C.L.U., Plainwell
Robert Keyes, C.L.U., Traverse City
Al Kramer, C.L.U., Marshall
Norman Lohn, C.L.U., Monroe
Wilbur Lohn, C.L.U., Temperance
Rusty Moore, C.L.U., East Lansing

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 Stack, C.L.U., F.L.M., Lansing
LaVerne Spotts, C.L.U., Flint

FARM BUREAU INSURANCE GROUP
FARM BUREAU MUTUAL • FARM BUREAU LIFE • COMMUNITY SERVICE INSURANCE
Farmers Honored Weekly by FBIG, Radio Network

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:

**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.**

**Week of Oct. 21 -- B.C. (Bev) Vellquette, 56, who runs a large dairy operation of 175 head and manages 1,200 acres of orchards near Kewadin in Antrim County. Vellquette, 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. Vellquette and his wife, Marie, have 11 children.**

**Week of Oct. 24 -- Robert Rottler, 28, who runs a 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 Daytop 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. Rottler and his wife, Nancy, have four children.**

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

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 Department, Michigan State University, East Lansing, Michigan 48824.

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

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 not only meet these 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 diet will include 140 lbs. of beef per person compared with 129.2 now. Milk and egg consumption may show a downward trend.

Livestock production will need to increase the requirements of the mid 1980's. An increase of 60 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 hinge upon increasing production, the use of labor saving equipment and steadily improving efficiency of the agricultural producer. It will require large investments in facilities and the chemical and mechanical tools of production.

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 regulations, more 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 (1-800-424-9633). 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 defaults?
- Would you favor licensing, bonding, government backed insurance, or some other means of protecting against defaults?

You will have until November 20, 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

Infestation Causes Concern

Concern is building in both the domestic and export market over insect infestation 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.

The Federal Grain 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!

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 PROGRAM 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

Name:

Address:
**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.

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**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 of daily necessities and holiday luxuries. Cookies, toys, candles, brooms and dolls and the tole painting of tin-ware 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.

(Phone Courtesy of Greenfield Village)
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 1953 by the English scientist, A.C. Churchill. 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, keeps 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 the growers' and processors' schedules and is relatively inexpensive to grow.

Ken Nye, Horticultural Marketing Specialist
Market Development & Research Division

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 Wackerlies 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.)
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 things we've done for him. We can do them for you, too. Ask the Farm Bureau people.

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: "plant 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 unforeseen 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 combination. "CO-OP water softeners and full-lace insulated boots are available from participating Farm Bureau dealers. CO-OP 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 heavy demand and Farm Bureau crews have been extremely busy. If you need a building, farming or commercial, contact your local Farm Bureau dealer.

Following the generally lower prices of feed grains, so-called economic levels of corn-hog ratios and the corn-milk 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)
Marketing

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 have also been brought about by brands, grades, quality standards, refrigeration, supermarkets, vertical integration, and other forms of contract production, contract buying on specification, more direct buying and by integration of government, labor 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 true for such items as meats, 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, it will probably be a marked increase in contracts calling for tight specifications on volume, 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' demands.

b. Relate the production decisions to marketing needs. Those who do will be rewarded. Those who don't will be penalized. The impatient or those consumers who 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 be accomplished in a government controlled environment that fixes prices up and prices, 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 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 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 to 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 machinery to have an efficiency of 90 percent to 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 viewpoint, no one would doubt that, if a sufficient supply of the commodity can be cornered by the withholding. This is called "assumacy". There are many countering forces that can 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.

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 marketing 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.

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-perishables 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. Semi-perishable 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 withholding. This is called "assumacy". It is a market argument. To market goods is to encounter, such as imports, substitutes, pressure from other areas, and the government action against unfair trade practices and monopoly.

Cooperative Marketing

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

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 marketing 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 to 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 machinery to have an efficiency of more than 90 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 viewpoint, no one would doubt that, if a sufficient supply of the commodity can be cornered by the withholding. This is called "assumacy". There are many countering forces that can be encountered, such as imports, substitutes, production from other areas, and government action against unfair trade practices and monopoly.

Cooperative Marketing

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"I'LL THINK ABOUT RETIREMENT ONCE..."

I'LL GET THAT NEW SECTION OF LAND

THE HOUSE IS PAID OFF

THE NEW EQUIPMENT IS PAID OFF

THE KIDS ARE THROUGH COLLEGE"

Retirement seems like a good thing to put off, especially when so many other things seem so much more urgent right now.

But there are a lot of people counting on you, and they will still be counting on you when retirement arrives. Farm Bureau can help you be ready.

A tax qualified retirement plan offered by Farm Bureau Insurance Group allows you to build for retirement—and do it partly with tax dollars.

Let us help build that future, by setting up just the right plan for your family.

For 1977 Tax Considerations... The Time Is NOW!

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