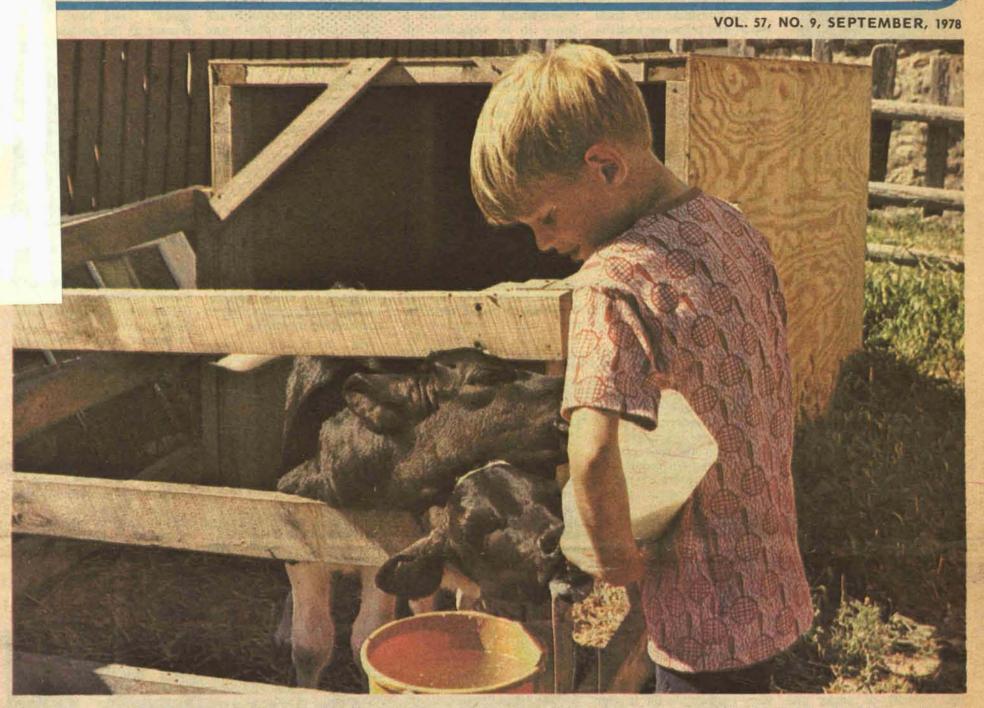


\* Farm News-



Joe Nelkie, son of losco County Farm Bureau President Russell Nelkie, Jr. (see Regional Feature, Page 12), plays an active role in the family dairy operation. If Joe decides to stay in the business, the decisions made by the federal Antitrust Review Commission (see accompanying story and President's Column) could have an Impact on his future. The Nelkies market their milk through MMPA. (Photo by Marcia Ditchie)

### Farm Co-ops, Milk Market Order Program Challenged

A fight to preserve farmers' right to market through their cooperatives is currently being waged in Washington, D.C. where a federal Antitrust Review Commission is looking into allegations that some large farm co-ops have used their muscle unfairly to enhance food prices and cut out competition.

In January of 1977, the Justice Department's Antitrust Division issued a report on milk marketing in which questions were raised about co-ops, including the possibility of reshaping the Capper-Volstead Act of 1977. In a series of public hearings held this summer, those testifying included the National Milk Producers included the Federation and the National Council Farmer of

Cooperatives. The NMPF presented an analysis of the role the Capper-Volstead Act and cooperative marketing play in agriculture and the dairy industry, and of the importance of the federal milk market order program.

The National Council of Farmer Cooperatives recommended that an independent commission study milk marketing and farmer cooperatives - if the Commission concludes that further study is necessary. NCFC Vice President Donald E. Graham said that members of such a study commission should be selected from among responsible consumer, farmer and middleman interests, and not from the Federal Trade Commission, Agriculture or Justice Departments.

Graham concluded that if the Justice Department were truly interested in fostering effective competition in food marketing, it would encourage farmers to use cooperatives more, since that would inject more competition to the benefit of producers and consumers alike. "Instead," he said, "Justice seems to be attacking cooperatives because it receives a distorted vision from its limited exposure rather than for sound economic reasons."

In a joint letter to President Jimmy Carter, the American Farm Bureau Federation, National Farmers Union, National Council of Farmer Cooperatives, National Grange and National Milk Producers Federation, the groups outlined their mutual concerns regarding the Commission. "Given the critical problems faced by agricultural producers in obtaining fair prices for food and fiber, and the lack of marketing strength demonstrated by the frequent declines in prices received by farmers, we believe the Commission's limited time could be spent much more productively on other issues."

Secretary of Agriculture Bob Bergland also testified before the Commission. A former farmer and co-op member, he said: "My own view, which I believe is wellsupported by history, experience and research, is that the Capper-Volstead Act and our marketing order system are in no need of statuatory modification." It's our Future at Stake--Defend it!



Any time two or more farmers get together today, the topic of conversation is certain to turn to the farm income problem and how best to solve it. And while we discuss and debate this issue, there's a small group sitting in Washington, D.C. whose decisions could severely weaken our chances of obtaining a fair price for our commodities.

That group is the National Commission for the Review Antitrust Laws and of Procedures. It has been directed by President Carter to study and make recommendations for procedural reform in the area of antitrust legislation -- and also to review antitrust exemptions and immunities.

Prompted by the Justice Department, this group has decided to zero in on the limited immunity the Cap-per - Volstead Act gives farmer-producers to organize cooperatives, and the milk market order system.

A thorough and unbiased study in this area would be good, I believe, in that it would underscore the benefits of farm cooperatives to both consumers and producers and further justify the immunities we now have. However, the chances that such a study would be either thorough or unbiased are small.

From the Desk of the President

The Commission's final report and recommendations are due at the White House in December. In that short a time, can a group of people none of whom has any real knowledge of agricultural economics - comprehend and make objective decisions in an area as complex, for example, as the federal milk order system? Can they fully understand and appreciate between now and their report due date - the inequality in bargaining power that exists in farm product markets unless farmers can use their cooperatives?

And what are the chances of such a report being unbiased? Let's take a look at this Commission, its staff and advisors:

The Commission staff person heading up agricultural exemptions and immunities, an economist with the Justice Department, has for more than four years engaged in activities attacking farmer cooperatives and milk market orders and was a principal government witness in a recent Justice action against a dairy cooperative. Two of the Congressmen on the Commission introduced bills which, if they had been enacted, would have seriously weakened farmer cooperatives. One of the attorneys appointed to the

commission is plaintiff counsel in a case against a dairy cooperative. And even those members of the Commission who have a desire to be objective are fed constantly anticooperative materials by the Justice Department staff (who would like to see administration of the Capper-Volstead Act in their department rather than the better-suited USDA).

A farmer alone has almost no bargaining power when he sells his product; he's a helpless price-taker. But when he joins with other farmers, group action enables farmers to overcome this state of helplessness and have some influence on the prices of their products. Cooperatives are an instrument to raise farm income and to improve the farmers' well-being by correcting or alleviating their market or competitive weaknesses.

But, there's more to the farm income picture than the prices farmers receive for their products; there's also production costs to be considered and the availability of goods farmers need to produce the nation's food and fiber. In that area, too, cooperatives have been vital to farmers. Here's just one example:

In the early 1970's, there was a shortage of fertilizers, particularly phosphates. In 1972, under Phase II of the Economic Stabilization

Program, export sales of fertilizers were not subject to price controls, but domestic sales were. Profit-seeking corporations were able to sell triple superphosphate and diammonium phosphate fertilizer for \$50.82 and \$75.77 per ton on the export market. CF Industries, a farmerowned and farmer-controlled cooperative, owns and operates phosphate fertilizer manufacturing facilities and was selling its product to its farmer cooperative members for \$42.35 and \$58.30 per ton. If CF Industries had contributed to this artificial shortage of fertilizer phosphates by selling on the export market, it would have made millions of dollars on export sales. Instead, it allocated its entire production of phosphate materials to cooperative members.

We need our farmer cooperatives, both for selling and for buying. Much of the efficiency for which the American farmer is renowned today has been provided through his cooperatives. Now that freedom to sell and buy cooperatively is being threatened.

The time to protect that freedom is now, before the decision-makers in Washington take it away. Spokesmen for some of the cooperative organizations we belong to have already testified, very eloquently and knowledgeably, before this

Commission. But you, as an individual farmer, also have opportunity the and responsibility to stand up and speak - and have an influence on the decisions that will be made. There are several things you can do:

1. Write to your Congressmen expressing your concern regarding the qualifications of this Commission to make knowledgeable recommendations in the area of farm cooperatives and milk market orders. Tell them what farmer cooperatives mean to you personally, and that the Capper-Volstead Act does not need to be modified.

2. Plan now for expanded October Co-op Month ac-tivities that will result in a better understanding by the public of the benefits of farm cooperatives to both producers and consumers. Write to the Michigan Association of Farmer Cooperatives, P.O. Box 30960, Lansing 48909, for ideas and materials. Work with your local co-ops in conducting houses and open informational meetings.

The theme of Co-op Month 1978 is: "Cooperatives --Democracy in Action" - an excellent description, but one which must be explained to Washington politicians and the general public. Let's use this opportunity to step up our efforts to vigorously defend our cooperatives. It is our future at stake.

Elton R. Smith

#### **Peaks and Valleys -- The USDA and Carol**

Have you ever noticed that awards because many of you on Worker's Compensation life consists of peaks and valleys (sometimes even pits)? How when you're "flying high" something happens to bring you back down to earth again? The most you can hope for is more peaks than pits . . .; if you were never in the pits, you couldn't really appreciate the peaks!

I recently experienced a peak-to-pit ride that was more traumatic than any I've had since a pimple popped out on the end of my nose on prom night. Michigan hosted the American Farm Bureau **Federation Information** Conference in early August -and how proud we were to show off the beautiful Traverse City area to our outof-state guests! And now proud we were to have Michigan win four of the 13 awards that were presented by the AFBF for outstanding individual information efforts.

Talk about flying high! There's nothing like national recognition of your work to feed the always-hungry ego of creative people and stimulate them to do even more. I'd like to tell you about one of those

were responsible for it. Our

won the "Best Feature Story" FARM NEWS special article award and, if you remember,



"I'D LIKE SOMETHING THAT'LL MAKE THESE LOUSY WEEDS SUFFER BEFORE THEY DIE!"

our visits with you and your willingness to share your experiences made it possible for us to write this story. It would not have been an award-winner without PEOPLE!

The peak was so high, I almost needed an oxygen mask! . . . . And the pit that awaited me back in Lansing was deep and dark. A valley I could have handled; a pit after a peak was . . . well, my kids could never talk me into riding a roller coaster. It was a column by an editor of a weekly newspaper who called my work "bleatings," of-fending, biased, one-sided, and concluded that I looked like the south end of a horse facing north.

After all my experience in the bruising world of com-munications, I thought my skin had toughened, but ... WOW! . . . I'm bleeding yet! One consolation: maybe it will make me appreciate the next peak even more. While I'm waiting for it, I keep reading, over and over, the anonymous saying that hangs on my office wall over the typewriter: "In a way, to be criticized is to be complimented; it shows that you



were doing something too important for the critics to ignore."

A more palitable column was written by Dick Orr in a recent issue of the CHICAGO TRIBUNE:

Baughman, Ken Democratic candidate for Congress from the 21st Illinois District, says that if he is elected he will try to have the USDA moved from Washington to Farmer City in Dewitt County. He said he's serious about it.

"The Department would be located out in the country with the corn and soybeans where it symbolically belongs, Baugham said. The name of Farmer City would serve as a reminder to the nation that the USDA is to serve farmers and (Continued on Page 15)

# A NEW CONCEPT

FOR LIGHT-DUTY TRUCKING

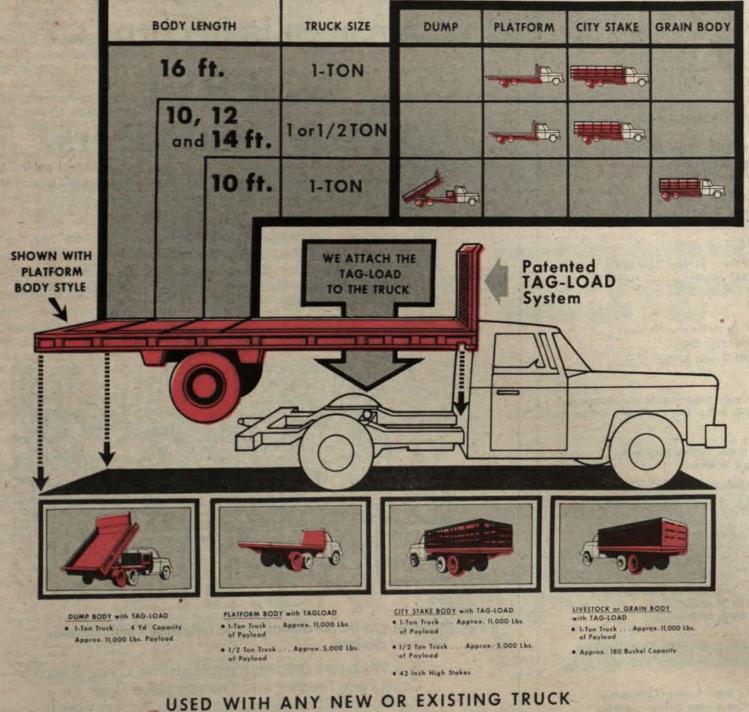
### DOUBLES LOAD CAPACITY

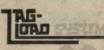
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- LOAD VERSATILITY WITHOUT HAVING TO BUY A LARGER TRUCK
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- QUICK COUPLING OF ANY BODY STYLE .
- EXCEPTIONAL ROAD-HUGGING STABILITY .
- SUPERIOR HANDLING CHARACTERISTICS ... NO PIVOTING .

### **Available Body Styles**





#### **Groups Oppose School Lunch Transfer**

Higher prices for school lunches and reduced participation in related child nutrition programs could be the result of a Senate proposal to transfer child feeding programs now located in the Department of Agriculture (USDA) to a new, cabinet - level department, say members of the so-called Save School Lunch coalition.

The coalition consisting of Washington-based producer, processor and nutrition organizations argue that the transfer demonstrates "little understanding of the kinds of problems they may be creating for the school lunch program, other feeding programs, and for the children who presently benefit from them."

Erosion or elimination of the commodity distribution system, an integral part of child feeding programs under USDA administration, could mean higher prices in the school lunch room the coalition says. The com-modity distribution system provides a domestic outlet for agricultural products and surpluses at a low cost to the Producer program. representatives representatives in the coalition fear that the new Department of Education may view continuance of the USDA distribution system too bothersome.

In a joint letter to the Senate Governmental Affairs Committee, the coalition cites studies showing that for every 1 cent increase in the lunch price, 1 percent of the paying students drop out of the program. Lower par-ticipation of paying students will then result in even higher

lunch prices, the group contends. "It's a vicious cycle," the coalition concludes, "that will threaten the existence of school lunch programs in schools that are already financially hardpressed.

According to an American Farm Bureau Federation spokesperson, the farm organization has been watching the progress of Senate Bill 991 closely and supports the efforts of the Save School Lunch coalition to block transfer of the lunch program. However, said the spokesperson, AFBF op-position to S. 991 goes further.

The full scope of that bill, introduced by Senator Abraham Ribicoff (D., (D., the Conn.), authorizes establishment of a separate Department of Education and would transfer the administration of existing federal programs related to education to the new department.

### **AgriPac Schedules First Fund-raiser**

Agri-Pac, the political action arm of the Michigan Farm Bureau, has scheduled its first fund-raiser with proceeds to help elect designated "Friends of Agriculture" in the 13-county southeastern portion of the state. Under the leadership of AgriPac member, George Robb of Livingston County, the fund-raiser will be held September 9 at the 4-H Building, Fowlerville fairgrounds, from 11:30 a.m. to 3:00 p.m.

The event will begin with a pancake and sausage Ince event will begin with a pancake and sausage luncheon at \$5 per person, with opportunity for Farm Bureau members to personally talk with "Friends of Agriculture" political candidates and the farmer-chairman of the House Agriculture Committee. B. Dale Ball, Director of the Michigan Department of Agriculture, will be the speaker.

Tickets for the fund-raiser are available from selected persons in each of the 14 counties involved: Hillsdale, Genessee, Ingham, Jackson, Lenawee, Livingston, Macomb, Monroe, Oakland, Shiawassee, St. Clair, Washtenaw, Wayne and Lapeer. Farm Bureau members outside the 14-county area who wish to attend may order tickets from the Public Affairs Division, Michigan Farm Bureau, P.O. Box 30960, Lansing 48909, phone: 517-323-7000

AgriPac fund-raisers are also being planned for other parts of the state to help elect "Friends of Agriculture."

### What's Happening . . .

| September 7   | District 8 Farm Bureau Women's<br>Fall Council Meeting   |
|---|--|
|   | Camp Monroe,   |
|   | St. Louis  |
| September 8   | District 10 Farm Bureau Women's  |
|   | Fall Council Meeting   |
|   | Grayling   |
|   | The second second second second second   |
| September 8-9   | 4-H Livestock Achievement, MSU   |
| September 11  | District 9 Farm Bureau Women's   |
|   | Fall Council Meeting   |
|   | Wexford County   |
| Santamber 10  |  |
| September 12  |  |
|   | Fall Council Meeting   |
|   | Teal's Restaurant,<br>Mariette   |
|   | That follow  |
| September 13  | and a rain borego romens   |
|   | Fall Council Meeting   |
|   | Hillsdale County Office,   |
| Sun alter at  | Hillsdale  |
| September 14  | District 1 Farm Bureau Women's   |
|   | Fall Council Meeting   |
|   | Van Buren County Off   |
|   | county Office,   |
|   | Paw Paw  |
| September 15 -<br>Jackson Counti<br>details.)   | Paw Paw<br>Solid Waste Management Tour Ingham-Eaton-<br>ies (Contact Eaton Co. Extension Office for  |
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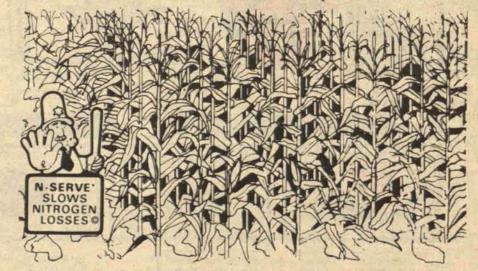
Horticulture Building, MSU

9:30 a.m. - 3:30 p.m.,

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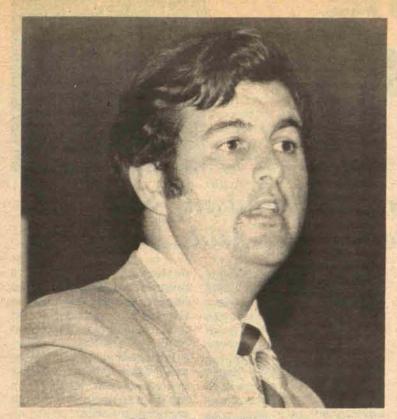
B & W Co-op-Breckenridge, Buchanan Co-op, Elkton Co-op Farm Produce Co., Farmers Co-op Grain Co.-Kinde, Smith Brothers-Lake Odessa, Lapeer County Co-op, Leslie Co-op, Biniecki Brothers-Maybee, Farm Bureau Services-Mt. Pleasant,

St. Clair McComb-Richmond, Farm Bureau Services-Yale.



Ask The Farm Bureau People!

### **Conferees Evaluate Michigan Tax Proposals**



**DR. DOUG ROBERTS** 

According to Dr. Doug Roberts, Michigan Department of Management and Budget, Michigan's "taxpayer revolt" could backfire and actually increase the total tax burden on landowners, small businesses, senior citizens and renters.

Roberts joined speakers from the Department of Natural Resources, Department of the Treasury, Michigan State University and the Michigan Chamber of Commerce to discuss land use and taxation at the Michigan Farm Bureau sponsored Land Protection and Property Tax Statewide Conference on August 1.

In his afternoon presentation, Roberts warned that the Tisch, Headlee and Voucher amendments are not truly tax cuts, but rather represent a tax shift. Only the Headlee amendment, said Roberts, actually attempts a genuine tax limitation.

genuine tax limitation. "In my opinion," said Roberts, "the Tisch proposal has two elements which do in some way limit taxes. It does decrease assessed property values from 50 percent to 25 percent and does limit the maximum state income tax rate to 5.6 percent or an additional 1 percent increase. However, there is nothing in the Tisch that limits state spending, therefore, the state Legislature, by a majority vote, could increase all other taxes."

Roberts referred to the possible extension of the sales tax to include items now statutorily precluded from taxation such as professional services. Increases in the Single Business Tax could also be voted by the Legislature to recoup part of the 1.75 billion dollars lost in property tax revenues. Although he considered it unlikely, Roberts reminded the conferees that the agricultural exemption from SBT was a statutory exemption and could be reinstated. "There is not a limit on the total taxation power of the state Legislature" mandated by the Tisch amendment, Roberts said.

If adopted by the voters, the Tisch amendment would have ramifications for farmers participating in the P.A. 116 land use program. "Each farmer will have to judge for himself whether the tax shift will make him a winner or a loser," said Roberts. "Each farmer should look at his taxable income and see what a 2 percent increase in income taxes would mean. The farmer must take into account whether he is a

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POSTMASTER: In using form 3579, mail to: Michigan Farm News, 7373 West Saginaw Highway, Lansing, Michigan 48909. member of the Farmland and Open Space Act, which provides substantial property tax relief, as well as the general property tax credit available to all homeowners in doing his calculations. Some will be winners, some will be losers and each farmer will have to chose for himself whether or not this tax shift will benefit him."

The Headlee amendment, on the other hand, said the analyst, has never claimed to provide a tax cut. The proposal would require the state to limit the collecton of all tax revenues at the current 9.4 percent level in relation to the total personal income in the state. In effect, the Headlee amendment is a limit on state spending by limiting the percentage of overall state revenues. Roberts explained that tax increases are allowable under the Headlee proposal, but the average increase in any unit of government may not exceed the rate of inflation as reported by the Consumer Price Index. Within that governmental unit, however, individual

property tax increases may actually rise above the CPI percentage.

Essentially, the Voucher amendment is offered as an option to financing Michigan schools. By eliminating all operational millage, the voucher system would cut property taxes by approximately 52 percent, but, warned Roberts, the voucher plan would generate problems similar to the Tisch amendment and would, in effect, diminish local control of schools.

Dennis Hall, who manages the Farmland and Open Space Preservation Act program, agreed that there is a possibility that the Tisch amendment would mean less participation in the program, which gives property tax breaks to farmers who agree to keep their land in farm production.

If property taxes are cut, said Hall, growth of the program is likely to experience some short term lag. "If property taxes go down, there is obviously not a need to participate, although there are other benefits from participation in the P.A. 116 program that may not be directly associated to it. For instance, the farmer who participates is automatically exempt from special assessments for sanitary sewer, light and non-farm drainage and in an urbanizing area, the farmer may need that assistance."

Reacting to the potential impact of the proposals on agriculture, Ingham County Farm Bureau President Charles Wilcox expressed concern for the future tax burden that farmers will have to carry. "It appears that under any one of the three tax limitation proposals farmers could end up paying more taxes. Particularly under the Tisch amendment, tax incentives to participate in the P.A. 116 land use program would be weakened and farmers would also lose the Homestead Property Tax credit. Add to that a probable increase in income taxes at the state and local level and there you have it. . . Farmers could lose whatever property tax relief they have had in the past."



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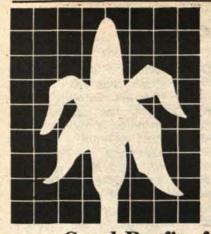


Production Gredit Associations of Michigan



nn

FARM NEWS



Marketing Outlook



#### **Good Profits for Growers**

The good news is that we have a large crop of apples this year and that prices will return a good profit to growers. Where is the bad news? At this point, there is none.

Our estimated production is set by the USDA at 18.3 million bushels. This is a large crop but certainly not overburdening.

Red Delicious varieties make up a large portion of the increase over the last two years. Most of these Delicious will be sold through fresh channels where apples have been moving well at good prices. If 45 percent of our total production is sold fresh,

ANATOMY

**OF** A

PRICE

**Part I: Demand** 

By: Dr. Paul Kindinger

**Michigan Farm Bureau** 

**Market Development** 

**Research Div.** 

Director

which is our three year average, then the total supply for processing will be about the same as in 1974 and less than in 1972.

Processors are anxious for raw product. Most inventories are in good shape and the juice market has been very strong. We easily have the capacity to process this crop.

One big problem will be in quality harvesting of the crop. Unless we have an excellent fall season, it looks doubtful that we have an adequate number of pickers for harvest. That may be the bad news.

by Ken Nye

### Farm Bureau Presidents Call for 30 Percent Set-Aside in '79

The August 11 crop report indicates a repeat of the disasterously low grain prices, which battered American farm incomes in 1977, is in store for farmers faced with built-up reserve stocks and bumper crop predictions.

Meeting in Manhattan, Kansas on August 11, ten Farm Bureau presidents of the Midwest region expressed alarm at the impact of the USDA crop report and renewed their previous demands for an effective 30 percent minimum set-aside for feed grains in the 1979 program.

Representing farmers in the ten-state Midwest grain belt, the farm leaders charged that hoped-for participation in this year's set-aside never materialized because the program was announced late and was confusing to most farmers. The group emphasized the need for an official announcement of the 1979 setaside program with sufficient incentives to assure broad participation in the 1979 program, and called upon Secretary of Agriculture Bergland to announce next year's program by September 15.

In related action, the state presidents denounced any move to reopen the 1978 loan program to those who did not participate earlier.

There has been some speculation in Washington that the 1978 loan program may be extended to farmers not currently signed up in the set-aside and loan program.

Everybody has heard of "supply and demand." Start talking about the economy or prices and supply and demand almost automatically become part of the conversation. Generally people understand that it is the interaction between supply and demand that creates price, although even this is questionable at times. In order to gain a better understanding what makes up a price, it might be well if we simply review, piece by piece, some of the major components that actually go into making a price. Like any anatomy course we will examine our specimen (price) one piece at a time before we put all the pieces together. Let's begin by examining demand.

Webster's dictionary and most economists define demand in several ways. Effective demand is the willingness and ability to purchase a commodity or service. Simply stated, the customer walks in a store, picks out the product he wants and then pays for it. All of us have wants and desires that are not immediately attainable. That's what distinguishes them from effective demand. It is not until we actually lay out the cold, hard cash that our wants and desires are truly expressed in an economic sense. Thus, part of understanding demand is that understanding that it involves some conscious efforts, rational choices and a commitment of resources (namely money) on the part of a consumer. We will discuss later what factors go into making such a choice.

Mr. Webster and most economists have also outlined a law which describes how you and I are supposed to behave. The law of demand simply states that consumers will buy more at lower prices. Conversely, as prices rise, less product or service will be taken at that given point in time. Generally speaking, as the consumer uses additional amounts of a commodity, satisfaction or pleasure derived from each additional unit, decreases. In economic terminology this is referred to as the law of diminishing marginal utility (just in case you're interested).

It is important to realize that demand can only be measured when we specify a time period and location. It's like taking a picture on vacation . . . you don't take one picture of the entire vacation, rather you have a series of snapshots to depict the trip. Similarly each of us has a certain demand for a product at a given time and place. Of course, if we take enough pictures of individuals and add them together, we get some idea of the total market demand for a certain product, at a given point in time.

An individual's demand for a product is a function of many different factors. It would be impossible to list all of them since there are probably as many as there are individuals in the world. However, some of the major determinants can be categorized as follows: Income, personal tastes and preferences, whether or not substitute products are available and artificial restrictions.

Income obviously influences demand. The more income the fewer restrictions on effective demand. Most of us, however, must live within certain budget constraints. If we all had an unlimited income and time to enjoy it, I'm quite certain most of us would operate a little differently. But limited income causes us to choose between various alternatives and places boundaries on our consumption patterns.

Some items are necessities and therefore, must be purchased in order to sustain life. Food is a good example. Housing or shelter, clothing and transportation are further examples of things which are generally given rather high priority in the individual or household budget.

Even for those items classified as necessities, however, personal tastes and preferences may influence demand. Not everyone lives in the same type of style of home, drives the same make, model and color of automobile nor eats the same kinds of varieties of food. The same is true for clothing, toothpaste, gasoline, etc., etc. Thus, your tastes and mine have a dramatic impact on the "demand" for any given product. Similarly, when a product has many close substitutes,

Similarly, when a product has many close substitutes, consumers are given a wider range of choice and thus, they have more bargaining power. Compare the above situation to one where only a single product will fill a particular need. In that case the consumer has little choice but to accept the product and conditions of sale. This obviously affects the way any given product is viewed.

It may also be possible that two products are compliments. Like a steering wheel and an automobile or cereal and milk, things that are normally consumed together. In this case, the demand for one is directly tied to the other product.

Artificial restrictions come in a variety of forms. They might be quantity restrictions where you must buy a certain amount of products and no less. They could be caused by government regulations, licensing or legislation. Certain drugs, doctors services, chemicals, etc. fall into this category. There are a number of ways the demand restrictions are enforced, but the end result is the same. These limitations of demand are normally designed to protect the welfare of potential consumers.

Demand . . . A complicated subject because it involves people. The discussion here was merely designed to examine some of the more salient features of demand. So the next time you discuss demand perhaps you will remember some of the considerations outlined in this article.

Next time we'll examine another component of price: Supply.

### The IRS and You

#### by Jack H. Anderson Marketing Specialist

If you are like most taxpayers you make it a point to avoid confrontations with the Internal Revenue Service. This reluctance to do battle is understandable. Unless you hire someone to represent you, you're forced to match your laymen's knowledge of tax code against that of IRS agents. And they'll put up a good fight, make no mistake about that.

Most taxpayers who take their cases all the way to court eventually go home as losers, whether they have professional help or not. On the other hand, sometimes the underdog wins. Taxpayers contesting IRS opinions in the U.S. tax court win outright about 10 percent of the time and manage to wrangle compromise decisions, meaning the court finds merit on both sides of the case about 30 percent of the time. When cases are appealed to a higher court, taxpayers win nearly 20 percent of the time. Those are the odds you face when you tangle with the IRS.

But statistics on court decisions are only a small part of the story. A far greater number of cases in fact, 97 percent of all taxpayer - IRS disputes - are settled by compromise and mutual agreement long before they reach a courtroom. They are decided within the administrative appeals procedures set up by the IRS. If you want to fight, that's where you'll start.

#### You and the Auditor

The first step signaling an official disagreement between you and IRS is the audit.If you decide during the course of the audit that you disagree with the auditors position, you can ask to meet right away with his or her supervisor. If you can't get a more favorable ruling that way, you can go home and wait for a letter of deficiency which will permit you to take your case directly to the U.S. Tax Court or you can pursue your appeal within the IRS. Most people try the IRS route first.

DISTRICT CONFERE-NCE: Now, District Conferees can weigh the hazard of litigation for cases in which the disputed amount of tax doesn't exceed \$2500 in a single year. This increased authority has made more compromises possible at the district level and most disputes are settled there.

APPELLATE CONFE-RENCE: This is as far as you go within the IRS. Normally appellate conferences are convened only if a dispute involves a major question of law. Most taxpayers hire an accountant or a lawyer to do their negotiating at this level.

THE COURT SYSTEM: You can wait until you've exhausted the administrative procedures available, or you can abandon the IRS appeal route anytime after the audit and take your case to court. There are three courts enpowered to hear tax cases: 1) U.S. Tax Court. 2) U.S. District Courts. 3) U.S. Court of Claims.

HOW TO IMPROVE YOUR CHANCES: Preparation for your battle should begin before the initial audit. The letter you receive from IRS will generally indicate the areas being questioned but the auditor doesn't have to limit the examination to those items. You should review your entire return. During the audit, don't volunteer more information than you are asked for. If the auditor raises a point you didn't anticipate, you needn't fumble for an explanation. Remember, you don't have to decide whether you agree or disagree with the auditor at the meeting.

If you're not sure of what you should do, wait for the auditor's report and study it in a more relaxed atmosphere at home. Then you can plan your approach. The first consideration should be strictly a practical one: how much time and money are you willing to devote to a dispute if the best you can realistically hope for might be some sort of compromise agreement? If you decide an investment of time and money would be worthwhile, invest them wisely.

MONEY: Spend some for a consultation with an accountant and an attorney who specializes in tax manners.

TIME: If you plan to handle your own case, your time would best be spent studying on the issues involved.

#### The Decision Is Yours

At every step of the appeal process, you'll have to decide whether you want to continue to the next. Time and money will always be major considerations. If you stick with it and your case involves a question of law that a court must arbitrate, the dispute could stretch on for years. That helps explain why so many taxpayers decide to settle for a compromise somewhere along the way.

For further information on dealing with IRS problems, or information on investment credit for farmers, contact the Market Development and Research Division, Michigan Farm Bureau, P.O. Box 30960, Lansing 48909, phone: 517-323-7000.

### Michigan Beef Cook-Off Contests are Held



Beef recipes are always winners, especially if the recipe is one of the five finalists in the 4th Annual Michigan Beef Cook-Off. Mike Rogers, MFB Broadcast Services manager (far left), Phyllis Brokaw, microwave instructor for Lansing Community College, and Carl Olson, free-lance writer, were semifinalist judges in area competition recently. Semi-final judging was conducted at four other Michigan locations.

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CAPITOL REPORT Robert E. Smith

(Ed. Note: Due to mid-month deadlines for publication in the Michigan Farm News, legislative reports reflect the status of legislation at that time. Significant changes which occur after the third week of each month will be reported in the next issue of the FARM NEWS.

#### crease. About \$74.7 million has already been appropriated for the fund. It is expected that fund will contain about \$168 million by

**PRESENT & FUTURE** 

#### **RECENT MAJOR** TAX CHANGES

Lansing

PROPERTY TAX REFUNDS - "CIRCUIT BREAKER" (P.A. 20, 1973) property tax relief is based on income for homeowners and renters. Farmland is included due to an amendment supported by Farm Bureau. The rebate from the state for those under 65 years old, is 60 percent of the difference between 3½ percent of household income and the property tax. For those over 65, and refund is 100 percent of the difference. (A sliding scale formula based on income under \$6,000 is involved,) there are also special provisions for certain veterans, blind, totally disabled, etc. Many elderly, disabled, etc. are refunded all of their taxes. Renters can base their tax relief on 17 percent of the rent they pay. The program results in as much as one-third to one-half or more in property tax relief, depending on income. Originally the limit for the rebate was \$500, but a Farm Bureau supported bill as part of the Single Business Tax package of bills, increased that limit to \$1,200.

THE FARMLAND AND OPEN SPACE PRESER-VATION ACT (P.A. 116, 1974) provides additional tax relief for farmers who contract with the State to maintain the land in its present use for at least 10 years. In return all property taxes on farmland in excess of 7 percent of household income are refunded by the State. The property is also exempt from certain special assessments (sewers, water, lights, and non-farm drainage). A farm-er is eligible for both tax relief programs; however, the tax refund cannot exceed the amount of the tax! The program for open space land is somewhat different.

SINGLE BUSINESS TAX -Farm Bureau supported the legislation to exempt farmers from this tax.

THE PROPERTY TAX REFUND PROGRAM (Circuit Breaker, P.A. 20) has been amended to exempt from household income the premiums paid for health and accident insurance, (such as Blue Cross). The exemption includes amounts also deducted from social security or railroad retirement benefits for Medicare premiums or contributions made by an employee to life, accident or health insurance plans.

INHERITANCE TAX, H.B. 5552 has passed with important changes in Michigan's inheritance tax.

It exempts monies received by a surviving spouse from a "survivor benefit plan, an annuity, retirement plan, or pension."

S.B. 1447 and H.B. 6388, supported by Farm Bureau, are pending before the Legislature. They would make Michigan law compatible with the new Federal estate tax law.

PROPERTY CLASSIFI-CATIONS, H.B. 4570 has passed and adds developmental real property" classification. It applies to "parcels containing more than 5 acres without buildings or more than 15 acres and whose value in sale exceeds its present value in use." It may include Farmland or open space land adjacent to a population center or farmland subject to several competing valuation influences.'

The intent is that other property would not be subject increased valuation because of property sold for development purposes.

Other property classifications are: agricultural, commercial, industrial, residential, and timber cut-over. Property classifications have been used for several years. PROPERTY MAI

MAINTE-NANCE EXEMPTION, (P.A. 25, H.B. 5417) Assessors "shall not consider ex-penditures for normal repairs, replacement and maintenance in determining true cash value . . . until property is sold." It applies "to residential property only" and includes painting, siding, roof, porches, drives,

storm windows, etc., BUDGET STABILIZA-TION FUND - Michigan's

In 1977 the Legislature created a Budget Stabilization Fund. The idea is to save for a "rainy day." The purpose is to set aside funds during good revenue years to be used during years of declining revenues, thereby avoiding a tax in-

the 1979 fiscal year. LEGISLATIVE PROPOSALS AGRICULTURAL LAND ASSESSMENT, S.B. 1271 is now on third reading and ready for final Senate action. It amends the cash value section of the assessment law to require that "The determination of true cash value of agricultural property shall be made upon the computation of the present economic in-come of farm structures on the land and the earning capacity of the land while being farmed as indicated by the capitalization of net income or productivity ratings of the property. The capitalization rate shall be certified annually by the state tax commission as the rate of interest prevailing on farm loans by the Farmers Home Administration as of January 31 of each year."

Much of this language on "economic income of the structures and land" has been in the law for some time. The new part is the requirement that the value be determined b y "capitalization of net income

or productivity rating." PROPERTY TAX NOTICE, S.B. 1545, requires notice to the property owner regardless of the amount of assessment increase. It further amends the present law by also requiring notice of "tentative" equalization equalization factors and state equalization values. The taxpayer must also be notified on how to appeal to the local Board of Review and State Tax Tribunal. This has passed the Senate and is now in the House.

EQUALIZATION BY CLASSIFICATION, H.B. 4076 has passed the House and would require each classification of property to be equalized separately. Presently some properties can be badly overassessed while other are underassessed.

BALLOT MILLAGE, S.B. 1546 would prohibit combining the renewal of existing millage for school or other purposes with any new increase on the same ballot. For example, if a unit of government has millage that must be renewed and also is requesting additional millage from the voters, the two issues cannot be combined but must be voted on separately. It is now on third reading in the Senate.

MILLAGE LIMITS

BECAUSE OF EQUALIZED ASSESSMENT INCREASES, S.B. 1543 tightens the present law considerably and would prohibit a unit of government from taking advantage of an increased state equalized valuation by using the same rate of millage and thereby receiving more revenue than would be realized if the state equalized valuation had not increased. In order to receive such additional revenues, the unit of local government governing board must vote to apply the millage to the increased state equalized valuation and the public must be notified. **CONSTITUTIONAL PRO-**

**MICHIGAN'S TAX SYSTEM** 

POSALS

Three Constitutional amendments on taxation issues are expected to be on the ballot in November as a result of petition drives by various groups. The following is a brief analysis of each.

TAX LIMITATION proposed by "taxpayers United, Inc." but known as the "Headlee Proposal" the intent is to:

--Limit the total of all state and local taxes

-Total state revenue could not exceed in any one year the 1978-79 State Revenues

1977 Personal Income

equals Limit

Multiplied by the personal income of either the prior year or the average of the three previous years, whichever is greater. The estimated limit is 9.15 percent to 9.48 percent.

-If revenues exceed this limit by 1 percent or more, the excess must be refunded on a pro rata basis. Less than 1 percent would be transferred to the Budget stabilization Fund.

-Additional revenues could be obtained in an emergency for only one year. The Governor must declare an emergency and it must be approved by 2/3 vote of the Legislature.

-The state could not reduce the state's share of costs of local government services required by state law. The state must fund any new requirement.

-State could not reduce the proportion of state spending in effect in FY 1978-79 going to all local government units taken as a group.

-Limits rate of increase of the yield of local property taxes to rate of increase of the Consumer Price Index. However, new construction and improvements would be subject to the full levy the first year.

--Limitation does not apply to levies for servicing existing bonds or debts or to

debt approved by the voters. This is necessary in order to sell bonds.

TAX CUT, The "Tisch Proposal" is mainly directed at the local property tax but it would also have considerable impact on state government operations. The intent is to:

--Limit assessments, as equalized, to 25 percent of value (presently 50 percent). -Limit assessed valuation

increases to 21/2 percent a year.

-Limit state income taxes to 5.6 percent (presently 4.6 percent).

--Permit K-12 school districts to impose up to 1 percent income tax for 10 years at a time if approved by the voters.

--Prohibit the state from requiring new or expanded activities by local government and schools unless fully state financed.

-Prevent shifting of expenditures to local governments unless fully state funded.

-An election is required to levy any local tax or tax increase not authorized before passage of amendment.

-If the base of an existing tax is broadened, the tax rate must be cut to yield no more revenue than before.

-The 15 (or 18) and 50 mill limitations in the Constitution shall apply to all debt except that approved by the voters, (except debt outstanding at time of ratification).

"VOUCHER" Proposal -This was promoted by "Citizen's for More Sensible Financing of Education." The membership is composed primarily of parochial and other private school interests. The amendment would:

--Prohibit the use of property taxes for local school operation, intermediate districts, vocational education and special education purposes. -Require the Legislature to

"establish a program of general state taxation. . ." to replace the lost revenue.

-Require the Legislature to provide for the issuance of an educational voucher to each child" to be "applied toward the cost" of education in the "state approved" school of the parent's or guardian's choice.

OTHER CONSTITUTION-AL PROPOSALS -- The Legislature has 2 or 3 tax reform proposals under consideration for submission to the voters in November. In order to put a constitutional amendment on the ballot, the Legislature must act before September 8 by a 2/3 vote in each house.

# **NATIONAL NOTES**

#### **Foreign Investors** to Report

#### **U.S. Farmland**

#### Holdings

The Senate, August 11, passed a bill (S. 3384) that would require all foreigners who own U.S. farmland, or buy it in the future, to report their holdings to the

Secretary of Agriculture. Under the Farm Bureau-supported bill, the Agriculture Secretary would be required to analyze information gained from the reports and submit annual reports to the President and Congress on the effects of the foreign investment.

The real estate transactions covered would in-clude direct sales, leaseholds of five years or longer, land sales contracts and options to buy. The bill defines agricultural land as any land used in production of agricultural commodities, including forestry products.

Failure to file the required reports, or if such reports contain false information, would subject foreign farmland buyers to a fine of up to 25 percent of the fair market value of the land as determined by the Agriculture Secretary.

Senator Herman Talmadge (D., Ga.), sponsor of the bill, told Farm Bureau News in a recent interview that foreign investment in U.S. farmland is seen as a good buy. He noted that foreign investors had acquired 6.3 percent of all farmland in a single county in his home state of Georgia in

the past year and a half. USDA Chief Economist Howard Hjort said that required reporting on foreign investments in U.S. farmland is premature because USDA and others in government have not yet completed surveys ordered in 1976.

Those surveys are intended to pin down the amount of land owned by foreigners and whether it threatened the national interest.

each year."

### **USDA** Announces '79 Set-Aside

Secretary of Agriculture ob Bergland an-Bob nounced a 20 percent set-aside program for the 1979 wheat crop, identical to this year's program.

By complying with the announced set-aside, wheat farmers will be eligible for a wheat loan of \$2.35 a bushel, and a target price of \$3.40 per bushel, also the same as the 1978 program.

Secretary Bergland called the 1979 program a "stabilizing measure designed to benefit both

producers and consumers.' "If farmers use the 1979 program as well as they did this year, we believe that farm wheat prices will be maintained," the Secretary said. "This program is also anti-inflationary. These provisions will not add to food price inflation," Secretary Bergland said.

USDA studies show that no set-aside in 1979 would result in U.S. wheat stocks being well above needs, considerably lower farm prices, higher government payments, and a decrease in export earnings from wheat, Bergland added. "Good participation in the 20 percent set-aside should result in

The House Agriculture

Committee reported out a new Sugar Bill designed to preserve the nation's ability to produce part of its own

sugar supply and to help protect both farmers and

consumers from the erratic

price swings of recent years.

16-cent goal for sugar and

would allow for semi-annual

adjustments in the price goal,

beginning in October, 1979, to

keep pace with government indexes of farm costs and

The measure, which would be effective through Sep-tember 30, 1983, sets an initial

bushels," he said. The Secretary reiterated the President's commitment to wheat reserves of 550 million bushels (15 million metric tons (MMT), including the farmer-owned reserve and the special emergency reserve for food aid commitments of 150 million bushels (4 mmt).

"The Administration will continue to take actions that will ensure a strong family farm system, our commitments to world food security, and our reputation as a dependable supplier of quality products in world markets.

Bergland concluded, "The world situation that we're facing this year is not unlike last year's. The successes of the 1978 wheat program - the set-aside, the loan and farmer-owned reserve programs, and disaster and deficiency payments --provides conclusive evidence provides conclusive evidence that our basic policies and programs should be con-tinued. The average season farm price for 1978 wheat crop is expected to be about \$2.75 a bushel – up from \$2.31

**Sugar Bill Provisions Concern FB** 

Another major provision of the bill would allow sugar price objectives to be

achieved by using a flexible

system of import quotas and

duties to regulate the flow of

foreign sugar into the U.S.,

keeping the price at the 16-

A labor provision was added in the bill which sets a

minimum wage for field workers at \$3-an-hour beginning in October of this

year. This rate would in-crease by 20-cents-an-hour

wheat stocks on June 1, 1980 for the 1977 crop. I'm certain near 7.5 percent of the projected world wheat use or approximately 1.135 billion these programs." our decisions to continue these programs."

The 20 percent set-aside means that for every 100 acres of wheat planted for harvest as grain, 20 acres must be set aside. The 1979 program will permit wheat farmers to graze their planted wheat for six months of the year, however a graze-out and haying program has not been included in the program. The national program acreage of 57.1 million acres is the number of acres of wheat needed to be planted in order to produce enough for expected domestic and export needs and carryover.

The Secretary announced a voluntary reduction of 15-percent for 1979 wheat. Program participants who reduce their 1979 planted acreage by at least 15 percent from their 1978 acreage will be eligible for target-price coverage on 100 percent of their 1979 planted wheat acreage. The program will give credit to farmers who reduced their acreage in 1978 so that their base for 1979 reduction will be the same as it was in 1978.

equipment operators would

be 10 percent higher than

field workers' wages. These minimums are higher than

the current federal minimum

wage for covered employees.

Agreement.

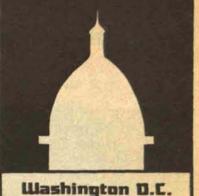
The committee also agreed to a provision in the bill

Farm Bureau supports the

poses the minimum wage

requirements and the authorization for U.S. par-

ticipation in the International



#### **Senate Takes Surprise Move Against OSHA**

The Senate, August 3, voted to exempt small businesses, including farmers, from federal occupational safety and health regulations.

Under the proposal introduced by Senator Dewey F. Bartlett (R., Okla.), businesses with 10 or fewer full-time employees would be exempted from OSHA regulations if they are in industries with an injury-illness rate of less than seven percent.

The measure was adopted by voice vote as an amendment to legislation authorizing Small Business Administration programs for the next fiscal year. According to a spokesman for Bartlett's office, the proposal is more extensive than previous exemptions for small businesses that have in the past been tacked onto the yearly Labor-HEW ap-propriations bill. That exemption would exclude businesses with 10 or fewer employees from OSHA's recordkeeping requirements. The Bartlett proposal,

which now goes to conference with the House-passed SBA bill, also would exclude small businesses from OSHA's investigatory powers.



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### **House Measure Would Halt Nitrites Ban**

According to a UPI wire story, "Government food experts consider the latest cancer evidence against the meat preservative nitrite so damaging they have already drawn up a plan to ban it completely. The plan - still Congress. undergoing scrutiny within the Administration - calls for proposal to be published this fall for a phase-out of the

chemical now used in more than 9.1 billion pounds of bacon, hot dogs, lunch meat, cured fish and other products However, legislation to prevent the federal governbefore it takes "precipitous action to ban nitrites."

Declaring that there is no known substitute as costeffective to the consumer as nitrites for preserving meat, poultry and fish products, Wampler said he and Martin are deeply perturbed that our government has not addressed the real issues involved here, which are: What is a carcinogen? What tests should be used to determine the carcinogenic nature of a substance? How designed to make sure the should test results be in-government is on "solid and terpreted? And how much

exposure can be permitted? The Virginia Congressman said the first of the two measures would prevent the Secretary of Agriculture from banning nitrites as a food preservative "until three months after the Saccharin Study is completed." The second, states it is the "consensus of the House of Representatives that only action respecting nitrites by the Secretary of Agriculture of the Secretary of Health, Education and Welfare, be delayed until after completion of the Saccharin Study."

each year until it reaches a maximum of \$3.80-an-hour in October, 1982. The wage for wholesale prices. Sugar agreement. ment from banning the use of undisputed scientific ground"

cent level.

study of the cancer-causing effects of saccharin is completed has been in-troduced by two members of

Wampler of Virginia, ranking Republican member of the House Agriculture Com-mittee, told a news conference that two measures he introduced jointly with Representative James G. Martin of North Carolina are

nitrites in food preservation until a government-sponsored

Representatives William C.

### Honey Producers Proud to be Part of Michigan Agriculture

#### Story by Marcia Ditchie Photos by Leon Bigelow

Michigan's agricultural industry brought an approximate 8.5 billion dollars into the state's economy in 1977 from the production, transportation, processing and marketing of agricultural products. Of this 8.5 billion dollars, nearly three million was generated from the production of honey, ranking Michigan tenth in the nation last year in honey production. In 1977, Michigan had 105,000 colonies of bees, which

105,000 colonies of bees, which not only produced over 5.5 million pounds of honey, but were also used for pollination in over 40 crops.

in over 40 crops. Two of Michigan's commercial honey producers and pollinators are Charles and Sally Scott, a young Farm Bureau couple in the Traverse City area, who have approximately 1100 colonies of bees spread over a four county area in Northwest Michigan.

The Scotts became professional beekeepers in January of 1973 when they bought out a commercial honey producer who was retiring. Asked what background he had in beekeeping before this, Scott stated that his father had had some bees just as a hobby and he knew the basics, and that he "liked the agricultural spirit."

Expanding from 450 colonies (hives) in 1973, to 1100 this year, the Scott's find themselves busy year-round with about 35 out-yards in Grand Traverse, Leelanau, Benzie and Charlevoix counties. Each out-yard is the permanent location of approximately 40 hives. As a general rule, most beekeepers try to keep the out-yards at a distance of at least two miles apart. This is the area that the field force of the hive will forage for food sources.

Work with the bees starts in early spring. How early depends on weather con-ditions and how hard the winter has been on the bees' ability to survive. "On the first visit to the hives, we take the snowmobiles and shovels. Usually the hives are drifted over with a deep blanket of insulating snow. Once we dig down to the tops, the heat of the hives has hollowed out a space in the snow to allow for necessary ventilation. Now, each hive is checked for food stores and will be fed ac-cordingly," explained Scott. Several yards a day are checked and necessary food is returned as soon as possible. Once the bees have started on their reserve of honey and this runs out, they could starve to death within days.

Scott explained that they feed the bees a sugar syrup, a mixture of water and grandulated sugar, and also use the drugs teramiacin and sulpha in the syrup to prevent disease of the brood. "Many people frown on the use of these two drugs, but they do not realize the devastating effects of the brood disease if it is allowed to mature and spread. Once the disease is in a hive, it can and will spread uncontrollably. Treatment for infested hives is burning the bees and the inner equipment of the hive," he explained.



The sugar syrup is placed in sealed, two gallon buckets and is carried into the beeyards on snowmobiles and toboggans. This requires a lot of "leg work" wading through snow. Most yards are at least a quarter mile off the road. By inverting the buckets on top of the inner hive, the bees are able to draw the syrup from small holes piercing the lid. The bees store the syrup as they would honey and use it to stimulate brood rearing and food consumption.

After the first feeding, the Scotts continue to check and feed the bees as needed. This is a very important part in preparing them for the upcoming pollination season, usually the first part of May, depending on weather con-ditions and progress of the fruit trees. "This year, we moved about 800 colonies into area cherry orchards. The hives are four to a pallet and can easily be placed with a forklift where they will do the farmer the most good. In our area, the main pollinating crop is sweet and tart cherries. Other parts of the state that depend on pollination by honey bees are for blueberries, pickles, melons, beans, etc.," ex-plained Scott. The hives remain in the orchards two to four weeks, depending on the blossom period. Farmers will then give them notice when to remove the bees before they must spray any chemical that could harm or kill the bees.

The Scotts produce liquid and cut comb honey and production depends upon honey flow. Last year the main honey flow was delayed until August 1st due to dry weather and only lasted 15 days. They explained that since they produce mainly cut comb honey, the average production is cut about in half because the bees have to fill the wax out in the comb each Charles and Sally Scott, Northwest Michigan Farm Bureau members, check the hives on their commercial honey production operation. The Scotts have approximately 1100 colonies of bees in Grand Traverse, Leelanau, Benzie and Charlevoix counties.



(Below) Sally Scott explains the honey extracting equipment and process to visitors.

time. "We can figure, hopefully, on 85 pounds of honey per hive, but it depends on the weather and also other conditions, too. We try to manage the bees so we can come out somewhere near there." stated Scott.

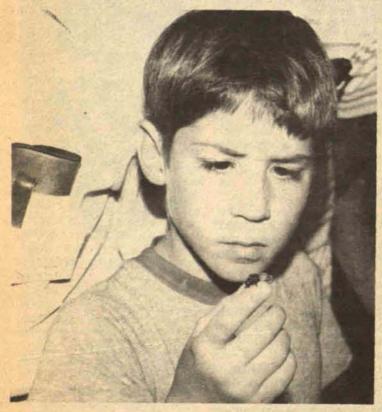
come out somewhere near there," stated Scott. Besides the risk of a poor honey crop due to bad weather conditions, the Scotts also face the growing problem with sprays and insecticides. This can mean losing up to half of the field force that gathers honey in the summertime from the drift of sprays.

Scott estimated that an average hive costs \$100 to get started and put together. In addition, he said, "You have to have some knowledge of beekeeping and keep one step ahead of the bees all the time, otherwise they could starve or die."

However, despite variables

such as weather, disease and rising production costs, the honey industry tends to stay regular, and the Scotts don't experience marketing problems, as most of their honey crop is pretty much spoken for from year to year. They ship most of their cut comb honey to brokers in the Boston and Chicago areas because of the strong demand for natural foods, and sell their liquid honey to small packers, and ocassionally supply local retailers. Do the Scotts consider

Do the Scotts consider themselves a part of agriculture? They sure do, "We consider ourselves very much a part of Michigan agriculture and are proud of the bees and the products they help us produce," Scott stated, "and what you put in determines what you get out." Isn't that true with any industry?



Participants of the American Farm Bureau Federation Information Conference, held at Traverse City in August, visited the Scotts operation. The son of Terry Buker, Missouri Farm Bureau Information and Public Relations Director, was fascinated by a drone bee, who found the boy's finger a comfortable place to ride.

### **Discussion Meet Topics Are Selected**

The 1978 Michigan Farm Bureau Young Farmer District Discussion Meets began in August and will run through September and October. The Discussion Meet provides Young Farmers the opportunity to express their views regarding current agricultural issues.

Topics were selected by the AFBF Young Farmers and Ranchers Committee and will be used in the county, district, state and national contests. The four topics selected by the committee are:

Policy development - what it means and how to make it work; who should own and

Softball game.

control the land? What can the farmer and rancher do to have more input in domestic and international marketing, processing and transportation of his product; and what should Farm Bureau's role be in energy research and development?

District Discussion Meet winners will compete in the state contest at the Michigan Farm Bureau annual meeting in November and the state winner will receive an all expense paid trip for two to the AFBF Annual Meeting in Miami Beach in January, 1979 to compete in the national contest.

### FARM NEWS Young Farm

### Woman Award

#### Announced

With the role of women in agriculture constantly changing, the Michigan Farm Bureau Young Farmer Department developed a program two years ago to recognize their efforts and to provide a spokeswoman for agriculture and promote leadership development. As a result, the Outstanding Young Farm Woman Award was designed to recognize young Farm Bureau women for outstanding achievement.

Applicants must be a Farm Bureau member, no more than 32 years of age on December 31, 1978, and must use an official entry form for the state award contest.

Awards will be prepared and distributed by the Young Farmer Department and given to all county award winners at county annual meetings. One winner and one runner-up will be selected at the Michigan Farm Bureau Annual Meeting in November as state winners. The first place winner will receive an all expense paid trip for two to the Washington Legislative Seminar in Washington, D.C.

The deadline for mailing entry forms for the state contest is November 1, and should be sent to Don Currey, Manager, Young Farmer Department, Michigan Farm Bureau, P.O. Box 30960, Lansing, Michigan 48909.

### **IMPORTANT NOTICE**

For Members in Farm Bureau's Blue Cross-Blue Shield Group

A special reopening will be held from September 5 through September 15 to accomodate member-subscribers in the Comprehensive plan who wish to transfer into the lower cost Econo plan. Effective date of the change will be November 20, 1978.

For further details, contact your county Farm Bureau secretary.



Paul Schmidt, Oceana; Don Currey, MFB Young Farmer Manager; and Paul Edbrooke, Newaygo, smile in victory or defeat. Oceana's Young Farmer team defeated the Newaygo

players on August 5. The 22-20 score gave Oceana the series

lead in the Annual Newaygo-Oceana Young Farmers Picnic and

Blue Shield

Blue Cross

Belonging is a good thing to do.

### Antrim Young Farmers Win Float Honors

# FARMENBE-OUR OLDEST INDUSTRY

The Antrim County Young Farmers group, the 4-Wheelers, won two first place awards for their float, which was entered in two Fourth of July parades, one in Ellsworth and the other in Central Lake. The first place designations were in the noncommercial class in both parades. Industry" and it featured scenes from farming's past, as well as present day technology. In addition, the float sought to depict agriculture's history and Farm Bureau's role in it.

Members of the group and their children rode on the float, which was also entered in the Venetian Festival parade in Charlevoix in late July.

The theme of the float was "Farming -- Our Oldest

### **Distinguished Young Farmer**

#### **Entries Due November 1**

The Distinguished Young Farmer Award is a program designed to recognize successful young Farm Bureau members for outstanding achievement in the business of farming and leadership in the agricultural community.

Applicants must be a Farm Bureau member, must be no more than 30 years of age on December 31, 1978, former contestants with the exception of previous first place state winners are eligible for the contest, and members of the State Young Farmer Committee and their spouses are ineligible for the contest.

An award will be prepared by the State Young Farmer Department and distributed to all county award winners at the county annual meeting.

A minimum of three state awards will be given, and the first place winner will receive an all expense paid trip for two to the AFBF annual meeting in Miami in January, 1979.

The deadline for submitting applications for the state contest is November 1, and applications should be sent to Don Currey, Manager, Young Farmer Department, Michigan Farm Bureau, P.O. Box 30960, Lansing, Michigan 48909.

#### Producers Forum Set

A Producers Forum, jointly sponsored by the Michigan Association of the Future Farmers of America and Michigan Farm Bureau, has been scheduled for December 8 and 9 at the Valley Plaza Ramada Inn in Midland. The purpose of the forum is to expose potential agricultural producers to an intensive instructional program of current agricultural issues.

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FARM NEWS

### A Day in the Life of a Regional Representative

'The Rookie' -- Northeast Region



Bill and Marie Craig on the steps of their new home in Tawas City.

#### Story by Donna Wilber Photos by Marcia Ditchie

There are no fancy county Farm Bureau offices in the Northeast Region of Michigan; the "offices" are in the homes of the county secretaries. It isn't the most productive agricultural area in the state; its woods and lakes are a vacation wonderland for what permanent residents call "flatland "down tourists" or belowers." But, according to regional representative Bill Craig, Farm Bureau is alive and healthy in the Northeast, which is composed of Alonca, Ogemaw, Iosco, Arenac, Clare and Gladwin counties.

Affectionately tagged "The Rookie" by his fellow field staff members, Bill is the newest regional representative for Michigan Farm Bureau. He joined the staff in November, 1977, armed with a Bachelor of Science degree in agriculture from Western Michigan University and the experience gained from two trips to Australia to study agriculture in that country.

The state annual meeting, which occurs in late November, is a tough training ground for a brand-new regional rep. There were times during that big event when Bill - - searching the huge Grand Rapids Civic Auditorium for people from his region, with no familiar faces to match the names on his list, and performing the numerous duties regional reps are assigned there - wondered why he hadn't remained in Australia.

He credits his experienced co-workers for "showing me the way" during his first months, with their always willing assistance, wisdom and counsel. "The support they gave me was tremendous! They're just a great bunch of guys," he said. When the FARM NEWS editors from "down below"

when the FARM NEWS editors from "down below" spent their day with Bill, he'd been around long enough to know the shortcuts from county to county and to know the people. He and his wife, Marie, had just moved from West Branch to Tawas City, so the first item of business for our "day" was to get Bill registered so he could vote in the Primary. "I can't very well go around preaching to our members to vote - if I haven't registered myself," he explained.

The main topic of discussion at visits with two county secretaries, Francis Williams of Arenac and Terri Goodrow of Iosco, was the appointment of county committees. Bill doesn't believe in "paper committees" and thinks that people who are appointed to a committee deserve to know what is expected of them. He's currently planning special training for the state and national affairs committees in his counties so that when the telephone grid system is put into operation, effective action results.

Farm Bureau Services and Farmers Petroleum Cooperative face acute economic problems in serving the members in the sparsely - populated counties of the northern region. The Sterling Farm Bureau Services was closed after our visit for economic reasons. It's also not economically feasible for FPC to haul fuel long distances to farmers in that area.

But that problem has been solved for farmer - customers in the Lincoln area, where an independent dealer, Robert Karsen, carries Farmers Petroleum and Farm Bureau Services products. It's a relatively new concept and according to Bill Rockey, Director of Energy and Hardware for FBS-FPC, it's also very successful. "Farmers like Bob. He's successful. also worked directly with them through the county boards and community groups to get it going - and it's been a good thing for everyone involved," reports Rockey.

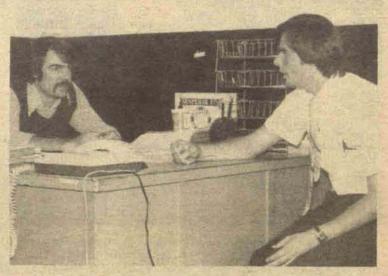
Our last stop was at the Nelkie dairy farm outside Tawas City. It's an attractive, progressive operation, and a sign in the front yard captures the attention of travelers: "Get high on milk; our cows are on grass." Russell Nelkie, Jr. is president of the Iosco County Farm Bureau. "We're lucky to have him as president," says Bill. "He's a highly respected member of the community and that strengthens the image of the county Farm Bureau." Bill believes the most

Bill believes the most challenging part of his job is keeping members informed and enthusiastic so they'll want to be involved in the organization.

organization. "I have a chance to get to get my recharged, to get my adrenalin flowing, when I come into the state office once a month and hear everything Farm Bureau is involved in and ac-complishing. I think trans-mitting this enthusiasm on to the members - the people who are working voluntarily to get things done for agriculture -- is something we have to keep trying to do. We've got to let them know we're not just out after their \$35, or that Farm Bureau is just a place to get their insurance cheaper. We've got to let them know we're an active organization working successfully for the interests of farmers," says Bill -- not sounding like a "Rookie" any more.



Bill and losco County Farm Bureau Secretary Terri Goodrow discuss committee appointments. Both agree there's no need for "paper committees."



Bill stops to visit Brad Rogers, Farm Bureau Insurance Group, at his office in Harrisville.



Robert Karsen, an independent dealer, stocks plenty of FBS-FPC products for farmers in the Lincoln area.

#### **No-Fault Benefits Rise**

The wage loss benefits payable to accident victims under Michigan's no-fault automobile insurance law will rise from a maximum of \$1,373 per month to \$1,475, effective October 1.

The 7.4 percent increase reflects changes in the cost of living as calculated under the federal Department of Labor's Consumer Price Index.

The amount of maximum wage loss benefits is adjusted every year to make sure that auto accident victims are compensated adequately, according to Michigan Insurance Commissioner Thomas Jones.

"Michigan is the only state that directly links work loss benefits with inflation this way," Jones said. "In most other states, a fixed sum is awarded that may have no relation to the actual cost of living."

When the no-fault law went into effect October 1, 1973, the maximum month wage loss benefit was \$1,000 a month.

The monthly wage loss payments to accident victims are limited to three years.

### **Charter Members Celebrate 50th**



#### MR. AND MRS. WARD GILLILAND

A golden wedding anniversary reception was held on August 13 in honor of Mr. and Mrs. Ward Gilliland of rural Hart, charter members of Oceana County Farm Bureau.

Mr. Gilliland worked ac-tively in the county Farm Bureau for many years, serving as county president from 1944 to 1951. During that time, he and his wife, Helen, who was Community Organization Director, promoted the organization of community discussion groups, seeing as many as 12 active groups in the county at one time.

### FBIG

### **Four Gain**

#### **CLU** Status

Four members of Farm Bureau Insurance Group's agency force and home office staff have qualified for Chartered Life Underwriter (CLU) status, the most prestigious designation in the life insurance industry.

They are William Frazier, FBIG agency manager for Ionia, Kent and Montcalm counties, Harris Seymour, Ingham County agent, Walter Lander, vice president of Farm Bureau Life, and Sam Walls director of agencies for Wells, director of agencies for

the south central district. All four will officially receive the CLU designation at a special conferment ceremony in San Diego in October.

To achieve CLU status, candidates must Dass national examinations in a series of 10 courses covering a variety of subjects relating to life insurance. Completion of the courses leading to the requires CLU diploma several years of study.

The CLU, confered by the American College of Life Underwriters, is considered the most prestigious professional designation in the life insurance industry and indicates the candidate's achievement of rigid ethical, educational and professional requirements.

Frazier, Seymour, Lander and Wells now join 25 others from FBIG who are entitled to use the CLU designation after their names.

As a fruit grower, Gilliland participated in the participated in the development and growth of tart cherry production, as well as other fruits. Wherever possible he promoted the growth of the processing industry in Oceana County. Through the recommendation of former Fruit Specialist Lyle Tompkins, Gilliland received a special citation from Michigan State University for excellence in peach production.

Under his management, Gilliland's orchards increased in size. The operation is now run by his son-in-law, Leonard Moul, and continues to expand under the name of Moul Orchards.

#### FARM NEWS

### **Car** Could **Be Worth**

More ....

Your car may be worth more than you think, according to Farm Bureau Insurance Group, which passes along the findings of a study conducted by the Alliance of American Insurers.

A study by the Alliance reveals that it would cost \$23,400 to replace all parts on a totally damaged 1978 standard automobile priced at \$5,097. If one-fourth of that car's

parts were damaged, the cost would be 25 percent of \$23,400, or \$5,850. Therefore, the Alliance notes, even moderate crash damage repairs may exceed the worth of the car.

While recognizing that no one would spend \$23,400 to rebuild a car, the study illustrates the upward effect auto crash repair costs have on auto insurance premiums. In an effort to fight rising

auto repair costs, insurance auto repair costs, insurance companies are urging auto body shops to repair parts whenever possible rather than replace them with ex-pensive new parts. Insurers have also supported federal regulations which require auto manufacturers to build more crash resistant cars more crash resistant cars.

### A new way to help nitrogen help corn . . . **N-SERVE** nitrogen stabilizers.

Now you can cut nitrogen loss on fall- or spring-applied nitrogen fertilizer. And help make that N available as the crop can use it with N-SERVE\* nitrogen stabilizers. N-SERVE cuts loss by slowing the nitrification of the N you put on. So you get more efficient use of your nitrogen. And more effective fertilization of your corn. Come see us for more information on N-SERVE nitrogen stabilizers. Just look for the sign with the N-SERVE policeman. OTDCC

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N-Serve can be purchased at the following Farm **Bureau Services dealers:** 

B & W Co-op-Breckenridge, Buchanan Co-op, Elkton Co-op Farm Produce Co., Farmers Co-op Grain Co.-Kinde, Smith Brothers-Lake Odessa, Lapeer County Co-op, Leslie Co-op, Biniecki

Brothers-Maybee, Farm Bureau Services-Mt. Pleasant, St. Clair McComb-Richmond, Farm Bureau Services-Yale.

Ask The Farm Bureau People!



# **MFB** Member РНОТО CONTEST PHOTOGRAPHERS

The contest has two divisions, according to the age of the photographer. There is a Junior Division (18 and under) and a Senior Division (19 and above). PRIZES AS FOLLOWS:

| 1st Prize - Each Division | 50.00 |
|---------------------------|-------|
| 2nd Prize Each Division   | 35.00 |
| 3rd Prize Each Division\$ | 25.00 |
| Special Merit Awards\$    | 10.00 |

#### **OFFICIAL RULES**

- 1. The contest is open to all amateur photographers who are members of Michigan Farm Bureau (a person earning any income from photography is ineligible).
- 2. Employees of Michigan Farm Bureau and its affiliated companies are ineligible.
- 3. The contest is composed of two divisions: a) Junior Contest - for those 18 years old and under and b) Senior Contest - for those 19 and above, as of December 1, 1978
- 4. The contest is for prints only. Prints may be in color or black and white. They must be 5x7 inch prints or larger, and need not be mounted.
- 5. Photographs should depict aspects of rural life or agriculture in Michigan.
- 6. Photographs will be judged on treatment of subject matter, visual effectiveness, and technical ability
- 7. 1st, 2nd and 3rd Prizes in each division will be determined by a panel of professionals outside of Michigan Farm Bureau. The decisions of the judges are final. Only one prize will be given to each entrant. Awards will be presented at the Michigan Farm Bureau An-
- will be presented at the Michigan Farm Bureau Annual Meeting in Grand Rapids.
  8. Special Merit Awards will be supplementary to the awards given in each division. Winning photographs in this category will be selected by the Information and Public Relations Division of Michigan Farm Bureau.
- 9. All prize or award winning photographs become the property of Michigan Farm Bureau. Whenever published, proper credit will be given to the photographer.
- 10. Photographs not winning prizes or awards will be returned to entrants provided a self-addressed stamped envelope accompanies the entry. Care will be taken in handling photographs, however, Michigan Farm Bureau is not responsible for loss or damage to photographs.
- A model release form + must be available for any identifiable person in a photograph. 12. Each photograph must bear the name, address, date
- of birth of entrant and where the photograph was taken.
- 13. Entries must be received no later than November 1. 1978
- 14. Mail entries to:

Michigan Farm News

- Photography Contest P.O. Box 30960
- Lansing, Michigan 48909 15. Contest is subject to all local, state and federal regulations.
- +A limited supply of model release forms is available from the Michigan Farm Bureau Information and Public Relations Division.

### **Farmers Reluctant to Share Irrigation Data**

Michigan farmers who use irrigation have been requested by the Department of Natural Resources Water Management Division to fill out a questionnaire. They've been asked what their water source is, how much water was used during the 1977 year, the kind of pump they use, its energy source, and the average annual yield of the acres that were irrigated.

According to Steve Miller of the Water Management Division, farmers are not responding to the survey, even though the gathering of this data has been supported by the Cooperative Extension Service, the Michigan Department of Agriculture, the Michigan Farm Bureau, and the Soil Conservation Service.

Why aren't they responding? At first, the Depart-ment thought it might be because it arrived during farmers' busy season and they just didn't have time to fill out the relatively simple (as government surveys go) four-page questionnaire. But now, Miller reports, indications from County Agricultural Agents and through the department's field work are that farmers may not be responding because they are suspicious of how the data will be used.

"I can understand their concern," said Miller. "Irrigation now is being concern. questioned; environment-alists feel that perhaps it should be regulated. But the survey is not being undertaken to try to limit any specific use of water or to pick on any particular farmer or any system. It will be used in a general approach to try to analyze the total water use picture.

The DNR is collecting the data under the National Water Use Program, a cooperative federal-state program designed to collect and disseminate information on the quality and availability of the nation's water resources.

"This data will be made



Box 1268-M Muncie, Ind. 47305

### **Survey Deadline Extended to September 30**

available to various water resources planners in trying to analyze the total picture on a watershed basis," he explained. "Michigan State University, for example, would like this information... to get an idea of the impact this might have on meeting some of the food shortages we may be having as projected around 1990."

Farmers aren't the only ones involved in the data collection, Miller explains. Commercial, industrial, domestic, mining, power, public waste water treatment, navigation and recreation uses will all be part of the total inventory.

Because of the small percentage of returns, the deadline for returning the questionnaires has been extended from August 31 to September 30. If irrigators have not received a questionnaire, or have misplaced the one they received, they may contact their local County Extension Agent or the DNR Water Management Division, Stevens T. Mason Building, Box 30026, Lansing 48909.



Farmers are suspicious of how the irrigation data will be used said Steve Miller of the DNR Water Management Division in a special interview taped at Farm Bureau Center. Miller said the data collection is part of a general approach for total water use analysis, not to limit any specific water use. Interviewing Miller is MFB Broadcast Services Manager Mike Rogers.

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PATSY CLINE'S GREATEST HITS MCA-12 ALBUM \$2.98 Walking After Midnight; Sweet Dreams; Crazy: I Fall To Pieces: So Wrong; Strange; Back In Baby's Arms; She's Got You; Faded Love; Why Can't He Be You; You're Stronger Than Me; Leavin' ON Your Mind. 8 TRACK TAPE - MCAT-12 \$4.98

JERRY CLOWER - MCA-486 ALBUM \$2.98 JERRY CLOWER - MCA-486 ALBUM \$2,98 Live in Picayune: Physical Examination; The Plumber; Bird Huntin' At Uncle Versie's; Marcel's Snuff; The Trazan Movie; Rattle-snake Roundup; Aunt Penny Douglas; A Box For Clovis; Marcel Ledbetter Moving Com-pany; The Coon Huntin' Monkey; Marcel's Old Goose; Uncle Versie's Horse; The Chain; Marcel's Hair Growing Secret; Hot Apple Pie; Soppin' Molasses; Newgene's 4-H Trip; What's His Number; Conterfeiters; You're Fixin' To Mess Up.

#### To Mess UP. 8 TRACK TAPE - MCAT-486 \$4.98

JIMMY DAVIS - MCA-150 ALBUM \$2.98 Supper Time: My God Is Real: I'd Rather Have Jesus; Long Long Journey; Oh, Why Not Tonight; Where He Leads Me I Will Follow: When The Master Speaks; Battle Hymn Of The Republic; There Is A Fountain; When I Move To The Sky; Someday There'll Be No Tomorrow; What A Friend. 8 TRACK TAPE - MCAT-150 \$4.98

JIMMY DAVIS' GREATEST HITS MCA-269 ALBUM \$2.98 I Wouldn't Take Nothin' For My Journey Now; How Great Thou Art; One More Valley; Someone To Care; Wasted Years; Supper Time; When God Dips His Love In My Heart; Taller Than Trees; Who Am I; Near The Cross; His Marvelous Grace. 8 TRACK TAPE - MCAT-269 \$4.98

RED FOLEY - BEYOND THE SUNSET MCA-147 ALBUM \$2.98 Beyond The Sunset: Should You Go First; Peace In The Valley; Steal Away; Just A Closer Walk With Thee; Our Lady Of Fatima: The Place Where I Worship; Someone To Care; Old Pappy's New Banjo; I Hear A Choir; When God Dips His Love In My Heart. 8 TRACK TAPE - MCAT-147 \$4.98

# RED FOLEY - MCA-86 ALBUM \$2.98 TII Fly Away: The Last Mile Of The Way; No Tears In Heaven: Were You There?: This World Is Not My Home; My Soul Walked Through The Darkness; I Just Can't Keep From Cryin'; Lord I'm Coming Home; Only One Step More; Stand By Me: Farther Along; Life's Railway To Heaven. 8 TRACK TAPE - MCAT-86 \$4.98

LIONEL HAMPTON'S FAVORITES MCA-204 ALBUM \$2.98 Flying Home; Everybody's Somebody's Fool; How High The Moon; Blow:Top Blue; Midnight Sun; AirMail Special; Hamp's Boogie Woogie; Red Top; Gone Again; New Central Avenue Breakdown; Hey! Ba-Ba-Re-Bop; Rockin' In Rhythm. 8 TRACK TAPE - MCAT-204 \$4.98

WOODY HERMAN'S GOLDEN FAVORITES MCA-219 ALBUM \$2.98 Woodchopper's Ball; The Golden Wedding; Who Dat Up Dere; Yardbird Shuffle; Down Under; Indian Boogie Woogie; Blue Flame; Four Or Five Times; Irresistible You; Chips' Boogie Woogie; Las Chiapanecas; Wood-sheddin' With Woody. 8 TRACK TAPE - MCAT-219 \$4.98

LORETTA LYNN - MCA-113 ALBUM \$2.98 Don't Come Home A Drinkin' With Lovin' On Your Mind; I Really Don't Want You To Know; Tomorrow Never Comes; There Goes My Everything; The Shoe Goes On The Other Foot Tonight; Saint To A Sinner; The Devil Gets His Dues; I Can't Keep Away From You; I'm Living In Two Worlds; Get What 'Cha Got And Go; Making Plans; I Got Caught. 8 TRACK TAPE - MCAT-113 \$4.98

LORETTA LYNN - HYMNS MCA-5 ALBUM \$2.98 Everybody Wants To Go To Heaven; Where No One Stands Alone; When They Ring Those Golden Bells; Peace in The Valley; If I Could Hear My Mother Pray Again; The Thind Man; How Great Thou Art; Old Camp Meetin' When I Hear My Children Pray; In The Sweet Bye And Bye; Where I Learned To Pray; I'd Rather Have Jesus. 8 TRACK TAPE - MCAT-5 \$4.98

LORETTA LYNN - MCA-6 ALBUM \$2.98 You Ain't Woman Enough; Put It Off Until Tomorrow; These Boots Are Made For Walkin': God Gave Me A Heart To Forgive; Keep Your Change; Someone Before Me; The Darkest Day; Tippy Toeing; Talking To The Wall; A Man I Hardly Know; Is It Wrong; It's Another World. 8 TRACK TAPE - MCAT-6 \$4.98

LORETTA LYNN and CONWAY TWITTY MCA-8 ALBUM \$2.98 It's Only Make Believe; We've Closed Our Eyes To Shame; I'm So Used To Loving You; Will You Visit Me On Sunday; After The Fire Is Gone; Don't Tell Me You're Sorry; Pickin' Wild Mountain Berries; Take Me; The One I Can't Live Without; Hangin' On; Working Girl. 8 TRACK TAPE - MCAT-8 \$4.98

LORETTA LYNN - MCA-7 ALBUM \$2.98 Who Says God Is Dead; I Believe; Standing Room Only: The Old Rugged Cross; Harp With Golden Strings; If You Miss Heaven; I'm A 'Gettin' Ready To Go; In The Garden; Ten Thousand Angels; He's Got The Whole World In His Hands; Mama, Why. 8 TRACK TAPE - MCAT-7 \$4.98

# SAMMY KAYE - MCA-191 ALBUM \$2.98 Harbor Lights; Walkin' To Missouri; Penny Serenade; Atlanta, G.A.; Roses; Laughing On The Outside (Crying On The Inside); It Isn't Fair; Chickery Chick; I'm A Big Girl Now: Blueberry Hill; Room Full Of Roses; The Old Lamp-Lighter. 8 TRACK TAPE - MCAT-191 \$4.98

8 TRACK TAPE - MCA1-191 \$4.98 WAYNE KING - MCA-94 ALBUM \$2.98 The Waltz You Saved For Me: Josephine; Now Is The Hour; Near You; Dancing With Tears In My Eyes; Lonesome; That's All; Goofus; Where The Blue Of The Night Meets The Gold Of The Day; Together; True Love; Deep Purple; Meet Me Tonight In Dreamland. 8 TRACK TAPE - MCAT-94 \$4.98

TED LEWIS - MCA-258 ALBUM \$2.98 When My Baby Smiles At Me; She's Funny That Way: Just Around The Corner; The Sweetheart Of Sigma Chi; The Old St. Louis Blups; Tiger Rag; Wear A Hat With A Silver Lining; Down The Old Church Alsle; I'm The Medicine Man For The Blues; King For A Day; Three O'Clock In The Morning; Good Night. NO TAPE AVAILABLE

NO TAPE AVAILABLE GUY LOMBARDO - MCA-103 ALBUM \$2.98 MEDLEY'S: Blues in The Night: The Birth Of The Blues: I Gotta Right To Sing The Blues: Memories; Let The Rest Of The World Go By; My Secret Love; Love Nest; Love is The Sweetest Thing; Something To Remember You By; The Very Thought Of You; You're My Everything; Kiss Me Again; A Kiss In The Dark; I'll See You Again; By The Light Of The Silvery Moon; Shine On Harvest Moon; Moonlight Bar; As Time Goes By; Bidin' My Time; Breezin' Along With The Breeze; I Want To Be Happy; I'm Looking Over A Four Leaf Clover; Happy Days Are Here Again; April Showers; September In The Rain; I Only Have Eyes For You; If I Could Be With You; It Had To Be You; In A Shanty In Old Shanty Town; Three Little Word; Baby Face; Somebody Loves Me; Don't Take Your Love From Me; What Is This Thing Called Love. 8 TRACT TAPE - MCAT-103 \$4.98 JIMMY MARTIN - MCA-96 ALBUM \$2.98

8 TRACT TAPE - MCAT-103 \$4.98 JIMMY MARTIN - MCA-96 ALBUM \$2.98 Prayer Bells Of Heaven; Goodbye; Give Me Roses Now; What Would You Give In Ex-change; Voice Of My Savior; Shut In's Prayer; This World Is Not My Home; Pray The Clouds Away; Lord I'm Coming Home; Give Me Your Hand; Little White Church; God Guide Our Leaders Hand. 8 TRACK TAPE - MCAT-96 \$4.98

# JIMMY MARTIN - MCA-137 ALBUM \$2.98 Singing All Day And Dinner On The Ground; Lift Your Eyes To Jesus; My Lord Keeps A Record; God Is Always The Same; When The Savior Reached Down For Me; Shake Hands With Mother Again; Help Thy Brother; A Beautiful Life; Stormy Waters; Hold To God's Unchanging Hand; Little Angels In Heaven. 8 TRACK TAPE - MCAT-137 \$4.98

WEBB PIERCE - MCA-120 ALBUM \$2.98 In The Jailhouse Now: Slowly: I Ain't Never; Wondering: There Stands The Glass; If The Back Door Could Taik; Tupelo County Jail; I Don't Care: Alla My Love: Don't Do It; Darlin': Missing You. 8 TRACK TAPE - MCAT-120 \$4.98

MILLS BROTHERS - MCA-188 ALBUM \$2.98 Paper Doll: I'll Be Around: You Tell Me Your Dreams, I'll Tell You Mine; Till Then; You Always Hurt The One You Love; Don't Be A Baby, Baby; Across The Alley From The Alamo; Be My Life's Companion; The Glow Worm; Queen Of The Senior Prom; Smack Dab In The Middle; Opus One. 8 TRACK TAPE - MCAT-188 \$4.98

8 TRACK TAPE - MCAT-188 \$4.98 BILL MONROE - I'LL MEET YOU IN CHURCH SUNDAY MORNING MCA-226 ALBUM \$2.98 I'll Meet You In Church Sunday Morning; Drifting Too Far From The Shore; Master Builder; I Found The Way; We'll Understand It Better; Let Me Rest At The End Of The Journey; Going Home; One Of God's Sheep; Way Down Deep In My Soui; On The Jericho Road; Farther Along; The Glory Land Way. 8 TRACK TAPE - MCAT-226 \$4.98

8 TRACK TAPE - MCAT-226 \$4.98 BILL MONROE - MCA-131 ALBUM \$2.98 Let The Light Shine Down On Me; Lord Protect My Soul; Wait A Little Longer Please Jesus; A Voice From On High; I'm Working On A Building; Don't Put Off Till Tomorrow; He Will Set Your Fields Afire; Get Down On Your Knees And Pray; Boat Of Love; Walking In Jerusalem Just Like John; River Of Death. 8 TRACK TAPE - MCAT-131 \$4.98

RUSS MORGAN - MCA-92 ALBUM \$2.98 Does You Heart Beat For Me; The Object Of My Affection; Do You Ever Think Of Me; Cruising Down The River; Linger Awhile; Stumbling; The Wang Wang Blues; So Tired; Josephine; You're Nobody Till Somebody Loves You; Wabash Blues; Johnson Rag; Dogface Soldier. Dogface Soldier. 8 TRACK TAPE - MCAT-92 \$4.98

OSBORNE BROTHERS - HYMNS MCA-125 ALBUM \$2.98 I Bowed On My Knees And Cried "Holy"; How Great Thou Are; Rock Of Ages; Steal Away And Pray; I Pray My Way Out Of Troubles; Will You Meet Me Over Yonder; Light At The River; What A Friend We Have In Jesus: Medals For Mothers; Jesus Sure Changed Me; Where We'll Never Grow Old. 8 TRACK TAPE - MCAT-125 \$4.98

ERNEST TUBB - MCA-16 ALBUM \$2.98 Walking The Floor Over You; Rainbow At Midnight; Let's Say Goodbye Like We Said Hello; Another Story; Thanks A Lot; Half A Mind; I'll Get Along Somehow; Waltz Across Texas; It's Been So Long Darling; Mr. Juke Box; I Wonder Why You Said Goodbye. 8 TRACK TAPE - MCAT-16 \$4.98

ERNEST TUBB - MCA-84 ALBUM \$2.98 I'll Get Along Somehow; Slipping Around; Filipino Baby; When The World Has Turned You Down; Have You Ever Been Lonely; There's A Little Bit Of Everything In Texas; Walking The Floor Over You; Driftwood On The River; There's Nothing More To Say; Rainbow At Midnight; I'll Always Be Glad To Take You Back; Let's Say Goodbye Like We Said Hello. 8 TRACK TAPE - MCAT-84 \$4.98

KITTY WELLS -DUST ON THE BIBLE MCA-149 ALBUM \$2.98 Dust On The Bible: I Dreamed I Searched Heaven For You; Lonesome Valley; My Loved Ones Are Waiting For Me; I Heard My Savior Call; The Great Speckled Bird; We Will Set Your Fields On Fire; We Buried Her Beneath The Willows; One Way Ticket To The Sky; I Need The Prayers; Matthew Twenty-Four; Lord I'm Coming Home. 8 TRACK TAPE - MCAT-149 \$4.98

KITTY WELLS - MCA-121 ALBUM \$2.98 It Wasn't God Who Made Honky Tonk Angels; This White Circle; Mommy For A Day; Release Me; I Gave My Wedding Dress Away; Amigo's Guitar; Heartbreak U.S.A.; I'll Reposess My Heart; Password; Searching; Making Believe. 8 TRACK TAPE - MCAT-121 \$4.98

KITTY WELLS AND RED FOLEY MCA-83 ALBUM \$2.98 One By One; Just Call Me Lonesome; As Long As I Live; A Wedding Ring Ago; Make Belleve; Candy Kisses; You And Me; Memory Of A Love; I'm A Stranger In My Home; I'm Throwing Rice; No One But You; I'm Count-ing On You. ING ON YOU. S TRACK TAPE - MCAT-83 \$4.98

#### FARM NEWS

### **Farmers Honored** for Contributions

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 the community. Recipients are selected for the quality of their farming operation and their community involvement.



#### DUANE WAGNER

Week of July 3 - Duane Wagner, Davison area dairy farmer, who farms 815 acres and milks 80 cows with the help of his wife and two of his children. Wagner, 56, a lifelong farmer, is a member of the executive committee of the Lapeer County Farm Bureau and 1978 County Membership Chairman. He is a member of the Flint Chapter of the Michigan Milk Producers Assn.; member of the Odd Fellows Lodge in Davison and past Noble Grand of that organization; and a member of the Baptist Church of Davison. He and his wife, Dorothy, have five children.



#### JACK SIPPLE

Week of July 10 - Jack R. Sipple, 39, a dairy farmer from Shelbyville who farms 500 acres and milks 65 cows. He has been a member of the Allegan County Farm Bureau for more than 20 years, and is a past member of the County Farm Bureau Board. Sipple also serves as a trustee on the township board; vice-president of the board of St. Johns Lutheran Church; area 4-H leader and member of the local board of the Michigan Milk Producers Assn. He and his family were named Outstanding Young Farm Family of the Year for Allegan County in 1974. He and his wife, Marilyn, have three children



BILL SILL

Week of July 17 - John (Bill) Sill, 24, who farms 1,000 acres near Gaines with his father and his wife. Pat. The operation includes 600 head of beef cattle. Sill is president of the Genesee County Farm Bureau; 4.H beef leader; advisor for local church youth group; local Young Farmer chairman; past president of the local Farm Bureau Community Group; and he served as president of the Byron Future Farmers of America (FFA) in 1971 and as regional FFA treasurer.

#### LARRY SENSABAUGH

Week of July 24 -- Larry Sensabaugh, a cash crop farmer from Breckenridge who farms 670 acres and raises navy beans, soybeans and corn. Sensabaugh, 41, is chairman of the Foreign Youth Exchange Program for the Breckenridge Rotary Club; member of the advisory committee of the B&W Co-op Elevator in Breckenridge; director on the board of the Farmers State Bank in Breckenridge; member of the Gratiot County Farm Bureau and serves on that organization's advisory committee; and vicepresident of the local Farm Bureau community group.

#### ARTHUR EDWARDS

Week of July 31 - Arthur Edwards, 47, a dairy farmer from Engadine in Mackinac County. Edwards farms 675 acres, milks 55 cows, and raises corn, hay and oats. He is a member of the Church Council of Our Lady of Lourdes Church; member of the Mac-Luce County Farm Bureau; has served on the Michigan Farm Bureau executive committee for eight years; served on the Dairy Herd Improvement Assn. board for four years; has been on the American Breeders Assn. board for 16 years; served as a local 4-H leader; and was Garfield Twp. treasurer and commander of the V.F.W. Post in Engadine. He and his wife, Mary, have seven children.

agriculture, and not the cheap food policy of our government.

government. "If the USDA were moved to Farmer City it would add 10,000 population to the 2,500 persons who now live there. That would be all right with Tom McConkey, an auto dealer who is mayor of the town. 'They would certainly be welcome, he said. 'They would be an economic boom to the town, but I doubt if it will happen. I don't think there are 10 Democrats in this town. I'm a Republican myself.'"

#### CAROL'S GOT CHUZPAH!

Speaking of the USDA, MFN Associate Editor Connie Lawson has some thoughts on Carol Foreman:

Carol Tucker Foreman is a truly amazing woman and that is a sincerely-meant statement. She has established herself and her public image as a protectoress of consumer interests. She has earned the respect of her colleagues as an administrator of energy and ability. She's a women who gets things done. In short, Carol's got chuzpah!

Unfortunately, Carol Foreman is accomplishing these feats in her top-level position as Assistant Secretary of Agriculture in the USDA, and, many persons feel, at the expense of American agriculture.

Until recently, that judgment was merely a figure of speech. But in a new administrative ploy to represent the consumer, Carol Foreman has advocated related expense reimbursement for representatives of the Consumer Federation of American, who provide

testimony at public hearings. The current series of public hearings centers around the controversial use of nitrites in bacon and processed meats. CFA spokespersons will present the consumer viewpoint at these hearings and Carol For the feels that the taxpayer onsumer should have the privilege of footing the bill for the nongovernmental, self-appointed consumer group ... of which I am not a member nor a philosophical supporter. On that basis, I want to make it resoundingly clear that I do not want to see tax dollars expended to "buy" testimony of the Consumer Federation of America or any other

special interest group. The open forum provided by the public hearings to surface scientific evidence, public opinion and to guide government is basic to our system of democracy and free speech -- let's keep it that way.

### We went to Dr. James Boyd, Agricultural Engineer at Michigan State University, for some heating and insulation advice.

#### Heating

If your shop or barn is heated by a regular stove, install a fan to distribute the heat evenly throughout the workspace. This will eliminate cold spots and help you get more comfort from your heating budget. A heat reflector can be constructed from sheet metal and placed behind your stove. This also can distribute the stove's heat more evenly while reducing the possibility of a fire. Be sure to have an 18" air space between the reflector and the wall or other combustible material.

#### Insulation

All insulation materials should be installed according to manufacturers' recommendations. Mineral wool, fiberglass and cellulose fiber are probably the most satisfactory and easiest to install. These should be installed with no air space between insulation and inside wall sheathing. When batt or blanket insulation is used, the heavy paper should be on the inside. Other insulation materials are available with varying degrees of effectiveness, convenience and safety. No matter what material you choose, be sure to follow the manufacturer's installation instructions.

For other ways to conserve energy through insulation, write to: Agricultural Engineering Dept., Michigan State University, E. Lansing, MI 48824.



SAVE WHERE IT REALLY COUNTS. THE POWER IS IN YOUR HANDS.

Detroit Edison

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#### FARM NEWS

Making Your Voice Heard

Every member of Farm Bureau has become a member through choice. However, just being a member is not enough. Every Farm Bureau member should express himself on agricultural matters, make his wishes known, and take an active part in the organization and direction of its policies.

The foundation of Farm Bureau's structure is self-government. This foundation upholds a structure which emphasizes the freedom of the individual and the initiation of proposals for policies by community groups and individuals. The structure of Farm Bureau embodies the concept and purpose of the organization – betterment of farm families, community, state, and nation by free individuals working voluntarily together. This structure enables every policy to be a decision of the majority of the members, either by their own vote or by vote of their elected representatives.

Farm Bureau structure is unique among organizations. It is an organization operated by its members - not in name only, but in actual practice. It was created by its members and is maintained and operates on the policies adopted by them.

A most important working principle of Farm Bureau is that the power of the organization rests in the individual members. It is here that ideas originate. It is here that decisions are carried out. In some voluntary organizations the power rests in a staff who executes plans by utilizing the volunteer time and efforts of it's members. In other organizations, power lies mainly in a national board or in the national officers. In these types of organizations the members are carrying out the directives of the few in whom power is vested.

few in whom power is vested. Another principle of Farm Bureau's strength lies in its belief in an adherence to policies which guarantee equal opportunities to each member. Farm Bureau is based on the same philosophy as our Republic -- a philosophy of equal individual opportunity to propose measures, to discuss, and to decide them.

These are some of the significant procedures which are distinctive to Farm Bureau – the initiation of recommendations for policies by individual members and the community groups, instead of by the state or national organizations; the right of each member to speak and to vote for or against a recommendation or a plan before it is sent to a state or national group; the opportunities for training, member participation, and leadership open to every member; the expert aid, advice, and education available to every member by officers and staff, it's publications, and it's radios programs; the facts and the information available to every member before he is asked to make a discussion.

A most fundamental principle of Farm Bureau's strength is an adherence to decision by majority vote. Up to the time that a decision by vote is made, every member has the right to oppose a motion or a resolution, to work against it as vigorously as he wishes, and to seek to convert others in his point of view. Once a proposal has been decided by a vote of the majority, however, it becomes the decision of every member of the organization.

Each organization must speak with one united voice if it is to be heard. No one listens to a babble of conflicting voices. Farm Bureau members understand and work by majority decision. Thus, the decisions of the majority of the members become the official policies of all and to be supported by all.

Farm Bureau has an original and highly effective system for developing it's plans in carrying out it's work. It has been tested by time, and achievements over the years are proof of its success.

Farm Bureau operates through policies developed and carried out by it's members. A policy is the statement of an idea, a belief, a method, or a plan. Added together, these policies are Farm Bureau's goals for the year. They may be philosophical statements of ideas, or they may be concrete blueprints for action. They may DISCUSSION TODIC Wanager Member Relations

be problems of farmers or problems of all citizens. They may be community problems or international problems. They may be goals or methods of reaching them. Policies express Farm Bureau's fundamental ideals on community, county, state, or national issues. Once determined and adopted, these policies become the plan for the years work. They are the statement of what a majority of Farm Bureau members have voted, after prolonged study and discussion.

The basic policies state the philosophy of Farm Bureau – these principles which the members hold fundamental to the welfare of their country and of Farm Bureau. They are the principles of the Christian Faith, Bill of Rights, the Constitution of the United States and the right of a competitive market system. These are the yardsticks by which lesser proposed policies are measured.

The members originate and develop Farm Bureau policies. Often a need gives birth to a policy. The subject may be one of community concern, but often the originator of a policy looks beyond his fence rows to the needs of agriculture, country, or even the world. Farm Bureau members are citizens as well as farmers and are concerned with all of the problems of a citizen.



Tom Hammer, Assistant Director, AFBF Washington, discussed national and international farm issues at the MFB Policy Development Conference, August 16.

During the course of the year, many community groups as well as individual members have ideas which become the basics of policy recommendations. Talking an idea over with others helps to eliminate the bugs. The sponsor is in a better position to prepare a good, sound policy recommendation if the idea has been thought out and the recommendation based on facts, figures, or proof.

After a policy recommendation has been prepared by an individual or a community group, it is forwarded to the County Farm Bureau Policy Development Committee. The Policy Development Committee studies it, searches for more facts, and compares it with policies already adopted and with similar recommendations which may have been sent in by another community group or individual. The committee may combine recommendations which differ only in minor points. It may reword the recommendations or make changes in it. It often consults with well-informed persons and asks advice of technical people.

If the County Policy Development Committee approves the recommendation, it may present it to the County Annual Meeting as a policy recommendation.

The Farm Bureau members at the County Annual Meeting may amend the recommendation during discussion. If they adopt it and if it covers a subject which is of concern to the county only, it then becomes an official adopted county policy. Recommendations adopted which concern state, national, or international issues are forwarded to the State Policy Development Committee.

The State Policy Development Committee is appointed by the state president. The twentymember State Policy Development Committee is composed of one member from each of the eleven districts, plus three representatives of the Michigan Farm Bureau Women, three representatives of the Michigan Farm Bureau Young Farmers, and three members at large.

The State Policy Development Committee undertakes more study, investigates, and compares all policy recommendations which have been received from the counties. The Committee may amend, clarify or oppose recommendations and may combine the best features of several similar recommendations into one. More facts and statistics are sought. If similar recommendations are made by a number of counties, this indicates wide backing for the idea, and the chances of approval are good.

If the State Policy Development Committee approves the recommendation, it is presented as a recommendation to the voting delegates at the Michigan Farm Bureau Annual Meeting. There the delegates may debate, amend or reject any proposed resolution as well as introduce new resolutions from the floor in accordance with established rules. If the recommendation concerns only the state, it becomes an adopted policy of the Michigan Farm Bureau when approved by a majority of the voting delegates. It is then entitled to the support of all Farm Bureau members in the state.

If, however, the recommendation is of concern to several states, or to the whole country, is forwarded as a recommendation to the Policy Development Committee of the American Farm Bureau Federation.

The policy recommendations which come to the Policy Development Committee of the American Farm Bureau Federation, are again carefully scrutinized and screened. Those which are similar, yet overlapping, are combined. Those which conflict only slightly are harmonized. Their legal interpretations are analyzed. Their wording is revised. Their meaning is carefully tested. Those which are approved by the Policy Development Committee go to the voting delegates as recommendations at the American Farm Bureau Federation Annual Meeting.

Those recommendations which receive a majority vote of the voting delegates become Farm Bureau's official policies with regard to national and international issues, to be supported by every Farm Bureau member. These policies, together with those reaffirmed from the previous year, make up the Farm Bureau's policies and program of work for the coming year. They continue in effect unless they are modified by the voting delegates of the member states at a future annual meeting. They are the policies covering national issues concerning all Farm Bureau members everywhere. They are established goals of Farm Bureau. The annual meeting of the American Farm Bureau Federation caps the policy development process in which hundreds of thousands of farm folks in community, county, and state meetings throughout the national have participated.

This process charts a clear course in welldefined objects for the year. It assures members that Farm Bureau will march forward toward well-considered, carefully chosen objectives outlined by policies which the members themselves have initiated, studied, and decided.

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**Sunny Florida** Site of AFBF **Annual Meeting** 



### It's Time to Make Your Reservations

Options galore are featured for winter pleasure as Michigan members prepare to enjoy the annual convention of the American Farm Bureau Federation, to be held January 14 to 18, 1979 at Miami Beach, Florida.

Any one who attends must have a package arrangement in order to obtain a hotel. This includes those who drive to Miami Beach or go by any means whatsoever.

#### HOTEL PACKAGE

One hotel has been assigned to Michigan, the Holiday Inn - Convention Center. Since the convention is being held during prime time at this resort area, the hotel requires pre-payment. Therefore, a package arrangement is planned which includes hotel room (based on two people sharing a twin room), tips to bellboys, a ticket to the Michigan Breakfast and one to a special opening night performance of Ringling Brothers - Barnum and Bailey Circus on January 16.

#### AIR TRANSPORTATION

Space has been reserved for Michigan Farm Bureau members and families to fly at a reduced group rate to Miami and back. Flights are scheduled to leave January 14 and return Thursday, January 18.

Rates are based on a minimum of 40 people traveling together. Transfers from airport to hotel and return and tips for baggage handling at the airport are included.

Reservations will be accepted on a space available basis and must be made no later than November 22. A \$200.00 per person deposit is required to hold a reservation, with the balance payable at least six weeks prior to departure. A full refund will be made if written request for cancellation is received at least 30 days prior to departure. Cancellation less than 30 days prior to departure will be subject to a cancellation fee of 25 percent of airline ticket assessed by carriers. For those providing their own transportation but desiring to room at the Holiday Inn, a \$50.00 per person deposit is required to hold the room, with the balance payable at least six weeks prior to arrival.

#### POST CONVENTION FLORIDA TOUR

A special Florida tour has been arranged for Michigan Farm Bureau members with something different to do every day, on the following itinerary:

Sunday, January 14 - leave Michigan via air for Miami. Upon arrival, transfer to Convention Hotel. Attend Convention activities that af-

- Hotel. Attend Convention activities that ar-ternoon and evening.
  Monday, January 15 Tuesday, January 16 -AFBF Conventon plans and time for Miami sightseeing on your own.
  Wednesday, January 17 Depart from your Convention Hotel this afternoon by special bus for Orleade statutes at the Sheraton Towner.
- for Orlando, staying at the Sheraton Towers Hotel for five nights. No plans for this evening. Thursday, January 18 Today there will be an all day tour taking the group to Tampa on the west side of Florida, and a stop at the world famous Busch Gardens. After approximately two hours at the Busch Gardens, continue to an area south of Barto to visit the potash mines where much of the potash used in Michigan fertilizers is mined. Then, it is on to Cypress Gardens for approximately two hours. View the Gardens and see the water show. Return to your Orlando hotel late in the afternoon.
- Friday, January 19 Today an all day tour has been planned to visit the citrus producers and processors, as well as other interesting activities in the agricultural field.
- Saturday, January 20 At last! A day for Disney World. An attraction plus admission ticket will be provided for each tour participant. A free shuttle bus operates from your hotel to Disney World and you're on your own today. Sunday, January 21 - Protestant and Catholic services are held at the hotel this morning.

Late morning, board special buses for a trip to the east coast of Florida, visiting the Cape Kennedy Space Center. Return to your hotel in late afternoon.

Monday, January 22 - Transfer to the Orlando airport for your return fight home.

#### COST

#### **Convention Only**

Depart Michigan January 14, 1979 and return January 18, 1979. Not included in cost are personal expenses, telephone calls or meals.

Cost based on Group 40 airfares and two persons sharing a room: Boarding at Chicago \$335.26 per person, boarding at Grand Rapids \$330.76 per person, boarding at Lansing \$341.26 per person, boarding at Detroit \$332.26 per person.

#### **Convention and Post Convention Tour**

Depart January 14, 1979. Attend convention January 14-17. Depart afternoon of January 17 for Orlando. Visits include Busch Gardens, potash mines, Cypress Gardens, Cape Kennedy Space Center and Disneyworld. A return home January 22.

Cost based on Group 40 airfares and two persons sharing a room: boarding at Chicago \$524.11 per person, boarding at Grand Rapids \$519.61 per person, boarding at Lansing \$531.11 per person, boarding at Detroit \$519.61 per person.

#### Lodging Only

For those who will provide their own tran-sportation to Miami Beach, but desire to stay with the Michigan delegation.

Cost \$116.76 per person (4 nights lodging based on two persons sharing a room).

| Reservation |      |
|-------------|------|
| Request     | Form |

Please reserve \_\_\_\_\_ spaces on the Michigan Farm Bureau tour checked below. Enclosed is check No.\_\_ \_\_made payable to "Michigan Farm Bureau" in the amount of \$\_ Balance due six weeks prior to departure.

| NAME(S):  |
|---|
| ADDRESS:  |
| ZIPTELEPHONE  |
| Member of theCounty Farm<br>Bureau  |
| (Convention only)   |
| Boarding at   |
| (Convention and Post-convention tour)   |
| Boarding at   |
| (Lodging only)  |
| Arriving on January,1979 and depar-<br>tingJanuary, 1979.<br>Mail complete reservation form with check or<br>money order payable to "Michigan Farm<br>Bureau" to: Kenneth Wiles, Michigan Farm<br>Bureau, P.O. Box 30960, Lansing, Michigan<br>48909. |

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#### FARM NEWS

SEPTEMBER, 1978

#### FARM BUREAU MARKET PLACE LAU MEMBERS: One free 25 word ad per month per memts each. Figures such as 12 or \$12.50 count as one word NONdeadline: 13th of Month. Mail classified ads to: Michigan Farm News,P.O. Box 30960, Lansing, Mi. 49999 Publisher reserves right to reject any advertising copy submitted.

SPECIAL RATE TO FARM BUREAU MEMBERS: One free 25 word ad per month per membership, additional words, 10 cents each. Figures such as 12 or \$12.50 count as one word NON-MEMBER advertisers: 15 cents per word one edition, two or more editions, 10 cents per word. Copy

#### FARM EQUIPMENT

FOR SALE: W.D. 45 Allis Chalmers Tractor, bucket, blade, plow, cultivator, cab and chains. Also disk and wagons. M, Liske, Hubbard Lake, Mich. Phone (517) 727-2398. (9-11-24f)

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MISCELLANEOUS

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#### National 4H Week Oct.1-7,1978

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MISCELLANEOUS

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HAY LISTING

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

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ALFALFA HAY FOR SALE 1st & 2nd cutting 2,000 bales. Earl Winne, R No. 2, Marcellus Rd., Three Rivers, MI 49093, Phone (616) 279-7377. (9-11-21/)

### **Bulletin from** Bonnie

#### **By Bonnie Carpenter MFB** Outstanding Young Farm Woman

There is so much being said today about rural-urban communication that it is becoming an art that all farmers are beginning to cultivate. But even though it's become a very serious issue, let's face it - sometimes it is almost humorous.

A recent episode comes to mind. This farmer friend was approached by the local utility company and informed that he would be paid a few thousand dollars for the privilege of having power lines strung across his farm land. The utility official fully expected the farmer to jump expected the farmer to jump up and down for joy: this was better than "Let's Make a Deal." Not only was the "fortunate" farmer to be paid for putting a few poles in his fields, but the power com-pany was going to allow him to farm under those wires and around those poles! Surely around those poles! Surely the farmer had nothing to complain about in this deal!

The farmer, however, is translating this deal differently. He's jumping but it is not for joy! The few thousand he's being paid is less than it costs to have the fields cleared of obstacles in the first place. Also, he can visualize the hired man coming to the house with a utility pole or guide wire stuck on the front of the combine. And even if the

#### **Magic Cow Meets Cowbelles**



The American Dairy Association's "Magic Cow" made an appearance, by special request, at a recent meeting of the MFB Women's executive committee and the "Cowbelles" from the beef industry. The purpose of the meeting was to exchange ideas and experiences successful commodity on promotions.



equipment does survive, does the utility official realize crops are generally planted in straight rows? Circling utility poles with an eight row planter is not the farmer's idea of fun.

Even though we can see the humor in the above, we can see the seriousness too. When will we be able to com-municate what the loss of prime farm land for urban development does to the

vans and trucks.

information.

costs

FARM NEWS

Something Lost in the Translations

future food supply? We need to get across the message that our loss now will be their loss later.

Another area of poor interpretation is developing among top level ad-ministrators in the Department of Agriculture. A recent interview with Carol Foreman in the August issue of "Successful Farming" clearly points to a new translation of the role the U.S.D.A. I always was under the impression that the Department of Agriculture was created to promote a healthy agricultural com-munity that would in turn

feed the people of this country. However, Carol Foreman sees the Department's role as furnishing food for the people of this country and hopes the by-product of these actions will keep agricultural businesses alive!

To me that's like buying a luxurious carriage before you buy the horse. You are nice and comfortable till you realize there is no way to get to your destination.

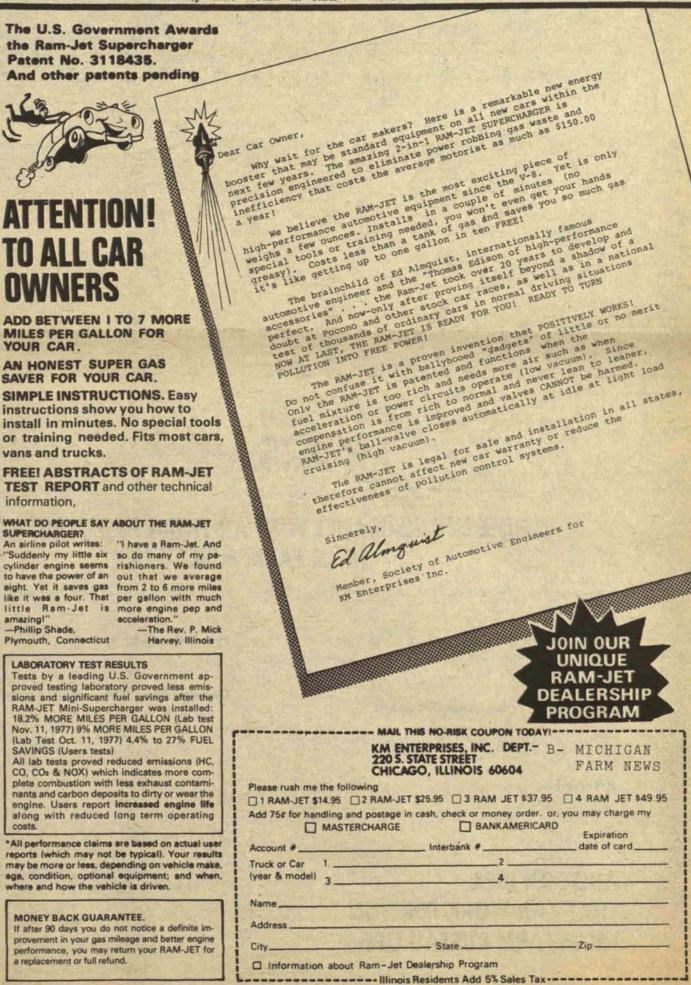
In summary, the point is that we need farm-oriented, educated people to make sure translation our of agricultural policies is understood.

### **USU Ag-Econ Head Named**

PAGE 19



Larry J. Connor, Michigan State University professor of agricultural economics is the new chairman of the MSU Department of Agricultural Economics. He succeeds Harold M. Riley, who had been chairman since 1973.



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