

# Farm News

THE ACTION PUBLICATION OF THE MICHIGAN FARM BUREAU

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Roger and Linda Bloss receive congratulations following announcement of their selection as "Outstanding Young Farmers" at the American Farm Bureau Federation annual meeting in Miami Beach, Florida.

## Michigan Young Farmers Win Titles

### Roger Bloss is AFBF "Outstanding Young Farmer"

Michigan Farm Bureau's representative in the national "Outstanding Young Farmers and Ranchers" competition took top honors at the American Farm Bureau

Federation's 60th annual meeting in Miami Beach, Florida. Roger and Linda Bloss of Swartz Creek received national recognition during ceremonies January

16, along with young farm couples from Illinois and North Dakota. The three couples were picked from a field of 35 applicants from as many states.

The young dairy farmer, who farms in partnership with his father, presently milks 140 registered Holsteins and raises all his herd replacements from

registered young cattle. He is a member of the Michigan Animal Breeders Cooperative and also serves as an officer for Central Genetics, an organization which he helped organize for the purpose of developing high potential bulls into outstanding sires.

Bloss has served as chairman of the Genesee County Farm Bureau Policy Development Committee, as a delegate to the state annual meeting, and attended the Michigan Farm Bureau legislative seminar in Washington, D.C. He is a member of the Jaycees, the Chamber of Commerce and serves on the Ag Advisory Committee for the Swartz Creek Community Schools.

The national title provided the young Michigan farm couple with some unusual experiences — an interview with a Libyan journalist, as well as long-distance calls from the news media back home and personal congratulations from AFBF President Allan Grant.

(Continued on Page 7)

### Steve Gazdag Named Michigan Jaycees Top Farmer



Steve Gazdag of Kalamazoo has been selected by the Michigan Jaycees as the "Outstanding Young Farmer" for 1979. He will represent Michigan in the national contest in Vermont in February. Steve is shown here as a contestant in the Discussion Meet held at the Michigan Farm Bureau annual meeting last November.

In the meantime, back in Michigan, Steven Gazdag of Kalamazoo, who serves on the state Young Farmer Committee, was named "Outstanding Young Farmer" by the Jaycees. Gazdag, who operates a 1,000-acre cash crop farm, will represent Michigan in the Jaycees' national contest in Burlington, Vermont February 23-26.

Nominees for the Michigan Jaycees' Outstanding Young Farmer title are judged on the financial progress of the farming operation, soil and water conservation, and the individual's community service. The program is supported by the Farm Bureau Insurance Group.

The national contest is sponsored by John Deere.

Gazdag has been active in the Kalamazoo County Farm Bureau as member-to-member citrus sale chairman, Local Affairs Committee chairman, Young Farmer Committee member and serves on the county board of directors. He also serves on his church deacon board, is a member of the Comstock Township Planning Commission and is a 4-H leader.

The young farmer's plans for the future include expanding his small hog operation to around 50 sows and feed out some of his feeder pigs, while maintaining 800 to 1,000 acres in cash crops.



*From the Desk of the President*

# Farm Bargaining Legislation: It "Fits"



"sure thing." Such assumption, however, could create dangerous apathy -- and we should be aware of some of the challenges we face so we can be prepared to meet them knowledgeably and effectively.

Delegates at both the Michigan Farm Bureau and American Farm Bureau Federation annual meetings listed enactment of national agricultural bargaining legislation as a top priority activity for their organization. They believed strongly that it was essential to the improvement of net farm incomes.

When such legislation was introduced last year, it had the broad support of not only Farm Bureau, but also the Grange, Farmers Union, the National Council of Farmer Cooperatives and numerous commodity groups and bargaining associations.

With priority status given to the effort by the nation's largest farm organization and with the cooperation of other major agricultural groups, passage of such legislation would seem a

Here in Michigan, we are fortunate to have the experience of operating under state agricultural marketing and bargaining legislation; we know it is workable and is a feasible approach to giving farmers equity of bargaining power. However, to date, our state legislation has been limited to producers of fruits and vegetables, leaving some segments of Michigan agriculture without adequate understanding of how a national farm bargaining act would benefit them. We need to work for their understanding and support.

There are also some farmers to whom the word "bargaining" is synonymous with labor unions and that's enough to "turn them off." We have the challenge of explaining to them that farm bargaining does not threaten our private enterprise

system; it makes it work better! Parties sitting down together, negotiating prices and terms of trade, considering supply and demand and market factors, "fits" very well into the competitive enterprise system.

Farm bargaining legislation not only fits our needs as farmers, it also fits our philosophy as Farm Bureau members. It is self-help legislation which would allow farmers to enhance their incomes through the marketplace. This is far preferable to some of the proposals being considered that would make us dependent upon the government! Pat Groggins, publisher of the WESTERN LIVESTOCK REPORTER, presented a very articulate argument against government intervention in the agricultural industry in a recent editorial:

"When someone tells you or indicates to you that the government can take better care of you than you can -- you should plant one right on the end of their nose. For us as a free enterprise society to attempt to have a 'controlled' agriculture where we are

guaranteed an amount or guaranteed a profit is foolhardy. This will not happen... and it shouldn't because behind this so-called guarantee, which can only come from government, comes food control or control of that business. Then, it is no longer a free enterprise and, by the way -- the profits are never very good then.

"To attempt to assure people in the cow business or in the vegetable business or in the grain business a guaranteed profit every year is foolhardy... That's not what America is about..."

There's another group we must not forget when we are gathering support for national farm bargaining -- the consumers. Their immediate reaction to legislation which will enhance farm incomes may be fear of increased food prices. We must explain to them how very little impact a small increase in raw farm products has on the price they pay -- that it is labor, taxes, energy and transportation that has the biggest effect on prices -- not the raw farm product.

We must tell them that they will benefit from farm bargaining legislation through a stable supply of food -- that, simply, low prices discourage production, profitable prices encourage production. Agricultural bargaining legislation will give the industry stability which, in turn, will surely benefit consumers.

Last, but not least, we must contact our congressmen, once this legislation is introduced again, and urge them to support and aggressively work toward enactment of the bill. They will be getting pressures from many sides. They will be pressured into "doing something" for the farmer. They will be pressured by taxpayers and the Administration to hold the line on spending. Explain to these congressmen that by supporting agricultural bargaining legislation, they'll be doing something to help the farmer help himself -- and it won't cost the taxpayers anything.

That's a combination that's hard to beat!

Elton R. Smith

## Farm Bureau: The Leader Builder

Even this hard-nosed defender of the press gets riled occasionally by members of her profession. For example, there are a few media people who treat the discovery of a Farm Bureau association in the life of a person in the public eye as an expose.

That's happened recently and I've been tempted to send them a note explaining a simple fact of life: almost any person who reaches a leadership position in agriculture will have a Farm Bureau background. It's so common that it would be more newsworthy to find an agricultural leader who did NOT have some Farm Bureau background!

Farm Bureau builds leaders; it's one of the

organization's most beneficial functions -- not only to the individuals who take advantage of Farm Bureau's multitude of leadership development opportunities -- but to the communities or state or nation they serve.

It's a member benefit that shouldn't be left off the list during the membership campaign. Have you noticed that once a member has used the organization to build his or her leadership capabilities, you seldom have to remind them to pay their dues?

Speaking of membership... the Farm Bureau in Pennsylvania recently compared the annual dues of other occupation-related organizations (unions and profession organizations)

with Farm Bureau's dues. If the list of benefits you already have won't convince a farmer that joining Farm Bureau is a real bargain, perhaps a look at this sampling will help:

Doctors	\$515
Typesetters	\$486
Printing Press Operators	\$479
Optometrists	\$475
Electricians	\$462
Ironworkers	\$417
Plumbers	\$404
Roofers	\$336
Carpenters	\$315
Auto Workers	\$200
Local Government Workers	\$168
Letter Carriers	\$120
Railway Workers	\$128
Retail Clerks	\$115
City Bus Drivers	\$109
Bakers	\$108

I'm also a hard-nosed defender of the Community Group program, but I also get riled by some of the "suggestions" that come from the groups. For

example, one group recently wrote: "We should find some way to limit the press on the amount of news they can publish, like shortage of fuel and hamburger taking a big raise in price and many, many, more. The press is killing our country... too many news reporters..."

I was shocked! What they are suggesting is a controlled press!

American journalism is based on the public's right to know. The misuse of political power, crime in the city streets and in the rural communities, upswings and downturns in the economy -- could be classed as "bad news" -- but these things affect people's daily lives and they have a right to know so they can do something constructive about them. And -- we should remember this -- in countries where the press is controlled, most of the news is good -- but the way of living is not.

An alert, inquiring, ar-



ticulate press is the dictator's nightmare; it is a free people's salvation. I hope that Community Group will consider that truth. I hope, too, that they realize for every one reporter who seems dedicated to so-called sensationalism, there are thousands of other hard-working, dedicated journalists whose goals are to right wrongs and make their communities better places to live.

If that's "killing our country," then I am one of those "too many news reporters" who would clean spittoons rather than work in a controlled press.

### MICHIGAN FARM NEWS

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### MOVING?

Planning to move? Let us know eight weeks in advance so you won't miss a single issue of the MICHIGAN FARM NEWS. Attach old label and print new address in space provided. Mail to MICHIGAN FARM NEWS, P.O. Box 30960, Lansing, Michigan 48909.

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# MSU President Harden Honored by AG Conference

Dr. Edgar Harden, president of Michigan State University, was honored January 10 by the Michigan Agricultural Conference for his distinguished service to agriculture and the people of Michigan. The MSU president received a standing ovation from the nearly 1,000 farmers, agricultural leaders, agri-business representatives and legislators attending the 31st Michigan Agricultural Conference legislative dinner at Kellogg Center, East Lansing.

In presenting the award, Frank Merriman, past president of the MAC and former MSU trustee, said farmers are pleased that Dr. Harden has "been able to regain a sense of direction for Michigan State University" and expressed the hope that the board would appoint a successor who would "build on the foundation he has built."

"Michigan State University is the only university those of us in agriculture can look to for assistance in producing

the food and fibre our citizens need," said Merriman. He said Harden's ability to work with the governor and the Legislature to gain funds for agricultural research has been especially appreciated by the farming community.

In accepting the award, Dr. Harden said, "I accept this in the knowledge that I had the greatest teacher ever at Michigan State University - John Hannah - and I share with him what it represents."

Governor William G. Milliken introduced the new director of the Michigan Department of Agriculture, Dean Pridgeon, who was recently appointed to succeed retiring B. Dale Ball. Governor Milliken called Pridgeon "a farmer in the deepest sense of the word" and lauded him for his "distinguished service" on the Department of Natural Resources Commission - "where his knowledge, sensitivity, and breadth of view earned the respect of all."

"I think the appointment of Dean Pridgeon as director of the department signals the strengthening of the partnership between those entrusted with preserving the environment and those charged with using it in a productive way for the benefit of all society - the farmers," he said.

The governor also discussed his proposal for a "Food Fair" to run concurrently with the Michigan State Fair on the state fairgrounds. It would promote "Grown in Michigan" produce and could be expanded to include a traveling food fair to promote our agricultural products throughout the United States and in foreign countries, he explained.

Dan Baker of Texas, professional speaker and former minister, spoke on "Real People in a Real Business." Baker reminded the large audience that although America has problems today, life is still basically good and so are people - because "God don't make no junk!"

Wrapping up the evening was the drawing for legislative door prizes. Winners of 60-pound bags of sugar, courtesy of Farmers and Manufacturers Beet Sugar Association, were Senator Edward C. Pierce of Ann Arbor and Rep. Robert Welborn of Kalamazoo. Winners of choice steaks, courtesy of the Michigan Agriculture Conference, were Rep. Drew Allbritten, Grand Rapids; Rep. Lucille McCollough, Wayne; Senator Robert Young, Saginaw, and Rep. Raymond Kehres, Monroe. The food basket, contributed by Michigan



Rep. Everitt Lincoln was the winner of the food basket contributed by the Michigan Farm Bureau during the legislative door prize drawing at the Michigan Agriculture Conference banquet.



MFB Legislative Counsel Robert E. Smith (right) chats with MDA Director Dean Pridgeon (standing) and Michigan Agriculture Commission Robert Chaffin following presentation of the 1979 Michigan Farm Bureau policies before the Commission on January 10.

Farm Bureau, was won by agriculturally-oriented groups (including Michigan Farm Bureau). It serves as a sounding board and advisory association, especially in regard to the Extension Service, Agricultural Experiment Station, and the College of Agriculture and Natural Resources at Michigan State University.



## Look ahead this Winter

Though growing season is over and the land is at rest, the cold winter months can be the most productive on your farm.

Use them for planning, for setting goals for the future, and the return on your winter months may surprise you.

Top managers plan ahead. They decide, sometimes with the aid of a lender or other advisor, how things should happen. They shape events rather than letting events shape them.

Goals will help you shape events. Make your goals realistic. Make them for the short run and the long run. Some will be large and some will be small. Make them specific and measurable, so you'll know when you've met them.

Look ahead this winter by setting goals for your year ahead. Need someone to talk to about goal setting? Try us; we're good listeners. Chances are that we can help when it comes to your financial goals and a line of credit to meet them.

### Michigan Production Credit Associations

Alma / Bay City / Grand Rapids / S.E. Michigan (Adrian) / Kalamazoo / Lansing / Sandusky / Traverse City



Farming is everybody's bread & butter.

## B. Dale Ball Tribute Set

The agricultural industry will pay tribute to B. Dale Ball, recently-retired director of the Michigan Department of Agriculture, on March 15 at Kellogg Center, Michigan State University, East Lansing.

Farmers and agricultural leaders from throughout the state and nation are expected to be on hand to pay tribute to Ball for his many years of service to Michigan agriculture. A limited amount of tickets are available for the event at a charge of \$10 per person, which will include dinner and a contribution toward a gift. A hospitality hour, with cash bar, will begin at 6 p.m. and dinner served at 7 p.m., followed by a brief program.

Use the form below to make your reservations. Make checks payable to the Michigan Agricultural Conference. Reservations will be taken on a "first come-first serve" basis. Reservations must be received by March 1.

Send to:  
Michigan Agricultural Conference  
921 N. Washington  
Lansing, Michigan 48903

Please reserve \_\_\_\_\_ tickets for the TRIBUTE TO B. DALE BALL dinner for:

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zip Code \_\_\_\_\_

We cannot attend, but enclose a contribution for his gift.

Note: Make checks for tickets or gift contribution payable to Michigan Agricultural Conference.



# Gateways to World Markets

## FBS Joins Farmers Export Company

By Paula Mohr

Foreign marketing doors will be opening for Michigan-produced grains with Farm Bureau Services, Inc. announcing membership in Farmers Export Company (FEC), a rapidly expanding marketing cooperative located in Overland Park, Kansas. The announcement was made by Elton R. Smith, president of Farm Bureau Services, Inc., and James A. Layton, president and chief executive officer of FEC.

In addition, the FEC has recently finished negotiations for their first East Coast grain terminal in Philadelphia, equipped with ocean-export facilities. The export company also has terminals located in Alma, Louisiana and Galveston, Texas. The three terminals will push total annual shipping capacity to 550 million bushels.

For Michigan grain exporters, this integration into world markets will increase grain sales, encourage competitive farm prices and increase farm investment values, said Donn Kunz, manager of the Grain Department of Michigan Elevator Exchange, a division of Farm Bureau Services, Inc.

When farm producers first began marketing

their produce nation-wide, they soon learned the middlemen who transported and sold their goods were interested in personal profits, and not in seeking true crop values. This spurred farmers to band together, forming cooperatives. But when foreign exporting markets opened, similar obstacles were encountered: only big corporations operated facilities for overseas trade. Individual cooperatives lacked financial strength to compete with these corporate giants. This time, cooperatives united and pooled their resources, and in 1966, the Farmers Export Company was born, opening doors for direct producer grain exports.

This brings Michigan grain producers into the picture.

"The Michigan Elevator Exchange is always trying to find better markets and prices for grain producers," Kunz said. "By consolidating with other states, it is possible to penetrate and directly export grain to world markets." With facilities offered coast to coast, world buyers will be able to purchase the quantity and quality of grain desired, he pointed out.

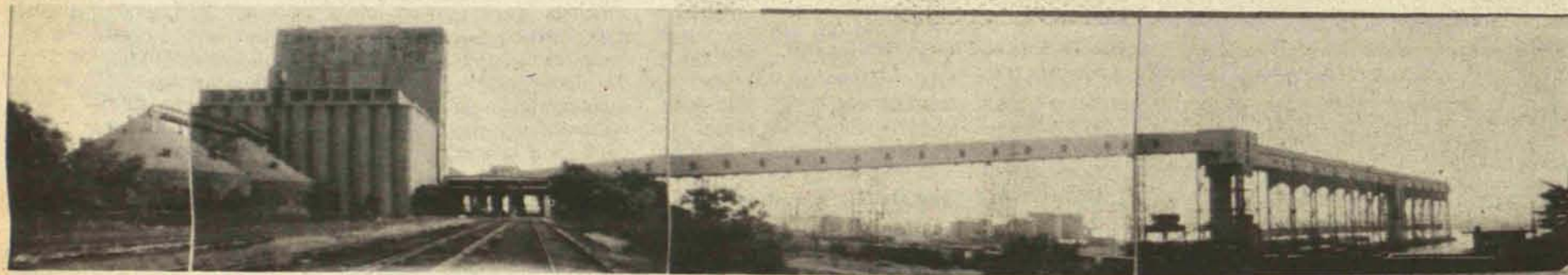
The FEC realized the importance of an ef-

ficient East Coast ocean-loading facility for the Midwestern states of Michigan and Ohio and agreed to arrange for the three-million bushel terminal, which is currently being renovated, he said.

The major U.S. agricultural marketing cooperative includes two other new members, Landmark of Ohio and Ohio Farmers Grain Corporation. The twelve-member co-op forecasts bulk grain shipments to the new Pennsylvania terminal to originate from Ohio and Michigan.

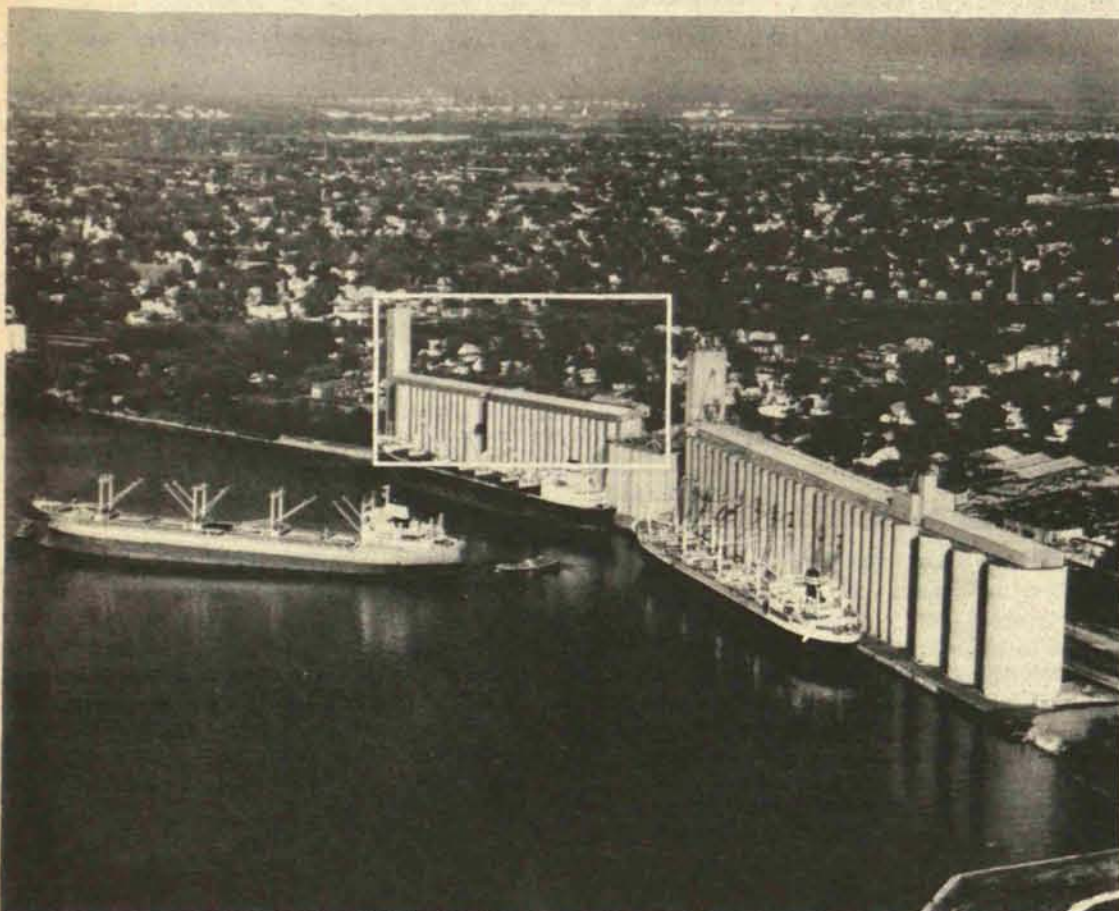
Other members include Far-Mar-Co., Inc. of Kansas, Farmers Grain Dealers Associated of Iowa, Farmers Union Grain Terminal Association of Minnesota, Illinois Grain Corporation, Indiana Farm Bureau Cooperative Association, Inc., Kansas City Terminal Elevator Company, Mississippi Federated Cooperatives, St. Louis (Missouri) Grain Corporation and Missouri Farmers Association.

Elton R. Smith and Edward R. Powell, vice president of Michigan Elevator Exchange Division, Farm Bureau Services, were appointed FEC board directors.



The Farmers Export Company has completed negotiations for this East Coast terminal in Philadelphia. Most grain shipments to this terminal will originate from Michigan and Ohio.

## Expansion of Mid-States Adds Market Power



The outline shows the expansion planned for Mid-States Terminal in Toledo, Ohio. With the expansion, two boats will be able to load simultaneously, storage capacity will be doubled, and grain trucks will be unloaded in less than four minutes. The facility is owned by Farm Bureau Services, Inc., Landmark of Ohio, Ohio Farmers Grain Cooperative and Indiana Farm Bureau Cooperative Association.

### Fall of '79 Target Date for Completion

Adding to the marketing power of Michigan grain producers will be expansion of Mid-States Grain Terminal at Toledo, Ohio.

Already the largest grain-loading facility on the Maumee River at the Port of Toledo, the terminal is owned jointly by Farm Bureau Services, Inc., Landmark of Ohio, Ohio Farmers Grain Cooperative and Indiana Farm Bureau Cooperative Association.

The expansion calls for nearly doubling its storage capacity and will allow for two boats to load simultaneously instead of the one it can currently handle.

This will be the fifth expansion of the terminal since its acquisition in 1959, the same time as the opening of the St. Lawrence Seaway. These constant expansions have been warranted by grain movement increases over the years, explained Edward R. Powell, vice

president of Michigan Elevator Exchange, a division of Farm Bureau Services. Boat loadings for 1978 were 109, setting a new record. Total export sales, exceeding \$250 million in 1978, also set new records.

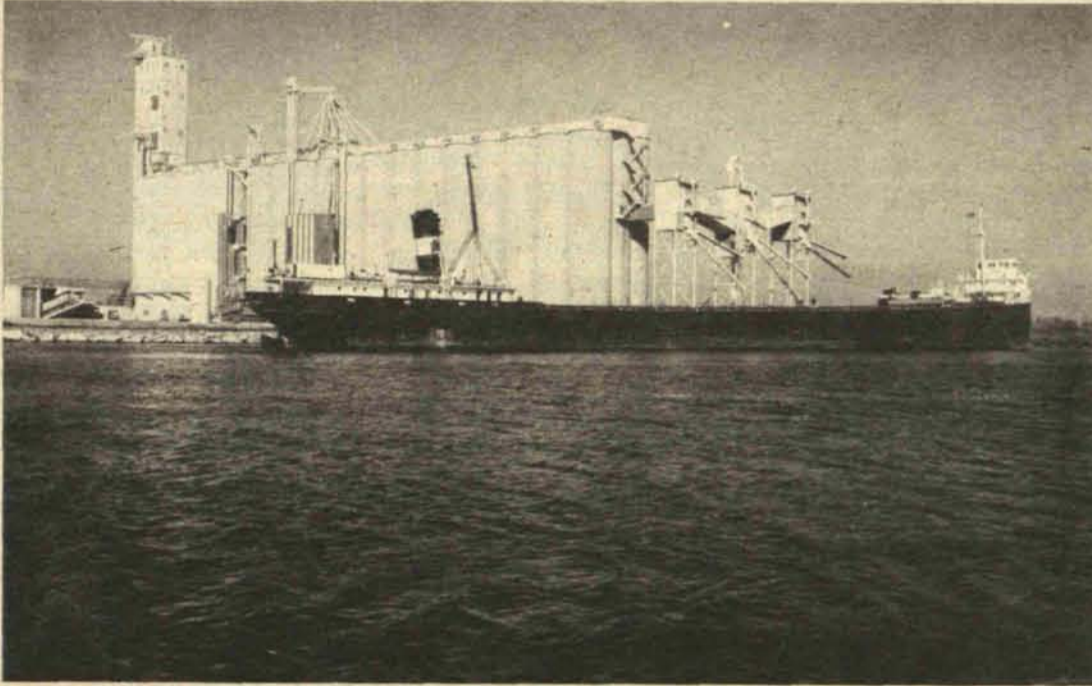
The current expansion plans call for 32 additional storage tanks, bringing total capacity to nine million bushels; one additional boat-landing facility; six high-speed truck unloading dumps and improved railroad car hauling. It is expected that grain trucks can be unloaded in less than four minutes. The target date for completion is fall of 1979.

Mid-States shipped more than 22 million bushels of soybeans last year, making it the largest exporter of that commodity on the Great Lakes. The elevator operation also shipped more than five million bushels of wheat and 25 million bushels of corn.

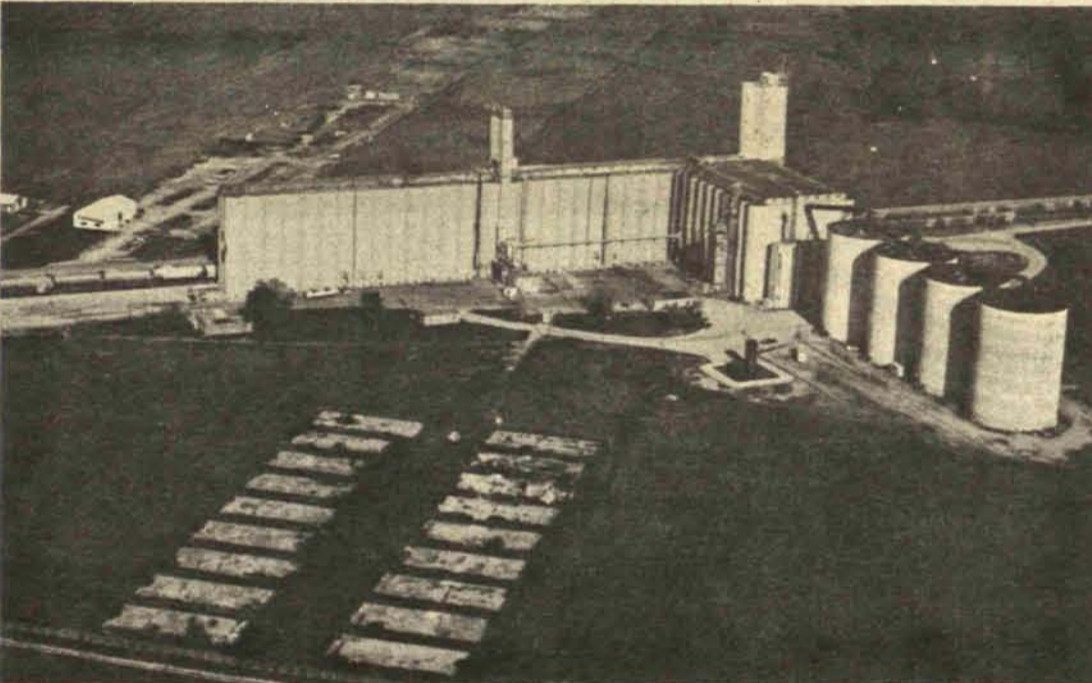


# Open to Michigan Farmers

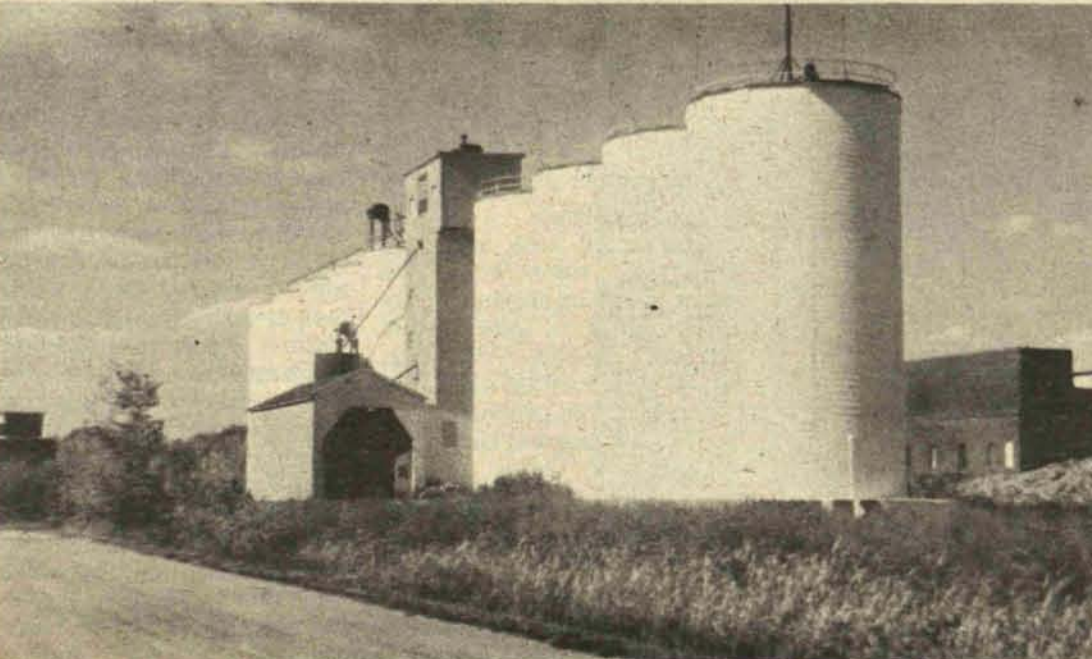
## Latest Market Penetration Allows Co-ops to Make Competition--Not Just Meet it



Total capacity at the Saginaw terminal is 2 1/4 million bushels and has a ship load-out capacity of 25,000 bushels per hour. Dredging in the ship load-out area was completed last fall.



Total storage capacity at the Ottawa Lake terminal is 6 million bushels with the recent completion of two silos. The facility can handle a 100-car unit train, filling 10 cars per hour.



The Marysville terminal is another part of the Michigan Elevator Exchange facilities which serve the state's grain producers.

Membership by Farm Bureau Services, Inc. in the Farmers Export Company is the latest in a continuing series of efforts by farmer cooperatives to penetrate various levels of the grain marketing system.

There was a time when the only place farmers could sell their grain was to local, privately-owned elevators. There was no expanded marketing system and therefore, farmers had to take what they could get for their product. So they pooled their capital and built or bought their own facilities. Soon there were farmer-owned grain elevators in nearly every county.

As the years went by, earnings were plowed back into better services and facilities and the net worth of the local co-op grew. The farmer who patronized his co-op ended up with his money back in a shared ownership worth many times his original investment.

Despite these local cooperatives' efforts to keep abreast of farmers' needs, the farmer modernized faster than the country elevators, demanding services and facilities the locals could not supply fast enough. Michigan Elevator Exchange had entered the picture by this time, acting as the farmers' marketing agent. MEE improved marketing techniques, found new buyers and gathered enough capital to expand its marketing clout.

Grain terminals at Ottawa Lake, Saginaw and Marysville, and the Quincy Flour Mill became a part of MEE's marketing system,

servicing over 100 country elevators in Michigan.

Despite this continuing, aggressive expansion program, MEE still faced the problem of having to sell its grain to five international grain companies -- whose major interest was not a good return for farmers. So, farmers, through MEE, decided to tackle the next penetration through consolidation. Two co-ops in Ohio, one in Indiana, and Michigan Elevator Exchange, purchased the Mid-States Terminal at Toledo, providing direct access to world markets via the St. Lawrence Seaway. This facility brought MEE's total storage capacity to 17.5 million bushels, enabling it to become Michigan's largest handler of grain and beans.

Still faced with the inability to compete with the major international grain companies which have very wealthy backing, farmer cooperatives took yet another step toward penetration of world markets -- formation of a Farmers Export Company, owned by 12 major agricultural regional co-ops with ocean-loading facilities in Louisiana, Texas and Philadelphia.

This latest step gives Michigan farmers an entry into the world markets which will enhance their ownership, give increased value back to farmers in the form of patronage refunds, or investment of earnings into even greater penetration of world markets -- all of which serves to elevate farm prices.

Most important, it puts farmer cooperatives in the position of MAKING competition -- not just meeting it.

### Expanded Market System

### Topic at "Open Line"

### Gasohol Also on Agenda

Farm Bureau Services' expanded grain marketing "muscle" will be reviewed during a series of "Open Line" meetings in February, according to Executive Vice President Donald R. Armstrong.

Meetings are scheduled for February 13 at McGuire's in Cadillac, February 20 at Countryside Inn, east of Battle Creek, and February 23 at Zehnders, Frankenthuth. Coffee and rolls will be served at 9:00 a.m., with each meeting starting promptly at 10:00 a.m. A complimentary "farmers' luncheon" will be served at noon and adjournment is set for 3:30 p.m.

Also on the agenda will be a discussion on energy and the economics of gasohol, presented by Professor Bill Stout of Michigan State University's Agricultural Engineering Department.

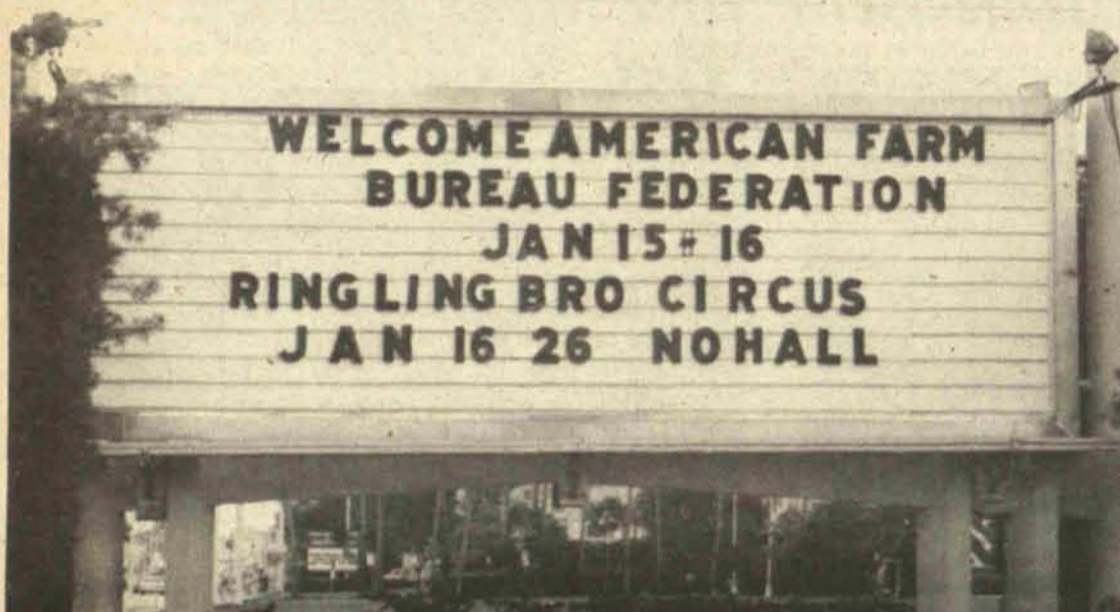
All Farm Bureau members are invited to attend the "Open Line" meetings in their area. (See advertisement in this issue.)



# Michigan is Well-Represented

MIAMI  
BEACH

## Convention Center



Nearly 500 Michigan Farm Bureau members were in Miami Beach, Florida, for the American Farm Bureau Federation annual meeting. A premiere performance of Ringling Brothers and Barnum and Bailey Circus was shown exclusively for Farm Bureau members at the awards program.

## Michigan Farm Bureau Honored for Programs

The Michigan Farm Bureau was recognized as one of the top states in the nation in program achievements during an awards program at the American Farm Bureau Federation annual meeting in Miami Beach. The awards were presented during an intermission of the 1979 premiere performance of Ringling Brothers and Barnum and Bailey Circus, shown exclusively for Farm Bureau on January 16.

Michigan Farm Bureau President Elton R. Smith accepted the organization's six gold stars and five silver stars. Gold stars were received for membership, young farmer activities, marketing (American

Agricultural Marketing Association), marketing (non-AAMA), policy development and national affairs. Silver stars were won for commodity activities, women's program, information, local affairs and political education.

The 11 stars put Michigan fourth in the nation, ranked behind New Mexico, North Dakota and Illinois. The Golden Eagle award for exceptional service to producing farmers, which Michigan has won for the past several years, was not a part of the awards program this year.

Nearly 500 Michigan Farm Bureau members were in Miami Beach for the activities.

## FB Leaders Urged:

### "Get Vocal on the Local"



Ron Nelson of Michigan Farm Bureau's Public Affairs Division served on a panel on local affairs. Michigan Farm Bureau's rural crime prevention program was of interest to members from other states.

## MFB'S Rural Crime Program Reviewed

The president of the Kansas Farm Bureau, John Junior Armstrong, urged county Farm Bureau leaders to get "vocal on the local" and have more impact on local governmental affairs. Armstrong presided over the local governmental affairs conference held at the 60th

annual meeting of the American Farm Bureau Federation in Miami Beach.

"Farm Bureau members are concerned about the need for more involvement in local governmental affairs. We must get our message across to local governments," Armstrong said. "And the

leadership must come from local county Farm Bureaus."

He said the state Farm Bureau must work at the state level; the American Farm Bureau must work at the national level; and the county Farm Bureau must become more active at the local level of government.

"Farmers and ranchers can no longer sit by without inputting into local governmental affairs," Armstrong said.

Ken Cheatham, director of local governmental affairs for AFBF, told the conference participants that becoming more active in local government is a good way for a county Farm Bureau to provide more direct service for members at the county level.

"Can you sell a Farm Bureau membership based on what your county is now doing?" Cheatham asked.

"Farm Bureau is opposed to the centralization of the federal government but for the last decade, we in Farm Bureau have been guilty of becoming more centralized. We must return emphasis to the county level. We must identify our county Farm Bureau as a problem solving organization at that level of government," Cheatham said.

Ron Nelson, who heads Michigan Farm Bureau's Local Affairs program, took part in a panel discussion on "Successful Programs and How They Work," and reported on Michigan's successful Rural Crime Prevention program.

## Grant Tells FB Women '79 Will be Crucial Year



Mrs. Vivian Lott (right) accepts a Silver Star for the Michigan Farm Bureau's women's program. Mrs. Lott, chairman of the MFB Women's Committee, and four other women from the state committee represented Michigan at the Women's Conference.

American Farm Bureau Federation President Allan Grant plainly outlined the challenges to agriculture and the U.S. economy in his remarks before the Farm Bureau Women's delegates and members on January 16 at the AFBF Women's Conference in Miami Beach.

Grant warned "... the concerns we face are such things as the continually rising national debt, the cheapening of our dollar through deficit financing, growing consumer and environmentalist pressures and the future apportionment of Congress."

He also told the women that 1979 would be a crucial year for the Carter administration, farmers and ranchers and the Farm Bureau. Carter is beginning to learn to work with the Congress, Grant said. "He (Carter) is getting set for the 1980 presidential

election and he has some outstanding political debts to pay, particularly to organized labor," he advised.

In a brief outline of political education and communications activities for the year ahead, Grant urged the women to work with other farm and non-farm groups to oppose national health insurance, and to share the farmers' viewpoint regarding nutrition programs, world hunger and the inflationary impact of unchecked government spending.

A total of 229 voting delegates attended the AFBF Women's Conference in Miami Beach. Representing the Michigan Farm Bureau Women were Mrs. Vivian Lott, Ingham County; Mrs. Claudine Jackson, Livingston; Mrs. Faye Adam, Sanilac; Mrs. Olis Hudson, Livingston, and Mrs. Kay Wagner, Northwest Michigan.



# at American Farm Bureau Annual



## Peter Edick in National Talk Meet

Peter Edick of Eaton County represented Michigan in the American Farm Bureau Federation's national Discussion Meet. Edick won state honors during the MFB annual meeting in Grand Rapids last November.

## Blosses are Winners

(Continued from Page 1)

Announcement of their award came as a "complete surprise" to the Blosses, who looked upon their trip to Miami Beach as an opportunity to talk with other farmers from throughout the nation and to see their organization in action at the national level.

Before the afterglow of sudden fame had faded, the young farm couple was already making plans to go home and continue their farming business. "After all," they said, "our goal was not winning a national title. Our goal was a good farming operation." And a successful farming operation that commands national

recognition needs the attention of those who made it successful.

Candidates for the "Outstanding Young Farmers and Ranchers" title are judged on farm management abilities and the amount of progress made in the farm operation from the point at which the individual started farming. Consideration is also given to the applicants' demonstrated leadership abilities, both in Farm Bureau and in his local community.

The couples sharing the title with the Blosses are Steven and Pamela Wentworth of Orena, Illinois, and David and Karen Hagert of Emerado, North Dakota.

## ART HOLST

### "Get Involved"

"It's that little difference that can make a big difference in your Safemark program," said Art Holst during the 1979 Safemark Conference held in conjunction with the 60th annual meeting of the American Farm Bureau Federation.

Holst, who is well-known as a National Football League referee, said, "We paint a line across the football field and we call it the goal line; getting there is another thing, and when you get there you have to have the right material."

Holst challenged the crowd to get involved, to be a problem solver and to speak the same language as the person with whom they are communicating.

During the Safemark Conference, Leo Waggoner, administrative director of the Iowa Farm Bureau Federation told the group that the real success of the Safemark program is the quality of goods and competitive prices Safemark offers. He also said the Safemark program can encourage a person to join or rejoin the organization.

## ALAN GRANT

### Condemns National Health Care Plans



ALAN GRANT

American Farm Bureau President Allan Grant condemned nationalized health care plans, called for constitutionally imposed spending limitations and urged deregulation of the transportation industry in his address before the 60th annual AFBF meeting in Miami Beach January 14.

"The theory that the people of this country suffer from a tremendous gap in health care which only the government can bridge is a political fraud," Grant said.

"The opportunity for waste and outright fraud within a national system of compulsory health care would surely produce scandals to make those of Medicaid and Medicare seem mild by comparison," he said.

In calling for spending limitations, Grant labeled them "a force to be reckoned

with and an idea whose time has come."

Grant suggested that the best way to accomplish spending limitation goals would be by an amendment to the U.S. Constitution "limiting the spending authority of Congress to a realistic percentage of the gross national product."

The amendment should be initiated by Congress, ratified by the states and contain a clear-cut commitment for the orderly reduction of the national debt, he added.

Charging that railroad, airline, bus and trucking industries have been severely damaged by excessive, long-time regulation, Grant said, "The best thing that could happen to the entire transportation industry would be to allow competition back in by turning the government out."

## RONALD REAGAN

### "Government is Not Answer"

Ronald Reagan addressed the general session of the American Farm Bureau Federation's 60th annual meeting and called restoration of the balance between the levels of government one of the great issues of our time.

The former California governor said it is time for Washington to turn back to the state and local governments "the programs which it has usurped and which it is inadequate to administer."

He cited massive federal welfare programs as an example, then warned that federal aid to education has now turned into federal control of education.

He told the 7,500 Farm Bureau members that "government is not the answer. It is the problem." He said the bureaucracy, which he characterized as "permanent employees of the government," actually makes more decisions about our daily lives than our elected representatives.

Reagan said government "now costs the average family more than food, housing and clothing all put together," and he pointed out that various governmental



RONALD REAGAN

bodies take 44 cents out of every dollar earned by Americans . . . which prorates out to \$9,600 for every family in the country.

"Inflation," he said, "has one cause, and it isn't prices and wages. It is caused by government spending more than government takes in."

## ROBERT STRAUSS

### Reports on Trade Talk

The administration's trade package was described as "a real step forward, instead of backward, and no closing of markets or erection of more trade barriers," by Robert Strauss, the President's special representative for trade negotiations, who addressed delegates at the AFBF annual meeting.

Ambassador Strauss said we stand at a time of "unusual peril and unusual prospect for improvement of our international trading system." He warned that "pressures to close borders here as well as abroad have never been so strong."

## DELEGATES SAY

### "No on Flexible Parity"

Delegates to the 60th annual meeting of the American Farm Bureau Federation rejected the idea of "flexible parity" by an overwhelming vote on January 18.

At a session that ran late into the night, a delegate proposed replacing the Food and Agriculture Act of 1977 with a plan of flexible government supports tied to production controls.

After 90 minutes of debate, the proposal was turned down by a lop-sided count of 189-46.



## Farmer Cooperative Growth Threatened

By Paula Mohr

Farmers may be facing legislation this year designed to limit agricultural cooperatives, predicts a House Agriculture Committee chairman.

Thomas S. Foley, (D-Washington), addressing an annual National Council of Farmers Cooperatives (NFC) meeting recently, said the legislation will result from recommendations of the National Commission to Review Antitrust Laws and Procedures. The recommendations, sent to President Carter in late January, called for modifications to the Capper-Volstead Act affecting cooperative mergers and cooperative marketing agencies in common.

The Capper-Volstead Act of 1922 permits farmers to join together to process, prepare for market, handle, and market the farm products of the members and patrons.

The 22-member commission, established by the President in December, 1977 to review antitrust laws and procedures, has specified the three following recommendations:

1) Although organization of agricultural cooperatives is favored, criteria for judging the antitrust treatment, with regard to mergers and marketing agents in common, should be the same as it is for other companies (this means limited cooperative mergers and limited sales volume of cooperative members).

2) The office of the United States Department of Agriculture (USDA), which is responsible for promoting cooperatives, should be separate from the office responsible for enforcing antitrust violations. The USDA presently promotes and enforces its antitrust regulations. The commission has also requested that the statement "undue price enhancement," in the Capper-Volstead Act be defined more clearly.

## Host Families Needed for Scandanavians

American host families are being sought for 500 Scandinavian high school students from Sweden, Norway, Denmark and Finland for the 1979-80 school year, in a program sponsored by the American Scandinavian Student Exchange (ASSE).

The ASSE is also seeking American students, age 16-18, who would like to spend a high school year with a Scandinavian family or participate in a five-week family stay in the summer of 1979.

The Scandinavian students,

3) Concerning agricultural marketing orders, the Secretary of Agriculture should be required to select the alternative that is the least anti-competitive. At the present, the secretary can set marketing orders without having to consider the competitive factors.

For Michigan farmers, limiting cooperative mergers would affect efficiency and advancements within the agricultural industry, said LA Cheney, executive secretary of the Michigan Association of Farmer Cooperatives.

"We've had a large number of cooperatives joining together to improve the operation and efficiency of business, and to improve methods and techniques which serve farmers," he said. All Michigan farmers would be affected if cooperative expansion were regulated, he added.

The USDA estimates that five out of six of the nation's farmers are members of one or more agricultural cooperatives. Approximately, 4,500 farmer cooperatives serving more than 3.5 million farmer memberships are represented in the NFC.

As Cheney and Kenneth D. Naden, NFC president, point out, the commission is comprised of few cooperative supports and few understand the uniqueness of agricultural production and marketing.

But Chairman Foley said cooperatives would not be decimated by ill-considered legislation, and suggested that the Agriculture Committee might try to gain some jurisdiction over the legislation when it is introduced in the House.

Foley added, however, that the urban members of Congress would not be easy to approach on the issue.

"The story of the value of cooperatives will have to be told at the grassroots level throughout the country," he said.

age 16 and 17, will arrive in the U.S. in late August, 1979, attend the local high school, and return home in late June, 1980. The students, all fluent in English, have been screened by their school representatives in Scandinavia and have pocket money and medical insurance.

Persons or families interested in either of these programs should contact Beth Beeker, 1136 N. Miller Rd., Saginaw, Michigan 48603. Telephone (517) 781-0323. Letters should contain the writer's phone number.

## Retha Hankey Appointed Beef Commission V. P.

The Michigan Beef Industry Commission has announced the appointment of Miss Retha Hankey of Lansing as executive vice president of its nine-member council. Hankey, the first woman to head a Michigan commodity organization, succeeds Richard Posthumus of Lowell, who has served as executive vice president since the commission was created in 1972.

Posthumus has been appointed by the Minority Leader of the Michigan House of Representatives, William Bryant, Jr., to be the director of Program Development and Legislative Research for the House Republicans.

Hankey, who served as Consumer Information specialist for the commission, will continue her role in consumer services until a new specialist is appointed, while also undertaking administrative and legislative duties.

With her strong background in consumer education, and established contacts in the area, Hankey said she is looking forward to the challenges her new position will bring in beef promotion.

She said the commission will continue to build a positive program in the consumer information area by reaching consumers through print and broadcast media. The commission bases its information on well-founded, documented research, said Hankey.

Strong promotional activities will also continue in retail areas, she said, adding she would like to increase beef promotion in food service areas.



RETHA HANKEY

"Beef consumption is increasing in institutional and hotel areas," she said, "and I would like to expand further into institutional management."

In conjunction with the American Dairy Association, the Beef Commission is currently involved with promoting dairy and beef products in supermarkets. Advertising materials such as colorful beef posters, mobiles and free recipes are being displayed in grocery stores.

Hankey said a lot of revenue is spent in supermarkets since promotional

activity is done three times a year. But it pays off: "Studies show that visual aids have great immediate impact on consumers. They're very successful with getting the idea across," she said.

Hankey received her Bachelor of Science degree in Community Services and Human Ecology and Masters in Adult Education and Communications from Michigan State University. She has worked for the Michigan 4-H Youth Programs, Cooperative Extension Service, for three years prior to coming to the Beef Industry Commission in 1976.

## Beef Producers Referendum Set

Michigan beef producers will be given the opportunity to vote on whether the Michigan Beef Industry Commission (MBIC) should continue to operate promotional, informational and research activities for its producers.

The council was created in 1972 at the request of beef producers. It is required by

law that a referendum be held after the first five full calendar years of operation, to assure producer support.

Any individual who sold cattle in the 1978 calendar year and in turn, paid an MBIC assessment, can vote.

Ballots will be made available by mail to Michigan beef and dairy producers. They will also be available

through livestock marketing agencies, local cooperative Extension offices, and by request from the Michigan Department of Agriculture and the Michigan Beef Industry Commission.

Ballots will be available in late February and early March. They must be mailed to the Michigan Department of Agriculture by March 15, 1979.



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# Crop Reporting Service Changes Name

Michigan Crop Reporting service has changed its name to Michigan Agricultural Reporting service, effective January 1, according to Dr. Ralph Morrow, Michigan Department of Agriculture deputy director, Bureau of Agricultural Development.

"The change was made to better associate the livestock industry and to include

economic activity, which is a significant part of our total agricultural data service," explained Dr. Morrow.

Don Fedewa, statistician-in-charge of the reporting service, reported that, since development in 1917 of the original state-federal cooperative agreement for a reporting service, the division has become involved

in many reporting activities. "Our primary concern is that the title more accurately and completely describes the entire state and county agricultural data base," Fedewa said.

"However, the title has been used since 1919 and crop reporting service has been in existence for over 100 years, so we don't expect the new

name will be instantly recognized and used."

In addition to the name change, Michigan Agricultural Reporting service will be publishing a consolidated statistical release twice a month instead of the average 12 single sheet releases now issued.

"Our consolidated statistical releases will have

compiled data, with more information interpreting charts and graphs. We will minimize tabular materials except in annual reports," Fedewa explained.

"We will be going to the electronic media for its time value, doing more radio broadcasts to try to get information to farmers faster," he added.

## Dr. Hoefler Appointed



Gov. William G. Milliken has announced the appointment of Dr. Jacob A. Hoefler, assistant dean of two colleges at Michigan State University (MSU), to the Natural Resources Commission. He replaces Dean Pridgeon who resigned to become director of the Department of Agriculture.

Milliken also announced the reappointments of E. M. (Matt) Laitala of Hancock and Charles G. Younglove of Trenton to the commission.

Hoefler, 63, is assistant dean of the College of Agriculture and Natural Resources, assistant dean of the College of Natural Science, associate director of the Agriculture Experimental Station, director of the Kellogg Biological Station and professor of animal husbandry.

The governor said, "Dr. Hoefler is ideally qualified to serve on this commission which has been taking on increasingly complex environmental responsibilities. He has an outstanding background in agricultural and environmental research. He brings a new dimension as well as a broad outlook and understanding of the interdependence of various outlooks of our environment."

"Having been born and reared on a farm, and being a leader in agricultural research and education, he is well-suited to help the Department of Natural Resources (DNR) relate to Michigan agriculture," Milliken said.

"And as a leader in the development of many natural science and natural resources programs, he will bring to the commission a new perspective on many aspects of ecology and environmental protection."

# Open Line



Where Your Farm Comes First  
**Farm Bureau**  
FARM BUREAU SERVICES, INC.  
FARMERS PETROLEUM



## Open Line Meeting Looks at Farming in '79

Be more productive; and get the most up-to-date information on the 1979 growing and marketing seasons.

Join the Farm Bureau folks at the 1979 Open Line meetings. The meetings are free with a complimentary lunch served. Spend the day learning useful information that could help you in the coming year... Farm Bureau's new direct world-wide grain marketing... the expansion of the Mid-State terminal in Toledo... rising farm fuel cost and what's being done about it... and a lot more.

Agricultural leaders... Co-op presidents, Board Members, leaders in farm supply and County Farm Bureau members... are encouraged to attend these meetings and pass along the information to their local farm groups.

All Open Line sessions will be held from 10 a.m. to 3:30 p.m. Come at 9:00 and enjoy coffee and doughnuts. Find out what the 1979 outlook is for you and your farm... from the Farm Bureau people.

### In Cadillac

Feb. 13 at McGuire's

### In Battle Creek

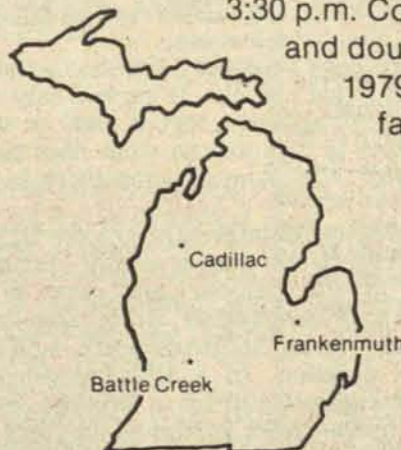
Feb. 20 at Countryside Inn  
I-94 Exit 104

### In Frankenmuth

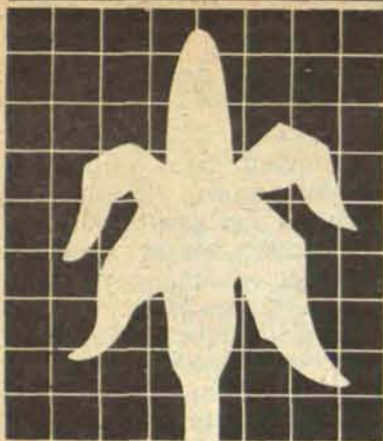
Feb. 23 at Zehnders

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FEBRUARY						
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11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28			







# Marketing Outlook



## Ground Beef Popularity Grows Despite Price Increase

By Jack Anderson

Economics contributed earlier in the rise in ground beef popularity. Recently, however, ground beef has continued to increase in price and, during this same time, it has continued to increase in popularity. This trend is not

common with steaks and roast. The patrons of three leading hamburger chains are consuming the equivalent of two million head-plus of cattle each year and that figure is continuing to increase.

It is predicted that the

popularity of ground meat will continue. Consumers have reacted positively to buying proportionately more of this nutritious and convenient meat and there is no indication that we will see a turnaround in the amount of ground meat being consumed by the U.S. population. Per

capita consumption of ground meat is definitely on the increase, due in part to the rapid growth of our food service industry, especially the fast food outlets.

Approximately 14 percent of the consumer's food budget is spent on ground meat. In addition, as consumers' in-

comes increase, per capita ground meat consumption trends upward, with the exception of the very highest income groups.

It is estimated that 40 to 45 percent of our beef supply reaches the consumer in a ground form, as either cooked

(Continued on Page 11)



## ANATOMY OF A PRICE

Part V:

Competition

By: Dr. Paul Kindinger  
Director  
Commodity Activities and  
Research Division  
Michigan Farm Bureau

The word competition connotes different things to different people. For some the word is associated with an athletic event; for someone else it may mean a sales contest, while for others it may be associated with politics. Whatever the type of activity it brings to mind, the underlying concept is still the same. It basically refers to the idea of outdoing someone who has the same objectives as you.

In sports it is one individual or team attempting in some way to prove its superiority, usually by scoring more points. To a salesman it means putting more of his products on the market, getting more dollars for his company or in some way outdoing others handling the same or similar products. In politics, it is a matter of convincing people that you are the best candidate or that your position on an issue provides the best solution, thus, convincing people to vote in your favor. The person or persons who put together the best team, the best sales pitch or the best campaign, win.

But what does competition mean in economics? How does winning in an economic sense influence the way prices are set? Are there any rules to the game? These are some of the questions that we will examine in our discussion this time.

Competition, in an economic sense, is really no different than competition in a general sense. Competition helps the economy allocate scarce resources. The game is to offer the best product for the best price or offer the best service, attract customers and collect dollar votes. The person who collects the greatest number of dollar votes is then able to bid for additional scarce resources.

The system is not perfect. Often there are flaws in its operation caused, perhaps, by a breakdown in communication, some unscrupulous dealings or some alien factor interfering with the signals in the market place. In a society classified by economists as "perfectly competitive," prices are established by the interaction of large numbers of buyers and sellers. No one of them is in a position to influence the market for a given product because products or commodities are assumed to be all alike (homogenous) and every participant in the market for that product or commodity has an equal amount of knowledge about the market.

But where does this ideal situation exist? It doesn't exist in the "real" world. It serves only as a tool to measure reality against a sort of ideal or standard that would be nice to achieve. So what does happen in the "real" world? What sort of competition is really being used?

Competition and ultimately prices are very closely tied to the structure of our economy. Structure refers primarily to the number and type of businesses producing a given product. It is also important to examine how many substitutes are available for the product in question. In a situation where only one company is manufacturing a product that is being demanded by the public and for which there are no close substitutes, the company has a great deal of influence over output and price. We generally refer to this as a monopoly.

Similarly, where only a few producers are in business and their product is very similar, economists often

classify this as an oligopoly. The names are not as important as the problems created by such situations whether at the local, regional or national level.

One of the problems created by oligopolies, and monopolies in particular, without going into all the technical details, is that they generally restrict output and/or raise prices. This obviously means that some consumer demand goes unsatisfied. People who are not able to pay the higher prices cannot enjoy the particular product or service despite the fact they would have been able to buy it if the system were "perfectly competitive."

Other problems associated with these alternative market structures and competitive forms include restricted entry into the industry, rivalry based on factors other than price or product quality, imperfect consumer information, etc. Each of these conditions, directly or indirectly, has an impact on the prices we pay. Likewise, when the people who purchase products or services possess these powers (as oligopsonists or monopsonists), this will affect the prices received by the seller. Thus, competition and structural imbalances play an important role in determining the levels of supply, demand and ultimately the price for the product being bought or sold.

In an industry characterized by only a limited number of producers, producing virtually the same product, competition may be severely restricted. In fact, competition may be limited almost entirely to advertising or sales efforts because the companies fear the loss of revenue that might result from price competition. Our discussion of elasticity plays a big role in determining what type of competition will or can take place in these different competitive situations. Quite often in industries where only a few firms exist, they are able to assess the moves of their competitors with surprising accuracy.

In the food distribution chain, competition can be viewed from several vantage points. Competition at the production level is often quite different from that which takes place at the wholesale or retail levels. One of the impending issues in the future will be related to the amount of competition among and between various segments of the food chain. The public and elected officials have taken an increasing interest in the amount of competition and the price discovery process in agriculture.

Agriculture, in some instances, has enjoyed a favorable position regarding the legal rules designed to protect the competitive nature of the American economy. Special legislation allowing cooperatives to be created and flourish in now under close scrutiny. Similarly, some segments of the food chain have repeatedly attracted the attention of the Federal Trade Commission and Justice Department by their actions relating to "fair" competition as defined by such legislation as the Sherman Anti-trust Act, the Clayton Act, etc.

In our next discussion of the "Anatomy of a Price - Part VI," we will take a closer look at some of the "non-market" factors that seem to play an increasingly important role in determining prices.



## Cattlemen Get Views on Consumer Attitudes



CHARLES BALL

### National Paranoia is Big Business

Consumers and cattlemen can at least agree on one issue: good nutrition, said Charles E. Ball, executive vice president of the Texas Cattle Feeder's Association, at the Michigan Cattlemen's Association Thirteenth Annual Convention and Trade Show January 19 at Long's Convention in Lansing.

But from there, issues on beef prices, food additives and meat's nutritional value divide the two groups.

"Consumer movements with their regulations and government interventions are alarming the meat industry," said Ball.

He proposed working with consumer groups on nutritional research and education programs to inform the public about the nutritional values of beef.

"We must be objective and aggressive in giving information to the consumer," he added.

"We learned what a minority can accomplish when we stick together against opposition," he said, in reference to his own state's organization, and urged Michigan cattlemen to vote for the Michigan Beef Industry Commission in the upcoming March referendum.

National paranoia is big business, Barbara Keating, president of Consumer Alert, told the beef producers and pointed out that \$500 is paid annually per person for consumer-oriented regulations enacted by Congress.

The consumer advocate urged the reversal of growing government intervention and regulations.

"In 1977 alone, Congress enacted 223 laws to protect us against ourselves," Keating said. "It makes you wonder how we've come this far."

"Consumers want to see their choices expanded, not edicted by government," she said, and emphasized the need for further consumer education groups.



BARBARA KEATING



Mike Hayenga, Operations Manager of the Michigan Agricultural Services Association (MASA), manned an information booth at the Michigan Cattlemen's Association convention to tell the crowds about MASA's new programs. John Koster, Ottawa County, signs up for a drawing, the winner of which will receive a year's membership in MASA's information program.

## Ground Beef Popular

(Continued from Page 10) steers or heifers and changing the genetic type being fed through feedlot situations.

### IMPLICATIONS TO BEEF PRODUCERS

The trend towards greater usage of ground meat indicates that we should be taking a look at some possible new directions in terms of production and marketing practice. These might include the feeding of greater numbers of bulls rather than

This all adds up to one thing: the need to make changes. Basically, it indicates that producers and feeders -- individually and through their organizations -- need to develop close working relationships with packers and all others in the meat chain so the problems and needs of the industry can be understood by all. Through

the combined efforts of all the industry, we can work toward what the consumer is demanding, knowing what is wanted is fundamental to good marketing. No successful big producer for consumer market today produces anything until he has researched the market and learned what is needed and wanted.

Jack H. Anderson  
Commodity Specialist  
Commodity Activities and Research Division

### NOTICE OF ANNUAL MEETING FARM BUREAU MUTUAL INSURANCE COMPANY OF MICHIGAN

The annual meeting of the policyholders of Farm Bureau Mutual Insurance Company of Michigan, a corporation, will be held at its Home Office, 7373 West Saginaw, Lansing, Michigan on Wednesday, February 28, 1979, beginning at 1:30 p.m., for the following purposes:

1. To receive reports from officers and management.
2. To elect directors.
3. To consider such other matters as may properly come before the meeting.

Attest:  
W.S. WILKINSON  
Secretary

February 1, 1979  
Elton Smith  
President

Policyholders may obtain a copy of the Annual Report from any County Farm Bureau Office or from the Home Office at Lansing.

1979  
Elton R. Smith  
President

### NOTICE OF ANNUAL MEETING FARM BUREAU LIFE INSURANCE COMPANY OF MICHIGAN

The annual meeting of the stockholders of Farm Bureau Life Insurance Company of Michigan, a corporation, will be held at its Home Office, 7373 West Saginaw, Lansing, Michigan, on Tuesday February 27, 1979, beginning at 1:30 p.m., and for the following purposes:

1. To receive reports from officers and management.
2. To elect directors.
3. To consider such other matters as may properly come before the meeting.

Attest:  
W.S. WILKINSON  
Secretary

February 1, 1979  
ELTON R. SMITH  
President

Policyholders may obtain a copy of the Annual Report from any County Farm Bureau Office or from the Home Office at Lansing.

### NOTICE OF ANNUAL MEETING COMMUNITY SERVICE INSURANCE COMPANY

The annual meeting of the stockholders of Community Service Insurance Company of Michigan, a corporation, will be held at its Home Office, 7373 West Saginaw, Lansing, Michigan, on Wednesday, February 28, 1979, beginning at 1:30 p.m., for the following purposes:

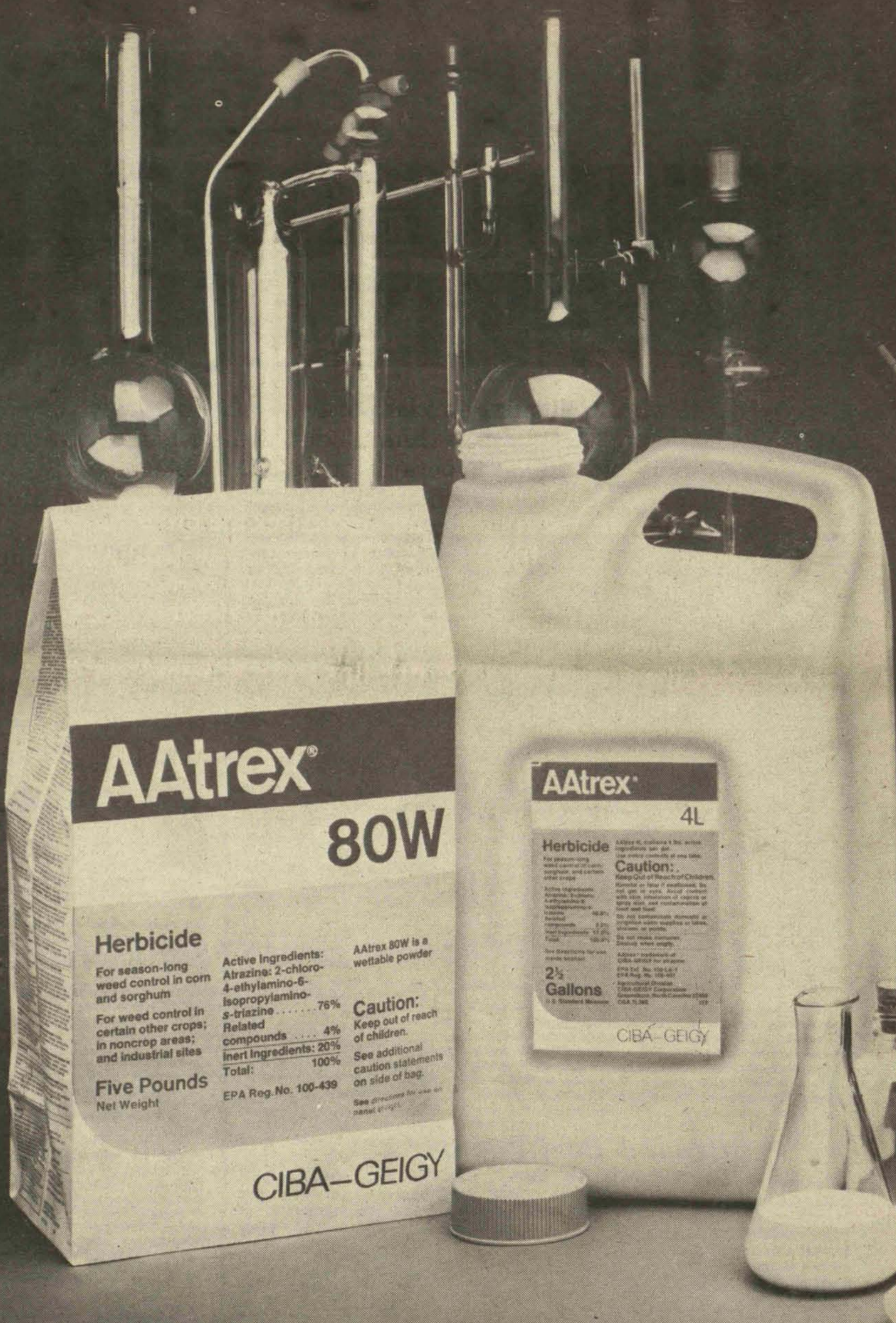
1. To receive reports from officers and management.
2. To elect directors.
3. To consider such other matters as may properly come before the meeting.

Attest:  
W.S. WILKINSON  
Secretary

February 1, 1979  
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President

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For weed control in certain other crops; in noncrop areas; and industrial sites

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AAtrex 80W is a wettable powder

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Active ingredients: Atrazine, 2-chloro-4-ethylamino-6-isopropylamino-s-triazine

Related compounds

Inert ingredients

Total

EPA Reg. No. 100-439

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U.S. Standard Measure

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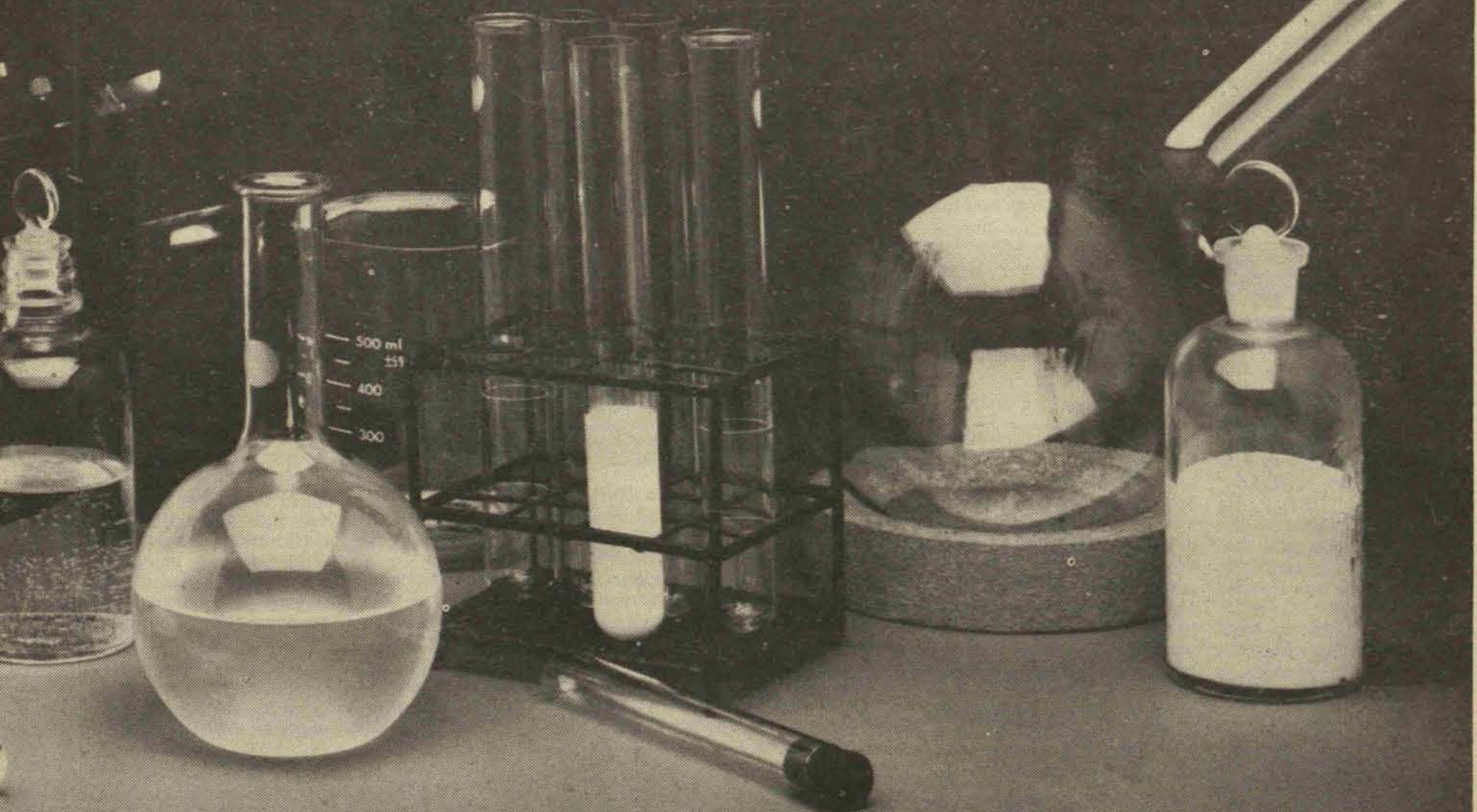
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# CAPITOL REPORT

Robert E. Smith

## Governor Delivers State of the State

On January 10, 1979 Michigan's Legislature convened for the 80th session. The Legislature continues to be controlled by the Democrats. In the House of Representatives there are 70 Democrats and 40 Republicans; fifty-six votes are needed to pass a bill. In the Senate there are 24 Democrats and 14 Republicans; twenty votes are needed to pass a bill. Because of this majority Republicans will have their representation on the most important committees cut. For example the House Appropriations Committee (the most powerful) will have 13 Democrats and five Republicans, the Taxation Committee, 11 Democrats and six Republicans, the Judiciary, nine Democrats and five Republicans.

**STATE OF THE STATE** - Governor Milliken delivered his 11th annual State of the State address on Thursday, January 11. The total address is in a 76 page booklet in small print with over 150 recommendations either for legislation, study or departmental action. He pointed out that this year, due to the Constitutional Amendment passed by the people in November, the Legislature must work within limitations on taxes and on spending. He said that the state is now in an "age of limits" but it need not be an "age without hope." He said that Michigan is recognized nationally for many achievements including an equitable tax structure with the nation's largest property tax rebate system; environmental clean-up; educational finance changes, revenue sharing with local government, etc., but that much remains to be done. He said that it was his observation that the "flow of power in recent years has been to the states and away from the federal government." The address was in 16 broad categories including:

● **AGRICULTURE** - He called it a key industry in the state; it provides jobs and products and is uniquely stable and enduring. He said that each farm is special. However, technology and increasing urban pressure are forcing rapid changes in rural areas. His major recommendations on agriculture included farmland preservation. He pointed out that land is a fundamental resource for which there is no substitute and yet thousands of acres of land are lost each year and cannot be recovered. He said we must protect and preserve our best farmland and that he

is requesting the Department of Agriculture together with the Department of Natural Resources and Management and Budget to evaluate the current state programs that are designed to preserve agricultural land. He suggested the possibility of allowing the state to obtain developmental rights for threatened agricultural land.

He also discussed sewage and sludge, pointing out that it is time to educate ourselves to the fact that this material can be recycled into the soil. Unfortunately much of the sludge is contaminated with heavy metals that could poison the soil for many uses. However, in many cases such contamination is not a problem. He suggested the Department of Agriculture should expand its study of the use of sludge along with comprehensive monitoring of food and soils to determine guidelines for using this nutrient rich material.

Another important agricultural problem is the devastation that the gypsy moth infestation continues to work on our forest, tourist industry and residential property. Michigan's timber resources threatened by the moth are valued at at least \$420 million with another \$60 million in pulp wood resources. It is also a threat to the \$4 billion tourist industry. He said Michigan must adopt control measures against this pest with the necessary funding.

Another area is the promotion of agricultural products. He believes that the State Fair affords a unique opportunity to display the variety of agricultural products produced by Michigan farmers to the urban public and that a Food Fair should run concurrently with the State Fair to promote "Grown in Michigan."

He said that agriculture's International Trade Division has been effective in helping Michigan exporters to market Michigan grown products in foreign countries. Michigan agricultural exports have increased \$106 million in the past three years to a total of over \$400 million a year. In order to continue proper marketing, however, something must be done to eliminate the deterioration of rail lines and abandonment of track serving rural communities as this isolates farmers from markets.

Toxic substances are another area for which the Department of Agriculture is responsible. He pointed out that the new toxic substance laboratory is responsible for

research on current or potential toxic substances and that the new expanded food protection laboratory that he requested in 1978 is in the process of doing preliminary work that will lead to the construction of the laboratory.

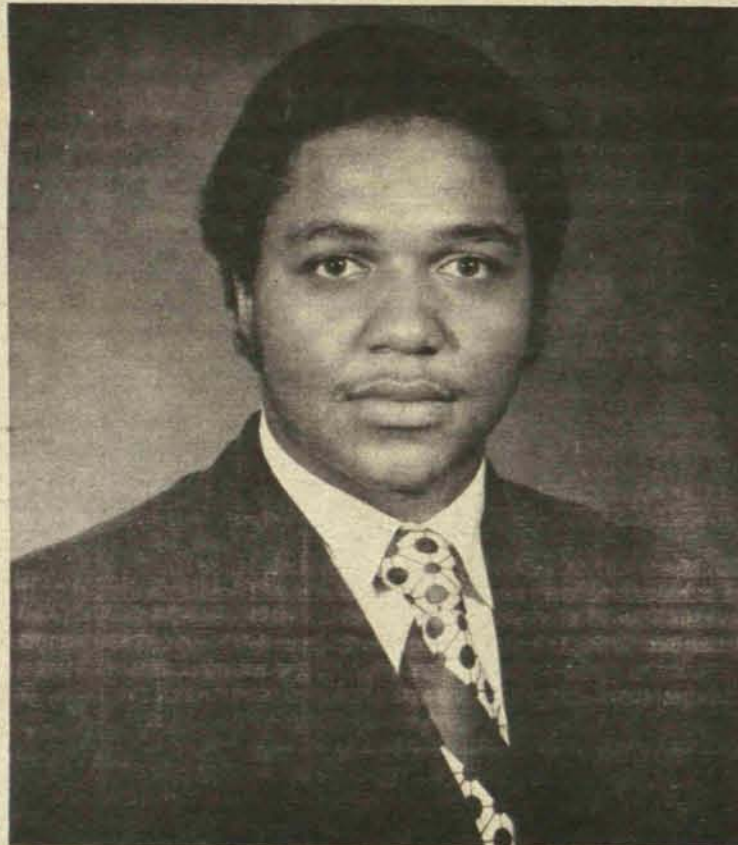
One recommendation that is not likely to find favor with most farmers is the request for legislation to allow the governor to directly appoint the director of the Department of Agriculture who is presently appointed by a bipartisan commission.

Governor Milliken pointed out the great potential for expansion of agriculture in the Upper Peninsula with nearly 600,000 acres of farmland and the potential for raising crops such as

strawberries, dry edible beans, various kinds of seeds and livestock. He strongly supported the upgrading of the Chatham Research Station funded from MSU's Capital Outlay Priority List for 1979 and the continued growth of agriculture as a way of helping the Upper Peninsula economy.

● **EDUCATION** - He said it is a waste when a college student must take remedial courses in basic skills because they were not adequately taught and learned in the first twelve years of school. It is also a waste when 25 percent of our students drop out of school and that test scores show that students do not know the fundamental skills and are in effect mental drop outs. He

## Cushingberry to Head House AG Committee



George Cushingberry, Jr. (D-Detroit), newly appointed chairman of the House Agriculture Committee, is the youngest man in history ever to be elected to the House of Representatives. He is serving his 3rd term.

His education includes graduating from Cass Technical High School and attending Wayne State University. He has won innumerable awards ranging from a Cadet Lt. Colonel in the Junior ROTC Program to the Outstanding Young Man of the Year Award by the Jaycees. He is a party leader and has served on several other House committees including Taxation.

"We have found him to be fair, reasonable and extremely capable," said Robert E. Smith, Michigan Farm Bureau's senior legislative counsel.

Other Democratic members on the House Agriculture Committee are Reps. Dodak, Alley, Dongville and Trim. Republicans are Reps. Hoffman, Kennedy, Nick Smith and Van Singel.

The Senate Committee on Agriculture and Consumer Affairs has not yet been appointed. As in previous years, the chairman is expected to be from the metropolitan area, Smith predicted.



Lansing

said that basic education must be emphasized and that educators must be accountable for their work. He suggested that the statewide assessment program be expanded to the 10th grade.

He recommended that all elementary and secondary teachers prove their competence in reading instruction and that a Professional Practices Council should be created to consider proposals for certification. He suggested earmarking part of the school aid budget for professional development programs for teachers and administrators. He also suggested financial incentives for local school districts to consolidate. He quoted H.G. Wells by saying that "civilization is a race between education and catastrophe."

● **TAXATION** - He said that he would not ask for any increase in taxes nor would he ask for any lowering of taxes, however, it is possible to make the tax system more equitable. The state surplus this year will exceed \$60 million. He will again urge passage of a proposal to permit local school district voters the option to switch a portion of their local school support from the property tax to the income tax. When recommended last year, the proposal required that property taxes be cut by 22 mills if a 2 percent local income tax is voted. He further recommended that residential property tax payers be permitted to make tax payments in six monthly installments and that the number of assessing districts should be reduced. He also urged that the numerous recommendations of the Task Force on Property Tax Revision study of two years ago be considered and carried out. He further recommended that government pensions be taxed the same as private pensions as a matter of equality. He said that out-of-state truckers should be taxed on the number of miles driven within Michigan the same as in many other states, and that refunds and credits be given to Michigan companies engaged in interstate hauling for mileage traveled outside the state. He mentioned the Budget Stabilization Fund that was created a year or two ago and the importance of having money on hand for a "rainy day."



## State of the State

(Continued from Page 14)

**WORKERS COMPENSATION** - The governor said the workers compensation problems must be solved this year; Michigan's law is one of the least equitable in the nation. Injured worker benefits are far below most states while premium costs on employers are far above other states. He said that there are more than 70,000 claims a year at a cost of more than \$800 million. He also recognized the problem of "voluntary quits" in the unemployment insurance program.

**CONSERVATION** - The governor urged the approval of overall land use legislation for Michigan. He said it has

been seven years since this legislation was first proposed. During that time more than 200,000 acres of prime agricultural land has been lost and 45,000 acres of irreplaceable wetlands have been lost.

He also promoted the creation of a Michigan Department of Energy pointing out that energy supplies will be adequate this winter in Michigan, however, it is recognized that future shortages must be dealt with.

Among the recommendations on health problems was one to help supply medical doctors and other professionals to rural areas through a Michigan Health Service Corp.

## Key Farmer Concerns on MASA Meeting Agenda

Rural crime, minimum wage, workers compensation -- some of the major concerns of today's farmers -- will be among the topics discussed at a series of regional meetings sponsored by the Michigan Agricultural Services Association (MASA).

At each meeting, which starts with 9:15 a.m. registration, "Rural Crime and Legal Rights" will be discussed by Ron Nelson, who heads the Local Affairs program for Michigan Farm Bureau. "Safety on the Farm" will be the topic of safety experts and the state minimum wage will be discussed by representatives of the Department of Labor. Representatives of the Bureau of Workers Compensation will be on hand to present information on this topic of concern.

MASA's new programs will be outlined by Operations Manager Mike Hayenga. According to Hayenga, "MASA desires to expand its membership so it can become a more viable organization in many areas of agricultural regulations that affect everyone -- whether they use labor or not."

Any MASA member who has paid his or her dues for 1979 can earn a "free lunch" by bringing a non-member to the meeting and the non-member signs up in the MASA program that day.

Check the "What's Happening" column for dates and location of the meeting in your area. Reservations may be made by writing or calling MASA, P.O. Box 30960, Lansing 48909 (phone) 323-7000, Ext. 553.

# What's Happening?

February 5	Southeast MASA Regional Meeting	Holiday Inn, Ann Arbor
February 7	West MASA Regional Meeting	Hospitality Inn, Grand Rapids
February 8	Saginaw Valley MASA Regional Meeting	Best Western - Bay City
February 9	Thumb MASA Regional Meeting	Wildwood Farms, Cass City
February 13	MASA Meeting - Van Buren, Cass, Kalamazoo and St. Joseph Counties	Van Buren Co. Farm Bureau Bldg., Paw Paw
February 13	Open Line Meeting	McGuire's, Cadillac
February 14-15	Presidents' Conference	Albert Pick Motor Hotel, East Lansing
February 15	Northwest MASA Regional Meeting	Sail Inn, Benzonia
February 16	Northwest MASA Regional Meeting	Holiday Inn, Traverse City
February 20	Open Line Meeting	Countryside Inn, East of Battle Creek
February 23	District 10 Women's Council Meeting	Shoppengaden Hotel, Grayling
February 23	Open Line Meeting	Zehnders, Frankenmuth
February 27	District 2 Women's Council Meeting	Hillsdale Co. Farm Bureau Office, Hillsdale
February 28	District 4 Women's Council Meeting	Bonanza Restaurant, 28th St., Grand Rapids
March 1-2	Spring Commodity Advisory Committees Conference	Hilton Inn, Lansing
March 7-9	Young Farmer Leaders' Conference	Valley Plaza Ramada Inn, Midland
March 14	MASA Annual Meeting	Hospitality Inn, Grand Rapids
April 2-5	Washington Legislative Seminar and Heritage Tour	Washington, D.C.

## Emergency Loans Available to Farmers

Farmers in 10 Michigan counties may apply for emergency loans through the Farmers Home Administration to cover losses caused by adverse weather. Robert L. Mitchell, state director, announced today that loan applications may be received in the Farmers Home Administration County Offices for the following counties:

GLADWIN - Drought 6/1 - 8-15-78. Excessive rainfall 8/16 - 9-30-78

HURON - Drought 6/1 - 9-15-78

ALCONA - Drought 6/1 - 9-15-78

OSCODA - Drought 6/1 - 9-15-78

JACKSON - Drought 6/1 - 9-15-78

OTTAWA - Excessive rainfall 8/15 - 9-30-78

MARQUETTE - Excessive rainfall 8/15 - 9-30-78

MUSKEGON - Excessive rainfall 6/25 - 26/78. Excessive rainfall 8/15 - 9-30-78. Freeze 6-14-78

BERRIEN - Freeze 5/1 - 5-3-78

CHIPPEWA - Excessive rainfall 8/15 - 9-30-78

Farmers Home Administration Emergency Loans are available to help farmers to re-establish farming operations, and pay operating expenses. Loans based on actual losses are repayable in their entirety with three percent interest if incurred before October 1, 1978, and five percent interest if incurred after October 1, 1978. Additional loans are available at higher rates for restoration of farm production. All loan applicants must be unable to get sufficient credit from com-

mercial sources.

Applications for emergency loan assistance are filed in the FmHA County Office. Check the local telephone directory listing under U.S.

government. Applications for physical losses are authorized until September 26, 1979, and for production losses until December 31, 1979.

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# A Day in the Life of a Regional Representative

STORY AND PHOTOS BY MARCIA DITCHIE

Like all of Michigan, the Thumb Region is the aftermath of the Ice Age from the southward movement of glaciers nearly one million years ago. As a result, today the Thumb is part of the fourth richest farming area in the world.

Agriculture in the region centers around dairy, with Sanilac County hailed as the number one dairy county in the state. Other prominent commodities are beef and grain.

The region, which also includes the counties of Huron, Tuscola, Lapeer and St. Clair, claims the largest number of Farm Bureau members.

The Thumb area is different than much of Michigan in that there are not many major cities in the region. Agriculture is the major industry and everything is hinged on its success. Kevin Kirk, who served as regional representative for two and a half years before transferring to the state office last September, talked about how the success of agriculture in the Thumb is attributed to the positive attitude the people in the region have for their occupation.

"They just seem to have a good positive attitude because agriculture has always been their lifeblood. You see a lot of family farm tradition in the Thumb — generation after generation remaining in agriculture. They're geared to the soil."

Farm Bureau plays a key role in the lives of the people and Kirk explained why Farm Bureau activities have been so successful. "The

Thumb's success in past years has been mainly due to the number of people involved. They are unique in involving many people in their activities and they go at it with the idea that it's a family participation, and that's where we go back to Farm Bureau being a family organization."

From his experiences working in the region, Kirk expressed his impressions of the people, "The people are very friendly and easy to work with. In the Thumb, farmers are very happy with what they're doing. I really enjoyed working with the Thumb Region."

One of the success stories in the region was the special five dollar dues assessment on the membership in Sanilac County for renovation of the county office. Membership dues in the county were, therefore, \$40 for 1978, the highest in the state in history, and the county still achieved 1978 membership goal.

Wayne Wood, Sanilac County president, explained why the county decided on the special dues assessment. "The county board of directors had discussed for many years the possibility of remodeling the county office and prior to the 1977 county annual meeting had discussed several ways to finance it. They decided the best way would be with a five dollar dues assessment for one year only. At the county annual meeting this resolution was presented and passed by the members of the county and was assessed on the membership for 1978. We now have the building

remodeled and paid for with no borrowed funds."

Another of the success stories in the region has been the District 6 Women's Rallies. (District 6 includes all of the counties in the region plus Macomb County.) Faye Adam, District 6 Women's chairman and first vice chairman of the State Women's Committee, explained why their rallies have been so successful in recent years and why more than 400 women attended the 1978 Spring Rally. "We used to have a spring and fall rally with small attendance, so the District Council decided to have just one rally a year and we chose Spring and focused our intention on involvement and a better quality program."

Plans for the 1979 Spring Rally began last October and Faye explains their procedure. "Plans for our April Spring Rally started in October and we meet approximately once a month, with at least two officers from each county and the district officers comprising the committee. We encourage two different people from the counties to be on this committee each year and we try to get two different age ranges in order to stimulate interest. We have a challenge each year from now on to try to improve our rally from the previous year," stated Faye.

Membership in Farm Bureau not only fulfills a specific interest, but also provides a unity for farmers as Lorry Domagalski, St. Clair County, relates: "I started in Farm Bureau because I liked the political education angle, but then once I became involved, I found out that wasn't the only thing they had. I feel that you're a lot stronger if you're united with people that have the same interests you have and the same problems and this is where Farm Bureau helps a lot," stated Lorry.

Farm Bureau's policy development process has proved to be a mechanism through which farmers have found the unity they need in helping to solve many of their problems. Elwood Kirkpatrick, Huron County president and District 6 representative on the 1978 state Policy Development Committee, talked about the process.

"I'm impressed with the process," he said. "I think it's the only way it can work in a farm organization. We had quite a campaign last year in Huron County to get good county resolutions of interest and concern to the members

## "Agriculture has Always Been Their Lifeblood" --Kevin Kirk



Regional Representative Bernie Bishop, left, talks about policy development with Elwood Kirkpatrick, Huron County president and District 6 representative on the state Policy Development Committee.



Kevin Kirk, Safemark Operations manager and former Thumb regional representative, discusses Safemark prices with Huron County Secretary Cathy Tinsey.



Bernie Bishop and Diane Wood, Sanilac County Information chairman, discuss several information projects the county hopes to carryout during the year.

in the county. But, what I feel a true reason for Farm Bureau, is commodity pricing and last year we had a county resolution for Farm Bureau to study ways of benefiting the farmer price-wise."

In addition to working with fellow farmers who have similar interests and problems, reaching the urban

audience has always been a concern, and St. Clair County's Carol and Dick Lauwers have been bridging that gap. During 1978 the Lauwers recorded a monthly tape that was aired over radio on Detroit's WJR "Point of View." Stated Carol, "We are getting an agricultural point

(Continued on Page 21)



"We are getting an agricultural point across to many more people than we realize," stated Carol Lauwers, St. Clair County, who with her husband Dick, records a monthly tape on WJR radio's "Point of View."



# "Operation Cleansweep" Scheduled for April 14 - May 14

By Paula Mohr

Michigan's "bottle bill" might make people think twice before feeding roadsides with returnable beer and soft drink bottles. But what about those throwaway containers and cans already devaluing the countryside?

Don't worry. The organization responsible for the "bottle bill," the Michigan United Conservation Clubs, is scheduling April 14-May 14 to be "Operation Cleansweep," the state's largest litter clean-up.

According to MUCC executive director, Thomas L. Washington, Michigan residents and tourists will not have to wait hundreds and millions of years for steel and aluminum cans and glass bottles to disappear from roadsides, parks and waterways.

"This cleanup is the perfect opportunity for those who supported the bottle bill in 1976 to pitch in so we can see immediate results from the bottle bill," he said.

A state-wide coordinating committee has been planning since July for Operation Cleansweep. Members of the committee include Mrs. William Milliken, and representatives from Michigan Farm Bureau, United Auto Workers, 4-H Youth Programs, Boy Scouts, Girl Scouts, Jaycees, Michigan Environmental Education Association, County Road Association of Michigan and the Michigan National Guard.

Promotion materials, trash bags and organizational kits will be provided by Operation Cleansweep for participating groups.

"We would like to encourage Farm Bureau members to work as community groups and clean up their own property," said Ron Nelson, Michigan Farm Bureau representative. Farmers have always been responsible for keeping their own fields and yards litter-free, since inconsiderate individuals sometimes use fields and ditches as "convenient" dumping grounds, said Nelson.

"Operation Cleansweep is a good opportunity for farmers to continue such aesthetic practices," he said.

If community groups would like to become a part of Operation Cleansweep, an organizer kit is available. The kit contains tips on how to organize litter pickup points, coordinate publicity and promote safety con-

siderations. Volunteers would also work with local governments to pinpoint areas especially in need of cleanup and to ensure that the numerous groups do not duplicate each others efforts.

The County Road Commission and the National Guard have volunteered services where possible, to transport the collected litter to recycling facilities, Nelson said.

Recycling the refuse is a large part of the cleansweep concept, said Nelson, adding, "It's a good way to promote conservation and environmental awareness." Monies collected from the recycled goods will help defray the \$70,000 cost of Operation Cleansweep. Or, if groups transport and recycle their own litter, they can keep the funds, said Nelson.

"This year, if all farmers, sportsmen, hikers and campers make a conscious effort to pick up litter, it will make a significant dent in the cleanup of the state," said Rick Jameson, Operation Cleansweep director. He pointed out that the State Highway Department spent \$1.8 million for cleaning 9,000 miles of Michigan highways in 1978. "And that's not including country and city roadsides," he added.

"Michigan is recognized as a leader in environmental legislation and outdoor recreational opportunities," he concluded. "People really do care about the environment and like to have that kind of reputation."

For more information, contact Operation Cleansweep, P.O. Box 30235, Lansing, MI 48909. (517) 371-1041.

## MFB Receives Federal Grant for Rural Crime Prevention

For the first time in history, Michigan Farm Bureau has received access to federal grant monies. Cooperating with the Michigan Office of Criminal Justice Programs, a one-year grant for \$46,800 was made last fall under the project name of Rural Crime Prevention.

Under federal stipulations for this particular grant, Michigan Farm Bureau could not directly receive the monies due to its non-governmental and non-profit status. Therefore, the Michigan Prosecuting Attorneys Association asked for the dollars and will serve as the implementing agency and the Michigan State Police will serve as the administrators. However, Farm Bureau along with the Michigan State Police are the only two agencies authorized to spend the grant money.

Three phases of operation are covered under the grant. The first phase includes the marking of property and some grant monies will be used for the purchase of marking equipment and supplies.

The second phase includes education of both the general public and Farm Bureau members as well as law enforcement agencies on the problems of rural crime in Michigan and will include getting information to the public on what the problem is and what the solutions are. This phase also provides for training of police officers, specifically on agricultural crime and very generally on rural crime.

The third phase of the program is geared toward the up-grading of statistics on rural crime. Originally there were 12 property categories on police report forms covering basically any type of agricultural equipment that might be stolen. According to



Ron Nelson, left, MFB Local Affairs specialist, presents a copy of the federal grant outlining provisions of the Rural Crime Prevention grant to MFB Administrative Director Robert E. Braden.

Ron Nelson, MFB Local Affairs specialist who will be working with the Michigan State Police on the grant, two new categories have already been added to the report form: one for farm equipment, which covers tractors and wagons, and one for farm tools, covering electric drills and welders. Referring to the new form, Nelson stated, "This will give us a much better idea, statistically, as to what's happening on farms and we can then develop a program to be more responsive to those type of needs."

The grant also makes available money for research on developing a good system for marking livestock.

Several projects have already been implemented under the grant-in addition to the revised report form. According to Nelson, 250 marking kits and supplies have been ordered that will be sent to all county Farm Bureaus and FFA chapters in the state. In addition, a manual is being substantially up-graded that shows how and where to mark equip-

ment and it will be printed under the grant and distributed to both the public and law enforcement agencies.

Michigan Farm Bureau has been actively seeking access to federal grant monies as a result of a recommendation made by the 1975 State Study Committee and passed by voting delegates at the Special Delegate Session held in June of 1975.

## MASA Legal Fund Aids I-69 Group

Farmers and members of the "Concerned Citizens about I-69" group received financial support through the Michigan Agricultural Services Association (MASA) in their legal battle to block construction of the I-69 corridor through prime agricultural land in Eaton County. By decision of the MASA Legal Defense Fund advisory committee at the December 1978 meeting, a check for \$100 was presented to MASA members Allen Caughey and David Dankenbring on January 2, 1979. Both men are active members of the Eaton County citizens' group which has brought suit against the Michigan Department of Natural Resources, the Michigan Natural Resources Commission, the Department of State Highways and Transportation and the Michigan Highway Commission. Caughey is also named as a plaintiff in the suit.

Caughey and his farm neighbors contend that the contracts they have signed as participants in P.A. 116 - the Farmland and Open Space Act - precludes the state departments in question from acquiring the lands for other than agricultural use.

"Our arguments regarding the P.A. 116 contracts represent only one facet of the suit," says Caughey, "but an important one. Clearly a penalty is levied against the farmer who removes his land from the program, but no penalty has been established for the state."

According to John Riley, chairman of the MASA Legal Defense Fund Advisory Committee, "We chose to support Mr. Caughey's position because we felt that the action of the Highway Department and the Department of Natural Resources and their commissions jeopardized the protections which had been presumed when farmers signed the P.A. 116 contract. If, in fact, the state can break the program contract with impunity, then participating Michigan farmers are offered no real long-standing protection of their agricultural lands."

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Farm  
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# Good Farm Records Important at Tax Time

The Internal Revenue Service has a variety of materials and services available to assist farmers in understanding and meeting their federal tax responsibilities. For example, the "Farmer's Tax Guide" (IRS Publication 225) is available from any IRS office, free of charge.

Written especially for farmers, it explains how the tax laws apply to farming situations and gives examples and illustrations of how different items should be reported. There are samples of records and filled-in forms farmers normally use, as well as a tax calendar listing important deadlines.

Two informational films produced by the IRS also may be of interest to farmers. "Hey, We're In Business" depicts the tax responsibilities of a couple starting a small business of their own. This film may be especially useful because it shows what a businessperson such as a farmer should do if unable to meet a tax deadline. The answer, of course, is not to ignore the deadline, because partial-payment plans and other arrangements can be worked out with the IRS. A second IRS film, "The American Way of Taxing," discusses the tax system from a historical perspective. Both color films are 27½ minutes in length and are available from local IRS offices.

Farmers who hope to turn over the family business to their children will be pleased to know that IRS also includes a Farm Supplement with its regular Understanding Taxes Teaching Program, sent free to secondary schools nationwide.

Farm life may be filled with tax responsibilities, but with some help from IRS the farmer need not work alone.

The IRS reminds farmers they MUST keep good records if they are going to fulfill their legal requirement of filing complete and accurate returns. While the law does not prescribe any particular method of recordkeeping, the system should contain all the information needed to establish income, deductions, credits and all the other items shown on a tax return. Typical records would include cash receipts and expenses, depreciation amounts, inventory statements and records of wages paid to employees.

As important as good records are at tax time, there are many other reasons why farmers should have an efficient recordkeeping system, according to Dr. Paul Kindinger, Michigan Farm Bureau agricultural economist.

"Recordkeeping systems are important for any production or marketing management decision," said Dr. Kindinger. "The ability to evaluate a particular enterprise, or cost of producing a particular item, can mean the difference between a profit and a loss -- or staying in business or not."

Farmers should shop around for a recordkeeping system that best suits their own particular needs and objectives, advises Dr. Kindinger. "Some are easier to code, some have more management information, some are geared almost entirely toward tax calculations. No one system is perfect," he said. "That's why it's important that the producer examine several systems and then match them to what he wants to accomplish."

Another reason it's wise to shop around, says Kindinger, is that it gives the opportunity to compare costs. "One system may offer more entries as part of the base price, while others charge for every entry," he explained.

AVAILABLE IN LATE SPRING

# FBIG to Offer Coverage on Agricultural Machinery

Road vehicles converted into agricultural machinery can present a costly problem for many farmers, Farm Bureau delegates acknowledged at the 1978 annual meeting.

Under Michigan insurance laws, such vehicles must be covered by No-Fault auto insurance, even though they are seldom used on roads and need not be registered with the Secretary of State. Simply because they were originally designed for road use makes such converted vehicles susceptible to the No-Fault law, according to state statutes.

Typical of the vehicles in question are trucks that have been converted into forklifts, cherry shakers and other agricultural equipment.

Pointing to the limited usage of these converted vehicles, Farm Bureau delegates at the 1978 annual meeting requested that Farm Bureau Insurance Group develop a program to provide the necessary insurance coverage at a low cost.

In response, FBIG has begun work on the development of a policy

provision that will meet the need for low cost coverage in these cases. Currently, these converted vehicles must be charged the same rates as other motor vehicles, despite their specialized use.

The provision, which will be available in late spring, will be offered as an option on the farmer's auto insurance policy and will provide the required coverage for just a small additional fee.

Also in response to questions raised at the annual meeting, Farm Bureau Insurance Group reminds farmers of the Farmowners Umbrella Liability policy available to them.

This policy provides higher limits than basic policies (such as Farmowners and auto) and offers protection for liability exposures not normally covered by the basic policies.

Besides filling gaps in protection, Farmowners Umbrella Liability extends basic coverages to \$1 million, or even higher if requested.

In a recent case, an FBIG insured was driving a tractor pulling a haywagon filled with people on a hayride. An

accident resulted, the wagon turned over, and several of the riders were injured.

The farmer was held liable for the accident and the costs resulting from all the injuries were far higher than the limits in his basic Farmowners policy. Because he carried Farmowners Umbrella Liability, however, he was fully covered for the excess costs.

Or another example: A youngster visiting a neighboring farm may be seriously injured by a piece of machinery due to the farmer's negligence. The resulting liability could total hundreds of thousands of dollars.

The nature of the farming operation often leaves the farmer vulnerable to possible liability situations. Simply hauling farm equipment down a road at night may open the farmer to liability if, through his negligence, an accident with an auto should occur.

For more information on Farmowners Umbrella Liability protection, see your Farm Bureau Insurance agent.

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

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

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

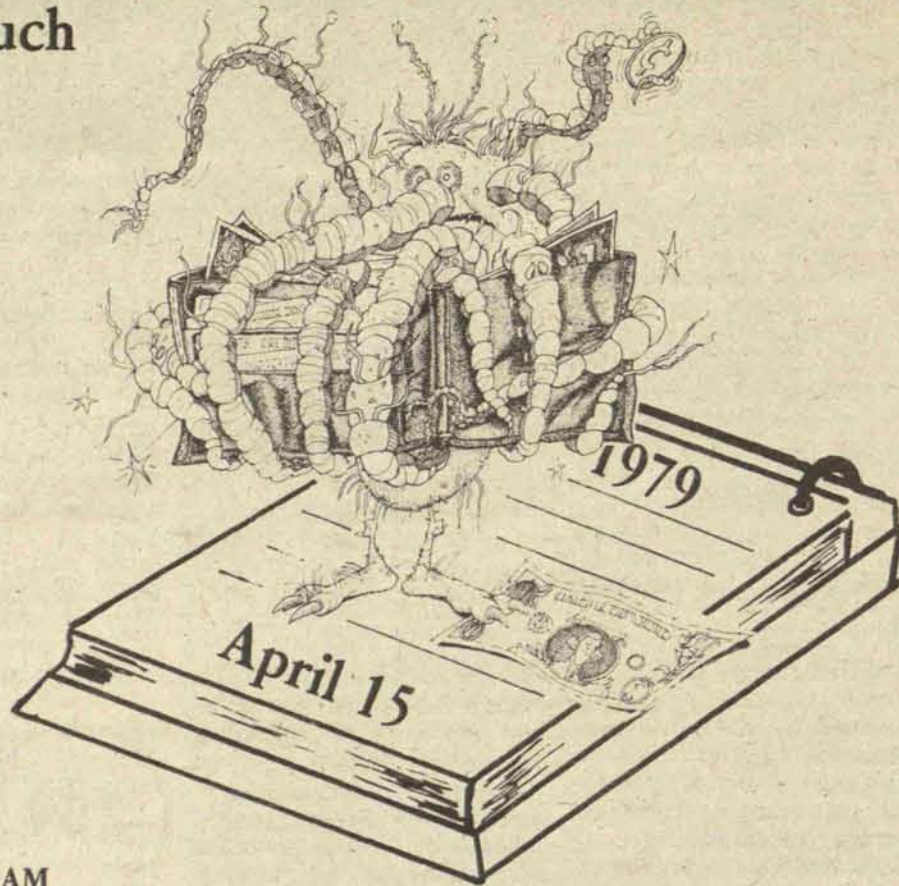
That's where the FARM BUREAU RECORDS PROGRAM can help! If you are interested in learning more about this Farm Bureau service, use the coupon below or call (517) 323-7000, Extension 547.

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

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

Name \_\_\_\_\_

Address \_\_\_\_\_



# Farm Bureau



### Michigan Cider Popular at AFBF Annual



Delegates to the American Farm Bureau Federation annual meeting in Miami Beach, Florida, drank over 350 gallons of Michigan cider, donated and distributed by MACMA's Direct Marketing Division. Shown promoting the Michigan product are Bill Craig, Michigan Farm Bureau regional representative, and Jerry Campbell, MACMA field man.

## MFB Nears Goal

### Cheboygan First Again

For the second consecutive year, Cheboygan County Farm Bureau is the first county to report membership goal, reporting 1979 quota on January 5. In addition, Kalkaska reported goal on January 15 and Iosco on January 17.

Membership chairmen for the first three counties to report goal and their member categories are - Cheboygan, Stan and Anna Marie Stempky (351-650 members); Kalkaska, Foster McCool (1-350 members); and Iosco, Mr. & Mrs. Lyle Robinson (1-350 members). By being the first counties in their respective membership categories, each of the three counties is a member of the prestigious "Fabulous Fifteen."

The 1978-79 membership campaign began on September 1, 1978 and as of January 19 Michigan Farm Bureau was at 90.01% of goal.

Michigan Farm Bureau will be attempting to attain membership

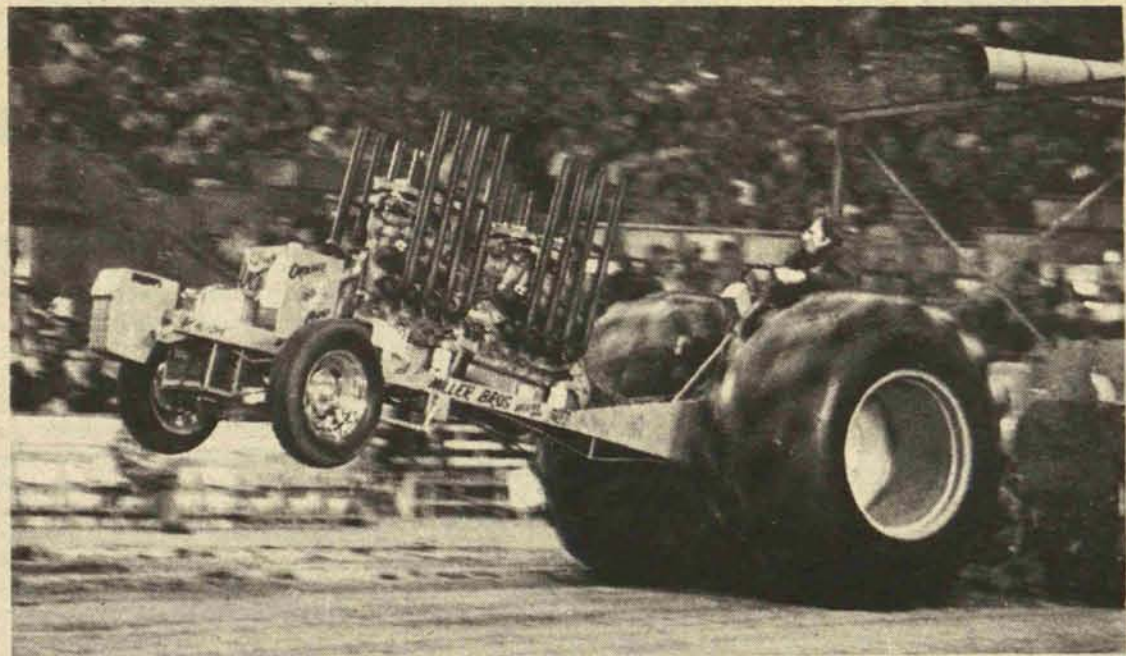
goal for the twelfth consecutive year during the 1979 campaign.

### AFBF Over Three Million

A Farm Bureau membership record of 3,076,867 member families has been reported by Richard W. Owens, chief administrator and secretary of the world's largest farm organization. The 1978 increase of 181,510 families is the second largest in Farm Bureau history. The largest gain was 219,098 families in 1977. This is the third consecutive year that the organization has gained more than 170,000 members in a single membership year. It also marks the eighth consecutive year that membership has increased in excess of 100,000 members, and is the 18th consecutive year of Farm Bureau growth.

## Silverdome Tractor Pull Set for March 10

The Fourth Annual Silverdome Tractor Pull will be held Saturday, March 10 at 1 p.m. and 8 p.m. at the Hudson stores and the Pontiac Silverdome. Tickets will be sold at J.L. Hudson stores and the Pontiac Stadium Box Office. Information regarding



tickets and the tractor pull may be obtained by calling (313) 335-3900 or writing the American Tractor Pullers Association, 1200 Featherstone Road, Pontiac, Michigan 48057.

Saturday evening, March 24 will feature the second Silverdome Country Music Show. The performance will begin at 8 p.m. Mini-dome seating will be utilized

providing close seating to the stars; all seats are reserved. Ticket prices for the show are \$6, \$8 and \$10, and may be obtained at J.L. Hudson stores and the Pontiac Stadium Box Office.

Further details on both the tractor pull and country music show will be in the March issue of MICHIGAN FARM NEWS.

### Huron Community Group Celebrates 40th Anniversary

A Huron County Farm Bureau Community Group, which strives each month for 100 percent attendance, recently celebrated their 40th anniversary. The West Side Group, organized in 1938, was originally known as West Huron. The group met at a Legion hall to accommodate its over 100 members, many of whom had to drive long distances for their monthly meetings.

"It was then decided that, to enable more activity and

more member participation, we should organize more groups in different localities and meet in members' homes," explained Mrs. Gertrude Engelhardt Gaeth, group secretary. "This set up more officers and more members became active. Getting these new groups started was a good step ahead."

The celebration was held at the home of Mr. and Mrs. George Gaeth of Sebawaing.



Members of the West Side Community Farm Bureau Group recently got together to celebrate their 40th anniversary.

## FBIG Offers Valuable Animal Policy

An insurance policy to cover valuable animals, developed by Farm Bureau Insurance Group with assistance from Michigan State University's School of Veterinary Medicine, is now widely available from Farm Bureau Insurance agents throughout the state.

Veterinarians at MSU assisted in much of the research and worked closely with FBIG in the development of the policy.

The specialized policy covers valuable horses, cattle, sheep, goats, swine and dogs in case of death from natural causes, illness, disease or accident, including fire and lightning. Coverage

also extends to death by necessary destruction, as in cases of the animal becoming crippled or maimed.

Called the Animal Mortality Policy Program, this policy is one of the few of its kind available anywhere in the nation. Its features include protection for your prize and valuable animals anywhere in the U.S. or Canada, even while they are being transported or exhibited under the owner's care.

And a provision covering theft is extended without charge to members of 4-H Clubs and Future Farmers of America (FFA) Chapters in Michigan. At no additional cost, chapter members may

have their policies endorsed to include protection against the peril of theft (excluding straying and mysterious disappearance).

According to Farm Bureau Insurance Group researchers, Michigan has long been in need of such a policy to specifically cover prize and valuable animals for their full worth. Michigan, for example, is one of the leading states in the nation in the number of horses being raised there.

Contact your local Farm Bureau Insurance agent for more information on this protection plan for your valuable animals.



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### Saginaw County Woman Named 1979 Michigan Apple Queen



Heidi Bintz of Freeland was named Michigan Apple Queen for 1979 at the recent Michigan Horticultural Society convention in Grand Rapids. The new queen, daughter of Mr. and Mrs. John Bintz, Saginaw County Farm Bureau members, is a sophomore at Michigan State University's College of Agriculture and Natural Resources. During 1979, she will appear in many parades, beginning with the Apple Blossom parade in Berrien County in May, and next fall, she will travel to Gettysburg, Pennsylvania, to represent Michigan for the title of U.S. Apple Queen.

### Foreign Students Tour Lott Farm



Michigan Farm Bureau Women's Chairman Vivian Lott explains the family dairy farm operation near Mason to students participating in the "Adventures in World Understanding" program. Eighteen of the students from foreign countries had spent the morning visiting Farm Bureau Center prior to the farm visit.

### Regional Cabinet Meetings Held Throughout State



Frank McCalla, Ingham County, makes a statement at the Southeast Cabinet meeting for Farm Bureau leaders in Ann Arbor. The leaders discussed legislative issues, Farm Bureau finances and other items.

### Former Saginaw County Presidents Recognized



The Saginaw County Farm Bureau recently gave special recognition to its former county presidents. Those recognized were (left to right): Rudy Reinbold, Ivan Sparks, Bob Fulton, Ed Hebler, Harvey Gosen, Howard Ebenhoeh, Harvey Leuenberger, Clifton Compton, Elmer Rusch and Harold Engel.

### Clarence King Appointed FPC Transportation Supervisor



Clarence King was appointed Transportation Supervisor for Farmers Petroleum Cooperative, effective January 2. The announcement was made by William Rockey, director of the Energy and Hardware Department, who stated, "Clarence's expertise and operating experience in the Farmers Petroleum and Farm Bureau families makes him well qualified to direct this important phase of the FPC wholesale operations."

### FBS Among Exhibitors at Cattlemen's Meeting



Farm Bureau Services, Inc. was among the exhibitors at the Michigan Cattlemen's Association annual convention and trade show held at Long's Convention Center, Lansing, on January 18-19-20. Herb Garman, Mrs. Garman, and Manny Zellus manned the exhibit.



# Farmers Honored Weekly by FBIG, Radio Network

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

The Farmer of the Week Award winners for December 1978 were —



Week of Dec. 4 — Clayton Leaders, 53, a dairy farmer from Hillsdale who farms 450 acres and manages a herd that includes 80 head of dairy cattle. He is a member of the School Board of Reading Community Schools, a post he has held for the past 15 years. He is also a member of the Hillsdale County Farm Bureau, serves on the Cambria Township ASCS Committee, and is a member of the Trinity Lutheran Church in Hillsdale. Leaders and his wife, Mary, have five children.

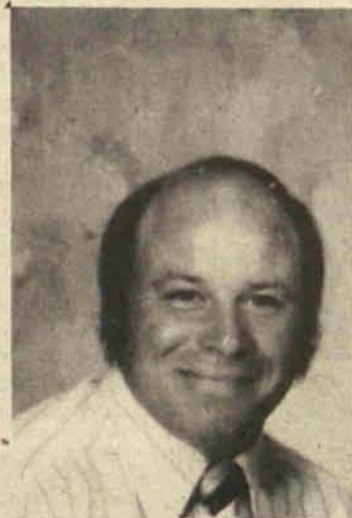


Week of Dec. 11 — Gerald Blatt, a 42-year-old dairy farmer from Brown City in Sanilac County. A member of the county Farm Bureau, Blatt farms 313 acres and milks 70 cows. He serves as chairman of the Finance and Stewardship Committee of the Omard United Methodist Church and Sunday School, serves on the board of trustees of the church, former asst. Sunday School superintendent, former member of the

Flynn Township Zoning Board, and member and past president of the Omard Community Group. He and his wife, Janice, have two children.



Week of Dec. 18 — Lawrence Anderson, who farms 270 acres and manages a herd of 33 dairy cows and 24 helpers near Engadine in Mackinac County. Anderson, 44, serves on the School Board of Engadine Consolidated Schools, the church council of Bethlehem Lutheran Church, and the local Soil Conservation Board. He also serves on the local ASCS board, the local board of the Michigan Artificial Breeders Association, and is a member of the county Farm Bureau. Anderson also served six years on the Michigan Farm Bureau Board. He and his wife, Shirley, have three children.



Week of Dec. 25 — Albert Hass, a 34-year-old beef farmer from Bad Axe in Huron County. He currently farms over 600 acres and is raising more than 1,000 head of beef cattle. Because of Hass' modern and innovative beef operation, his farm is the subject of tours by beef farmers. He is a member of the Bad Axe Lions Club, board member of the Huron County Sheltered Workshop, member of the Michigan Beef Producers Council and member of the Huron County Farm Bureau. Hass and his wife, Doris, have three children.

## BC-BS Open Enrollment Set for March 1 - 15

Over 80 percent of Farm Bureau members have trusted in Blue Cross and Blue Shield coverage for many good reasons.

One of those reasons is the group protection and rates available through Farm Bureau membership. When you purchase coverage as an individual you can't get the same type of extensive protection that you get with group coverage. Master Medical, for instance, is not available to the individual subscriber.

Another major advantage is that you can never be cancelled because of health conditions or age. Also, you don't have to have a physical examination to join. Your coverage with Blue Cross and Blue Shield of Michigan will

last as long as you live in Michigan. Even when you retire, you can continue to have similar coverage with Blue Cross and Blue Shield Complementary Coverage which combines with Medicare to give you complete protection.

Perhaps you may have more specific coverage needs. Chances are these needs are also covered benefits. Discuss this with your Farm Bureau secretary during the Blue Cross and Blue Shield open enrollment period, March 1 to March 15.

If you are part of that 20 percent of Farm Bureau members without Blue Cross and Blue Shield protection, why not reconsider and join at this time. Being without health care coverage can be an expensive mistake.

## Regional Feature

(Continued from Page 16) across to many more people than we realize."

Helping to provide the cohesiveness in the region is Bernie Bishop, who replaced Kevin Kirk as regional representative. Sharing his impressions of the region thus far, Bernie stated, "I really like the region. The people seem to be very professional when they do something and they're well prepared."

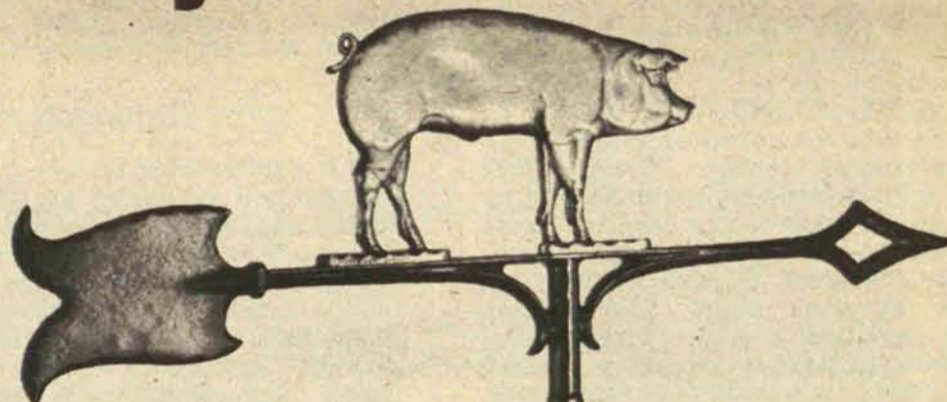
One of the programs Bernie has found of particular interest in the region is Local Affairs. Members are taking part in local decisions that are being made, especially with county roads. "The counties are becoming more aware of their responsibilities and goals," stated Bernie.

For the people in the Thumb, the pride in their way of life and enthusiasm toward their organization is as rich as the land from which they earn their livelihood.

There's something special in the wind just for pork producers.



Only \$17.95 with proof of purchase.



- Show you're proud to be part of the pork industry. Get this special weathervane designed for and offered exclusively to hog men by Elanco.
- 30 inches high, cast in sturdy black metal. Rust-proof and maintenance-free.
- Featuring "Arnold," a modern meat-type hog with a durable Swedish iron finish.
- Only \$17.95 when you feed either Tylan® or Tylan® Sulfa.
- A \$32.00 retail value, you save over \$14.00.
- See us now for Tylan or Tylan Sulfa and order your Hogman's Weathervane. But hurry. This offer ends April 30, 1979.

Where Your Farm Comes First  
**Farm Bureau**  
FARM BUREAU SERVICES, INC

Tylan® (tylosin)  
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# Highways and Bridges

Without exception, most citizens complain about the rapid deterioration of Michigan's road system, especially county and local roads and streets. Counties have fallen behind in road maintenance and replacement because they have been victims of spiraling costs and, in some instances, declining revenues.

While millions of dollars of federal funds come to the state, only a small percentage is available for county roads.

## Traffic Volume

Since 1974, traffic on county roads in Michigan has steadily risen. Within the next ten years, traffic is expected to increase at a rate of 5.4 percent each year.

The traffic increase is expected because of population growth, longer commuting distances and the continued growth of industry in the suburbs. However, this increase in traffic should result in only a moderate increase in total fuel consumption. This is because of wider use of smaller economy cars, engines which are more fuel-efficient and enforcement of the 55 mile per hour speed limit.

As a result, motor-fuel taxes are generating proportionately less revenue for the mileage driven than in the past, leaving the state and counties short of highway revenue for road repair and maintenance. Increasing construction costs also are aggravating the problem because tax dollars will not buy as much road improvement as in the past.

## Safety Factors

It has been estimated that nearly 70 percent of the paved county roads are hazardous to drive because of ruts, bumps and broken pavement. Most of these roads and streets were built 40-50 years ago for smaller vehicles, slower speeds and lighter traffic volume.

Most of the deteriorated county mileage in Michigan involves farm roads important to the state's agricultural economy. Rough, rutted pavement on farm-to-market routes slows farm shipments and increases vehicle operating costs. Also, ruts, bumps and broken pavement damage farm goods in transit, increase driving time and cause excessive brake, steering and suspension wear and damage. These factors inflate farm-to-market shipping costs. Improving county farm roads could help reduce agricultural trucking costs.

Many of the same rural roads that are important to the state's agricultural economy also are essential to tourist travel. Although narrow, winding roads are considered quaint and picturesque, tourists tend to travel the good roads. So upgrading county roads in tourist areas could be an incentive to increase tourist travel.

## Bridge System

Forty percent of the bridges in Michigan are maintained by the Department of State Highways and Transportation. Sixty percent of the total number of bridges are maintained by 83 counties and 531 are maintained by incorporated cities and villages.

A total of 27.9 percent of Michigan's bridges are structurally deficient or functionally obsolete, according to projections based on data in the National Bridge Inventory conducted by the Federal Highway Administration.

Michigan bridge deficiency is in the following two categories:

a. "Major structural deficiency" by federal inspection standard: These bridges are inadequate to handle heavy trucks and buses that ply connecting roads. Most structural deficient bridges in the state were built prior to 1905 and were designed for less than 15 ton vehicles. Many are now posted for vehicle weight limits of between five and ten tons, as a safety precaution.

b. "Functional obsolete" by federal standards: These bridges are narrow clearances, poor deck surfaces and roadway approaches that do not provide easy, efficient passage of traffic. Most of these bridges are more than 40 years old.

In addition to these seriously deficient bridges, many other bridges are considered "minor structural deficient" by government engineering standards. These bridges can handle all traffic on connecting roads but need repairs to prevent major structural deterioration such as painting, deck renewal and super structural work.

## Bridge Safety

To guard against structural failure because of vehicle load, federal and state regulations require the rated structural strength of bridges to be well above the maximum allowable vehicle weights on connecting roads. Bridges that have become weakened with age and use are posted for reduced vehicle weight limits. There is virtually no danger of collapse providing these limits are observed by drivers.

A far more prevalent safety hazard exists where old, narrow bridges in the state provide insufficient passing room for bulky vehicles such as utility trucks, school buses and fire engines - contributing to the danger of collisions.

Other common safety hazards are steep and winding roadway approaches, short sight distances, uneven and broken roadway deck surface and lack of adequate lighting.

## Maintenance

Most of the deficient bridges in Michigan were designed and engineered for the lower traffic volume and lighter vehicles in the 1930's. Fortunately, it is standard engineering practice in Michigan to build bridges with a generous margin of excess structural strength as a safety factor. Had the State Highway Commission and local road agencies not followed this far-sighted policy, many deficient bridges in Michigan would have to be replaced or rebuilt much sooner.

However, on many older bridges, this margin of excess structural strength has been reduced with decades of heavy use and rapidly increasing traffic. This fact is reflected in the progressive lowering of vehicle weight limits as a safety precaution.

The lowering of vehicle load limits on many bridges and the closing of a few results in miles of extra driving, lost time and higher fuel consumption by road users. Those most affected

include local residents, farmers hauling their goods to market, trucks making local deliveries, tourists with bulky camping vehicles and school bus riders.

Outmoded bridges not only increase vehicle operating costs, but also are more expensive to maintain than structures which meet modern design and engineering standards.

## Transportation Funding

For many years, Farm Bureau policy has strongly supported "user taxes," such as gasoline and weight taxes, to be used for the construction and maintenance of highways. When originally passed, this concept removed a tremendous burden from the property tax. There are few people today who do not feel that the cost of highways should be borne by those who use them and not by the already overburdened taxpayer.

In more lucrative years, a township could improve a highway by entering into an agreement with county highway departments on a 50-50 share cost basis. Now, due to increasing revenues from the gas and weight tax, and the ever increasing cost of building, maintaining and the overhead of the County Highway Department, this share balance is no longer possible.

In October, the Michigan Legislature passed a transportation bill which changes the distribution of road monies derived from gasoline-diesel fuel tax and license plate fees. Now the Department of Transportation will get 46.7 percent of the funds, the county road commission will get 34.3 percent and city and village road agencies will get 19 percent.

It has been 11 years since an increase in diesel fuel taxes. It has been nine years since the weight (license tax) was increased. Five years ago there was an increase in back-gasoline taxes - this was followed immediately by the energy shortage and the 55 mile per hour speed limits. The level of income expected to maintain highways was never fully realized.

EPA standards have been established as a mile per gallon for cars. The fleet averages for auto manufacturing companies this year is 19 miles, and by 1985 is expected to be about 27 miles per gallon. Also, the auto is now more compact and weighs less due to more aluminum and plastic components. This results in less revenue from weight taxes. In the meantime the cost of road repairs, equipment and labor has gone ever upward. As fuel economy increases and autos continue to weigh less, we will pay less each succeeding year, not more.





# FARM BUREAU MARKET PLACE

**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

deadline: 13th of Month. Mail classified ads to: Michigan Farm News, P.O. Box 3096, Lansing, MI. 48909. Publisher reserves right to reject any advertising copy submitted.

### FARM EQUIPMENT

**NEW FORD TRACTOR MOTOR, 5000** series, complete with generator and starter - ready to run. (313) 229-2277, 7780 Chellis, Brighton. (2-11-18f)

**FOR SALE - 1070 Case w-cab & heat, 12** speed power shift, 18.4x38 tires, dual remote hydraulics, excellent condition. 1570 Case w-cab, air & heat, dual 20.8x38 tires, power shift, radio, full set of front weights, dual remote hydraulics - "A real strong workhorse." 21-1/2 ft. Case K-23 series hydraulic folding wing disk with 22" blades. Tractor Land Sales, 7235-1st St., Eau Claire, MI 49111, (616) 641-6911. (2-21-62b)

**PAX AND IDEAL**, specializing in farrowing crates, livestock feeders, gates and waterers, parts and service from Kevin Jacobs, Gregory, MI (517) 851-7434 or (517) 851-8927. (2-1f-23f)

**USED STORAGE TANKS**, up to 20,000 gal. Call (616) 780-3534 or 780-2292. (2-21-11f)

**2500 GAL. Stainless Tank** with insulated jacket & carbon steel shell. F.D.A. approved. Call (616) 780-2292. (2-21-11f)

**FOR SALE:** Potato Digger, \$75.00, bulb trays (500) (2"x2"x6"), wooden sides, galvanized wire bottoms. Could be used for plants, 69c each. Utica, MI phone (313) 781-9289. (2-11-24f)

**FOR SALE:** Alternator: Ag-Tronic PTO driven alternator, 12,000 watts, new \$850.00. Phone (517) 843-6576, Mayville, MI 48744. (2-21-16f)

**FOR SALE:** John Bean 2 row potato harvester, Meyer potato sprayer, 45 International 4 row potato planter, 16 ft. Kelly belt conveyor, Phone (517) 697-3442. (2-11-25f)

**WANTED:** Corn head, 4 row wide or narrow for C' cleaner. Ned Welder, Greenview, phone (616) 754-4735. (2-11-16f)

**FOR SALE:** No. 16 Petersime incubator, excellent condition, Fivedeck Chicken Battery, medium sized leather westerntype saddle. Phone (517) 683-2373, Robert King, Phillips Road, Kingston, Michigan 48741. (2-11-25f)

**LANDLEVELER - Eversman Model 329** \$1500.00, 12 ft. IH Disc. No. 45 \$1500.00, Green Acres Turf Farm, (517) 676-2362, Mason, MI. (2-11-21f)

**FARROWING STALLS - Complete \$104.75 1"** tubular steel construction. Dealerships available. Free literature. STARR NATIONAL, 219 Main, Colchester, IL 62326. (2-11-19p)

**WANTED:** Oliver 88 diesel tractor for parts. Also, hay baler in good condition. Contact R. Krzeminski, R. No. 3, Portland, MI Phone (517) 647-6859. (2-11-22f)

**IRRIGATION EQUIPMENT:** Lockwood Center Pivots; Rainbow & Boss Traveler; Pumping Units; Gasoline, Diesel, Electric - Puct Aluminum Pipe - Plummer Supply, Bradley & 131 Exit, Bradley 49311. (616) 792-2215. (4-1f-25f)

**TIRE CHAINS - DEALERS COST:** All sizes and kinds for farm and garden tractors, trucks, cars. Also logging, towing, binders and accessories. New Hudson Power, 313-437-1444. (1-5f-25f)

**HOMELITE 20 PERCENT OFF** on all sizes pumps, multi-purpose saws, pro-chain saws, tampers and 2750 to 7500 Watts generators. New Hudson Power, 313-437-1444. (1-5f-24f)

**"Calf Buggy" Something new.** Individual pens for newborn calves. Write for pamphlet, Alvin Frahm, 10320 Holland Road (M. 46) Frankenmuth 48734. Phone 517-652-6692. (12-1f-23f)

**FOR SALE:** Case Semi-Mounted 6-16" Trip Bottom Plow. Also, Brillion Crowfoot Plow Packer. Phone 616-696-9795, Cedar Springs, Michigan. (1-2f-20f)

**WANTED:** New Idea single row cornpicker. Phone 517-523-2803 evenings. Pittsford, Michigan. (1-1f-11f)

**FOR SALE:** Stormor grain bins. Farm Fans dryers. G.T. Tox-o-wik dryers. Stormor Eeze-dry systems. Hamilton Distributing Company, Hamilton, MI 49419, phone (616) 751-5161. (3-1f-24f)

**ROUND BALE FEEDERS** for 1500 lb. round bales. Heavy duty 1" square tubing. Only \$99.95. Rectangular feeders also available. Free literature. Dealerships available. STARR NATIONAL, 219 Main, Colchester, IL 62326. (2-11-29p)

**FOR SALE:** John Deere 1210 Grain Cart, Ford 850 tandem grain truck. Phone (616) 637-5689 - South Haven. (12-3f-16f)

**HARLEY ROCK PICKERS.** Rock Winders, Picks 1 to 16" dia. The World's Best. Phone 313-376-4791. Earl F. Reinelt, 4465 Reinelt, Deckerville, Mich. 48427. (5-1f-23p)

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

**GRAIN DRYING EQUIPMENT** Clayton & Lambert, MFS, GSI, M-C equipment. Bucket elevators. Heinrich Grain Systems, Webberville, Michigan 48992. Phone: (517) 468-3442. (8-1f-20f)

### LIVESTOCK

**FOR SALE: YORKSHIRE & SPOTTED** serviceage boars and open gilts top bloodlines tested at MSU test station. All registered stock. Richard Cook, 1/2 mile east Mulliken, M-43. Phone (517) 649-8988. (1-1f-25f)

**FEEDER PIGS - Produced** and sold by members of the MACMA Feeder Pig Division. Available biweekly in large uniform lots, weighing 40-60#. Contact Bill Haas, 517-323-7000, Ext. 707. (2-11-28b)

**DUROC & LANDRACE BOARS & GILTS.** Also crossbred gilts. John Swearingen, 652 Prattville Road, Pittsford, MI 49271. Phone (517) 567-8975. (3-1f-19f)

**QUARTER HORSES - Disposition for 4-H,** ability for cattle, conformation for show. Reasonable prices. Customer satisfaction a priority. Visitors welcome. Walton Farms, Rosebush. Phone 517-433-2925. (3-1f-24f)

**MILKING SHORTHORNS - Young bulls,** yearlings and calves for sale. Write or visit Stanley M. Powell and Family, Ingleside Farm, R. R. 2, Box 238, Ionia, Mich. 48846. (6-1f-25f)

**PUREBRED YORKSHIRE BOARS and** gilts for sale. Big useful pigs. Raymond Graham & Sons, 5240 Jones Road, North Branch, MI 48461. Phone (313) 688-2165. (11-12f-23f)

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

**REGISTERED HAMPSHIRE BOARS & GILTS** for sale. Validated herd. Dale Terry, Palmyra, Michigan. Phone (517) 263-5854. (10-1f-15f)

**DAIRYMEN - PORK PRODUCERS - GOAT OWNERS:** Ask about our breeding management scheduling boards - Dairy Herd Monitor, Pork-a-lator, Goat-a-lator. Call or write Ozland Enterprises, Rt. 3, Vicksburg, 49097. Phone 616-649-0766. (1-1f-25f)

**PUREBRED YORKSHIRE BOAR AND GILTS.** Top quality breeding stock. Reasonable farm prices. Wallace Hylarides, Shady Lane Farms, Hudsonville, Phone 616-669-5448. (1-12f-20p)

**PUREBRED YORKSHIRE BOARS AND GILTS** for sale. Boars tested in on farm test station. Robert Harper, R No. 1, Vicksburg, MI 49097. Phone (616) 649-2803. (2-12f-22f)

**PURE ARABIAN COLTS.** Some of northern Michigan's best. The Lannens. Two miles north of Fife Lake on Hager Road. Phone (616) 369-2271. (1-1f-21f)

**PETERS POLLED SHORTHORNS** have been sold and we want to thank the many buyers and friends who have purchased our cattle. Ray Peters, Elsie, MI. (12-3f-25f)

**FOR SALE:** Landrace Boars and gilts, also Duroc Boars and Gilts. George Carpenter family, 6545 Cogswell Rd., Romulus, MI 48174. Phone evenings (313) 721-0240. (9-1f-23f)

**REGISTERED HOLSTEIN YEARLING BULLS.** One 16 mos. old by Gay Ideal from dam with 19,608M - 4 percent. Her dam EX, 24,000 M. Also some Amos & Mattsons. George Robb, Fowlerville, MI Phone (517) 223-9462. (2-11-25f)

**STAMP'S DUROCS - Confinement raised** boars ready for service. Gilts in commercial groups available year round. Guaranteed. Delivery available. Visit or call Tom Stamp, Decatur, MI (616) 423-7508. (2-11-25f)

**FOR SALE:** Registered polled Hereford Bulls, Beau Mode breed, 1 year to 2 years of age. Paul DeLuca, Brighton, MI (313) 227-6630. (2-11-21f)

**REGISTERED ANGUS - Yearling Bulls & Heifers,** club calves. Write or call Neona Farm, Neal Feikema, Evert, Michigan 49631. Phone (616) 734-2479. (2-1f-19f)

**REGISTERED BLACK ANGUS cows & heifers,** heifers are all open and vaccinated. Cows bred to Colossal & Ranger bulls, heifers are 18 months to 2 years, possible leasing of my older bull '11 1st of May. Foster's Angus Farm, DeWitt, MI (517) 669-9960. (2-3f-42b)

**LICENSED, DEPENDABLE, LIVESTOCK HAULING,** to Marlette, Cass City, and Sandusky. Call Orvy Jelneck, (313) 395-7296, Capac, Michigan. (5-1f-17f)

### DOGS

**BORDER COLLIES, COLLIES & MINIATURE COLLIES:** For farm work or pets. Puppies and stud service. Judy Baird, Rt. 1, Lowell, MI 49331. Phone (616) 897-9462. (5-1f-24f)

### LIVESTOCK

#### OF INTEREST TO WOMEN

**WHAT? ME MAKE SAUSAGE WHY NOT?** GREAT SAUSAGE RECIPES AND MEAT CURING an illustrated 227 page book written by a sausage maker for home use, over 100 recipes. FREE supply catalog has book price, equipment, cures, casings etc. Write R. Kutas Co. Dept 63, 1067 Grant, Buffalo, NY 14207. (2-4f-p)

**AFRICAN VIOLETS:** Fresh cut leaves and starter plants. Descriptive price list 35 cents. Gails Violets, Rt. 4, St. Johns, MI 48879. (5-1f-19f)

**FUNDRAISING - BIG PROFITS!!!** Clubs, schools, churches, individuals. No investment. No selling. Free information. DUDLEY COMPANY, Box 7911, Gleason, Tennessee 38229. (1-2f-19p)

**SAUSAGEMAKERS, GREAT! GERMAN RECIPES.** No nitrates! Frankfurthers, Summer, Bologna, Headcheese, Venison & Pork sausage! \$1.00 Hamilton's, Box 652-131, New Ulm, Minn. 56073. (2-11-20p)

**SEWING SUPPLIES, PEARL SNAP FASTENERS - 142 Colors and Styles.** Free Catalog. Bee Lee Company, Box 20558-MF, Dallas, Texas 75220. (1-12f-19p)

### MISCELLANEOUS

**SCHOOL BELL** from atop country school complete w - hangers - \$250.00. Robert Barber, Allegan, MI 49010, phone (616) 673-3224, evenings. (2-11-17f)

**LAND CLEARING and Bulldozing - By the** four or by the job, Tom Tank, Eagle, Michigan 48822. Phone 517-626-6677. (5-1f-18f)

**LOG CABIN** building instructions, 304 pages illustrated!! \$6.95 postpaid. Fireplace building instructions, 124 pages illustrated!! \$5.95 postpaid. Satisfaction guaranteed. Glenn Smith Enterprises, Box 1513, Dept. F-81, Akron, Ohio 44309. (1-2f-29p)

**AUCTIONEER - Jim Erskine, Freeland,** Michigan. Phone (517) 695-9182. Specializing in farm personal - household and antiques. (11-1f-14f)

**CUSTOM CUTTING & WRAPPING:** Choice Beef & Pork. Drummond's Meat Processing Co., 1 mile south of Apple Avenue, M-46, 1830 Slocum Road, Ravenna. Phone (616) 853-6200. (7-1f-25f)

**OLDER MENI Energy Formulas!** S.A.S.E. Genie, Box 12347 MFN, Las Vegas, Nevada 89132. (2-11-13b)

**JUCA FIREPLACE Units** to improve efficiency of built-in fireplaces, plus two styles wood burning fireplaces. Harvey Hansen, Posen, MI (517) 379-4386. (2-11-19f)

**CONSERVE WOOD** up to 7" width PTO Woodchipper. Use with tractors 30 to 90 h.p. 3-point transport. Weight approximately 1000 lbs. Excellent condition. Phone (313) 688-3376. (2-1f-25f)

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### MISCELLANEOUS

**TRAVEL AGRIGROUPS ABROAD.** Visit apple, peach, pear, grape growers. See processing of produce. Enjoy vacation-business tour in beautiful Alps. Switzerland, Italy, Austria, with St. Gothard Pass, Milan, Verona, Venice, and quaint Innsbruck. 13 days, departing July 7, 1979. Contact Gordon Schlubafits, Route 3, Coldwater, MI 49036. (1-5f-25f-21p)

**FISH FOR POND STOCKING - Hybrid Sun** Fish, Catfish, also Rainbow Trout, Spring Valley Trout Farm, Dexter, Michigan. Phone (313) 426-4772. (5-1f-19f)

**FARM POST,** rustic rail fencing, cedar lumber, cedar log cabin timbers, shakes. Ivan Malnar, Wholesale Cedar Post Yr. RR No. 2, Rapid River, Michigan, 49878. Phone (906) 474-9172. (12-1f-25f)

**BOOK - JUSTICE THROUGH RESTITUTION - (Let criminals pay** instead of taxpayers) \$4.25 plus \$.30 postage, from R. Campbell, P.O. Box 444, Waterford, Michigan 48095. (6-1f-24f)

**DON'T DIE WITHOUT A WILL:** Send today for attorney's booklet "What everyone should know about wills", 4 will forms. \$3.00. K. Boileau, Kingston, MI 48741. (2-1f-25f)

**EXPLOSIVES MADE EASILY,** cheaply from farm fertilizer, Blast dugouts, stumps, rocks. Instructions \$2.25, DeFost, Box 995, Prince Albert, Sask., CANADA. S6V 2P3. (2-1f-20p)

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**STRAWBERRY PLANTS - Blueberries,** Raspberries, Grapes, Blackberries, Gooseberries, Currants, other fruit plants and trees. Virus-free. Grower since 1937. Write for free catalog. DEAN FOSTER NURSERIES, Box FB-14 arford, Michigan 49057. (9-1f-30b)

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**AIRMAIL DELIVERY . . . Sweet Potato Plants!** 12 - \$3.59; 25 - \$4.89 postpaid! Airmail means quick starts, high yields. Delicious. Nutritious Potatoes. 3442 Michigan shipments last year. SOUTHERN FARMS, Box 7910, Gleason, Tennessee 38229. (1-2f-30p)

**STRAWBERRY PLANTS - Hardy,** Northern California Grown, no winter crown damage. Guardian, Midway, Quinault, Raritan, Red Chief, Sequoia, Tioga, Vester. Competitively priced worldwide. Call or write today. (616) 429-3917. E.S. Enterprises, P.O. Box 198B, Stevensville, MI 49127, Telex 729447. (2-2f-39b)

### REAL ESTATE

**WANTED: Beef, Horse, Hog, Fruit, Sod,** Dairy Farms, prefer milk parlor setup, 120 to 3,000 acres north of Port Huron, Lapeer, Owosso to Thumb areas. Write or call farm broker at United Farm Agency, 1764 M-24, Caro, Mich. 48723, phone (517) 673-6888. (2-6f-25f16p)

**PEACH FARM - 35 acres** in Watervliet Township. First class site, north slope. Write: Solid M. Spread, Hartford #9057, c- phone Solid M. Chateau (616) 424-3752- \$152,000.00 firm. (3-1f-25f)

**WANTED: ACREAGE 60-200 good,** level, tillable in Cass County. Have qualified buyer. Call: Cheryl (616) 279-9516 Lammon Realty, Inc. (2-11-18p)

**WANTED: GOOD HOME 4 or 5 bedroom** on 5 acres. Near Three Rivers, MI. Have qualified buyer. Call: Cheryl (616) 279-9516. Lammon Realty, Inc. (2-11-24p)

**WOULD LIKE TO RENT** pasture or farm in Lansing, DeWitt, St. Johns or any other area close to DeWitt. Need to take from 20-30 head. Foster's Angus Farm, DeWitt, MI (517) 669-9960. (2-3f-31b)

**WE HAVE SEVERAL FARMS** in Lenawee and Hillsdale counties ranging in size from 5 to 147 acres. Call for information. State Wide Real Estate (517) 265-7560. (2-11-25f)

**FOR SALE: 237 acre farm, 160 tillable,** 40 timber, 3 bedroom remodeled house, 20x24 attached garage, large tool shed, good 40' x 60' dairy barn, 10x35 silo. Ideal set up for dairy or beef farming. Oceana Co., Hesperia area. Terms. Call (616) 854-7752 after March 15th. Rudy Messner, Broker. (2-6f-25f9p)

**490 ACRE FARM,** irrigation setup, large chicken and hog facilities, 33,000 bu. storage and dryer, plus much more. Bruce Bossard, Bekher Realty, (616) 781-4258 or 781-4631. (2-11-24f)

**122 ACRE FARM,** Jackson County. Good barn and 6 bedroom house. Live stream and good deer area. Country living with an income! Call State Wide Real Estate of Okemos (517) 349-5700 or Dorn Diehl (517) 623-6631. (2-11-36p)

### 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 mail your request to: Hay and Silage Listing, Michigan Farm Bureau, 7373 W. Saginaw Hwy., Lansing, MI 48909. Your ad, 25 words or less, should include the amount and quality of hay or silage you want to buy or sell plus your name, address and phone number.

**ALFALFA HAY FOR SALE - 200 bales** 1st and 3,000 bales 2nd cutting, no rain, large quantity corn silage. Wayne Adam, Snover, MI 48472. Phone (313) 672-9681. (2-11-25f)

**FOR SALE:** Around 3,000 bales of first and second cuttings alfalfa hay. Kevin Jacobs, Gregory, MI (517) 851-7434 or (517) 851-8927. (2-11-19f)

**FOR SALE:** 5,000 bales good clean 1st cutting hay. Not rained on. Alfalfa, little Bromo grass. \$50.00 a ton or \$1.25 per bale. Phone (517) 967-8279, Remus, MI. (2-1f-25f)

**FOR SALE:** 400 bales second cutting hay, no rain, 3600 bales first cutting hay, no rain, big bales, also 1 Ford tractor pulley, phone (517) 736-8624, Alcona County. (2-11-25f)

**FIRST & SECOND CUTTING Alfalfa Hay** for sale, 30,000 bales, can deliver anywhere in Michigan. E.H. Klaus, Deckerville, MI (313) 376-4126. (2-11-21f)

**HAY FOR SALE:** 5,000 bales alfalfa, Timothy mixed (never wet). Charles Pettigrew, Dimondale, MI. Phone (517) 646-8958 after 5 p.m. (2-3f-18f)

**FOR SALE:** 1,000 bales of first cutting, 500 bales of second cutting hay. Mixed alfalfa, Timothy & clover. Roy Moore, R No. 1, Box 36, Lawrence, MI. phone (616) 674-8578. (2-11-25f)

**HAY FOR SALE:** First cutting, mixed hay, well baled and no rain. 1500 bales. (616) 796-6948. Theodore Nyman, R No. 4, Paris 49338. (2-11-21f)

**I WILL** have about 1000 bales of first cutting hay for sale about the first of June. May deliver? Jim Cox, 121 Weechik Rd., Sawyer, MI 49125. (2-11-25f)

**ALFALFA TIMOTHY mix** hay for sale, 1st and 2nd cutting, 2700 bales. Hugh Burkhardt, 13785 Solon Rd., Traverse City, MI 49684. phone (616) 946-5292. (2-11-22f)

**FIRST AND second cutting alfalfa, 5,000** bales. Corn silage, 500 tons stored in cement silo with unloader. Delivery available. Lyle LeConier, Freeland, MI (517) 496-3527. (2-11-24f)

**HAY FOR SALE:** Over 10,000 bales of Timothy & Trefoil Timothy mix, no rain. Elmer Bowerman, RR 1, Box 203, Sault Ste. Marie, MI. phone (906) 632-2028. (2-11-25f)

**HAY FOR SALE:** 8500 Wiretie bales Timothy-Trefoil mix and Timothy-clover mix. Good quality hay. Don Wallis, Rudyard, Michigan 49780. (906) 478-6427. (2-11-22f)



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