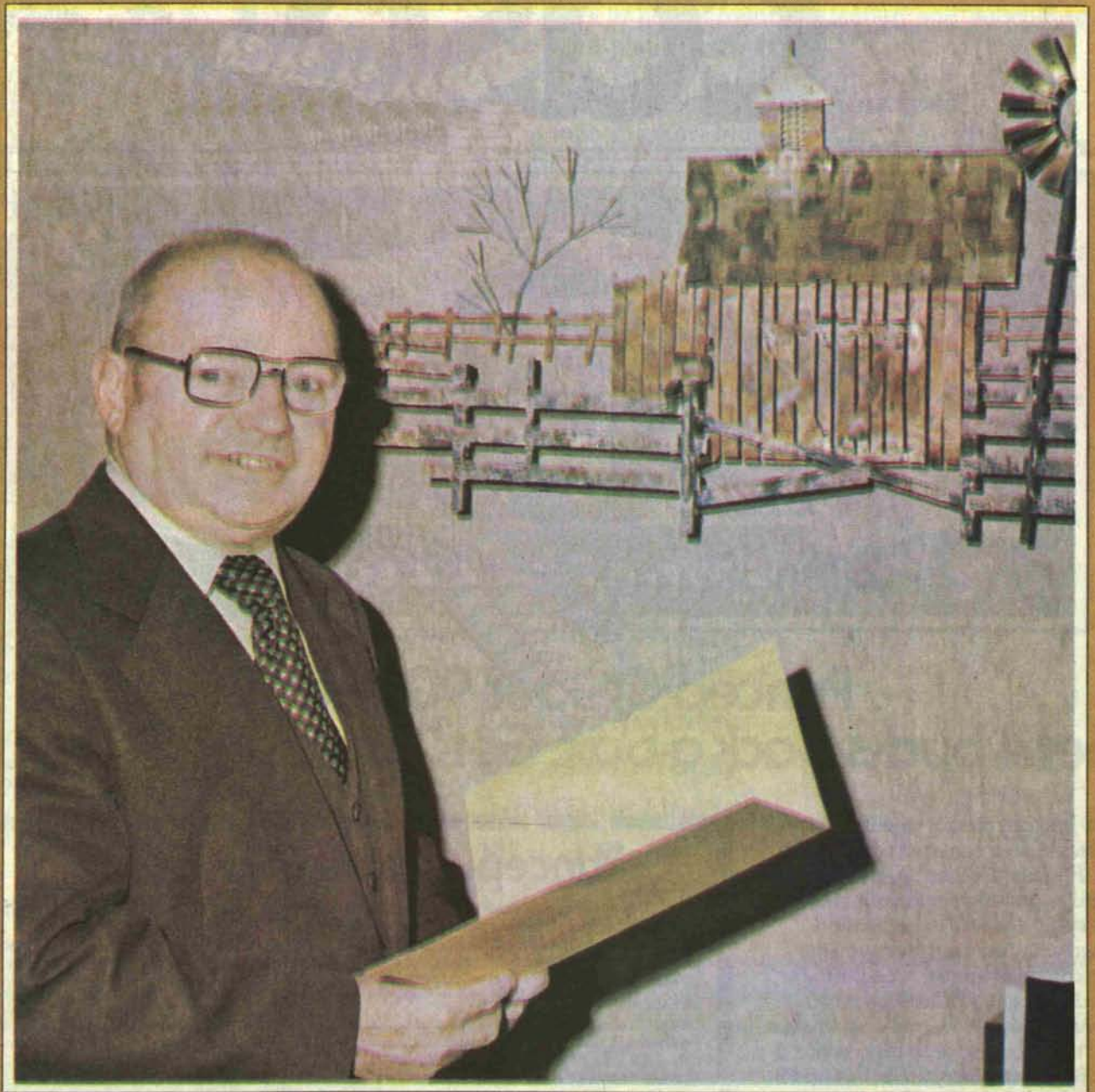


Michigan Farm News

# Rural Living

February 1982



A Publication of the Michigan Farm Bureau



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### Michigan Farm News RURAL LIVING (ISSN 0026-2161)

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# Rural Route

## Members Lead Grassroots Action

*How can we make Farm Bureau more of a grassroots organization?*

*Clark-Chandler Community Action Group, Clinton County*

As I answer this question from San Diego at the American Farm Bureau Federation annual meeting, I am witnessing a powerful example of grassroots action.

The resolutions on which voting delegates are taking action, and which will guide the nation's largest farm organization during the coming year, originated at the grassroots level. They started with individual farmers speaking out at Community Action Group meetings, at county policy development meetings, county annuals, and the state annual meeting held in December.

We have had several illustrations here in San Diego that Farm Bureau is highly-respected as a grassroots organization. The president of the United States and the U.S. secretary of agriculture both expressed appreciation for the continued support Farm Bureau has given the administration in its efforts to put our country back on the road to economic health.

They know that if Farm Bureau were not a grassroots organization, congressmen would not have received so many letters from individual farmers urging support of the economic recovery program.

How can we make it even more of a grassroots organization? In your own Community Action Group, you can be more active in the policy development process. Help your organization surface the concerns and needs of your members and submit resolutions to your county Farm Bureau.

Did you know that P.L. 480, the Food for Peace Program enacted in 1954, started with a resolution from a Michigan Farm Bureau Community Group? *You can have an impact on national policy!*



You can become active in local affairs. There is no other organization that has the structure and people-power to be as effective as Farm Bureau in solving local problems. Many county Farm Bureaus have earned the reputation of not only being participants but leaders in solving local problems. Nothing earns that image of being a grassroots organization like taking leadership in addressing and helping to solve problems that affect the people in your own community.

You can encourage your members to be well-informed on current issues and Farm Bureau policy. Knowledgeable members make an effective grassroots organization. Every member of your community group should request and study the 1982 policy books for Michigan Farm Bureau and the American Farm Bureau Federation, so they know their organization's position on current issues. They should read their Farm Bureau publications thoroughly to be aware of, and effectively involved in, action needed to execute those policies.

We are just completing the policy development portion of our organization's effective grassroots PD/PX process. Policy execution is the next step and members have many opportuni-

ties in the next few months to be involved. The annual Lansing Legislative Seminars are scheduled for February and March, giving members the opportunity to be updated on state issues and talk to their legislators about Farm Bureau's position on those issues.

The Washington Legislative Seminar, scheduled for March 29-April 1, is one of our most effective activities to help execute our national policies. Knowledgeable, articulate farmer members can have a tremendous impact during their visits with Michigan's congressional delegation.

You can encourage your members to respond to "action requests" from our Public Affairs Division with letters and calls to legislators. It is these contacts, from the grassroots membership, that can influence the "right" vote for agriculture.

An effective grassroot organization takes the time and effort of individual members, commodities they are not always willing to give. If you have such members in your group, pass along this food for thought phrased many years ago (but more appropriate now than ever before) by Theodore Roosevelt:

"Every man owes a part of his time and money to the business or industry in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere."

How can we make Farm Bureau more of a grassroots organization? Be informed, be involved, support the organization that is striving to improve conditions within your sphere - Farm Bureau.

*Elton R. Smith*

President  
Michigan Farm Bureau



## “Ask Thy Neighbor”

Guest Column By Gwen Nash  
MFB Outstanding Young Farm Woman

“It’s such a big job!” . . . “It’s not easy to sell an organization!” . . . “That’s a lot of money to ask for!” . . . “There aren’t any more people to sign up!” . . . “They will say no anyway!” . . . “It’s too cold out there!” . . . “The wind is blowing too hard!” . . . “Can’t, I had carrots for lunch!” . . .

It’s that time of year when these phrases seem to become a common part of our Farm Bureau vocabulary. We’ve probably all used one or two ourselves, even while recognizing them for what they are - limp, flimsy excuses for not helping out with the annual membership campaign. I’ve come to the conclusion that, like a lot of jobs we have to tackle, we spend too much time thinking about the membership campaign instead of doing, and the longer we think about it, the bigger and harder the job seems.

Most of us have a “catch all” room in our homes. Mine is the basement bathroom; everything seems to land there. I made the decision that it had to be cleaned, then I thought about it for several weeks. Every day I’d pass the door and think: “It’s got to be done . . . tomorrow.”

Tomorrow came when we were expecting overnight guests. No time for making excuses, just time for doing it. “It will surely take forever,” I thought, but just 27 minutes later, I was standing in a spotless bathroom. It had taken weeks to think about a job that took less than half an hour to complete, and I had used up valuable energy thinking instead of doing!

Speaking of time, how many of us NEVER watch those “silly soaps”? I’ve noticed a lot of those farmers who “never watch them” know all the characters and story lines! Possibly we could use that half-hour to see a neighbor about a Farm Bureau membership instead.

Through past experience, I’ve found that most new member prospects are neighbors. Many times, we think we know these people and how they feel about issues so we don’t bother to ask them for a membership signature. It takes someone from the other side of the county, who doesn’t know our neighbor isn’t interested in Farm Bureau, to sign him up.

Maybe there should be an eleventh commandment: “Ask thy neighbor.” Can you think of anyone you would rather talk to than a neighbor? And while you’re talking don’t be afraid to direct the conversation toward Farm Bureau and all the things it offers - Blue Cross-Blue Shield coverage, Safemark, NuVision optical discounts, accidental death and dismemberment benefits, to name just a few. Don’t be shy about telling your neighbor that membership in Farm Bureau is an investment rather than a cost.

After you’ve signed him or her up, then ask about the family and strengthen your neighborly relationships.

My challenge to you, in this month of February, is to get out, sign up, and involve new members in Farm Bureau and its programs and services. Remember, the sooner you sign up your new members, the sooner they will realize the benefits of Farm Bureau. That’s really being a good neighbor!

**The Manager**

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Hiawathaland	Menominee	Wexford
Hillsdale	Missaukee	
Huron	Monroe	

See center pages of this issue.



When it returned on Jan. 13, the Legislature focused on the rest of the economic development package of bills including:

**Workers' Compensation:** As summarized in the December *Rural Leader* and reported in more detail in the January *Rural Living* publication, the 13 bills signed by Gov. William Milliken, together with last year's legislation which became effective this year, constitute workers' compensation reform. There are still three more bills in the reform package to be considered.

Another workers' compensation issue now being worked on by Farm Bureau for introduction would amend the law to clarify the meaning of "self-employed" and "contractor." Many farmers who cut wood and logs in winter find that most mills will not buy the product. Other farmers have similar experience in having to pay premiums on contracted work by self-employed people for such things as excavating, bulldozing, trucking, etc.

It is a difficult problem because farmers and other self-employed people cannot buy workers' compensation on themselves. The wording for such an amendment is proving to be complex due to a 1972 Supreme Court decision.

**Single Business Tax:** While Farm Bureau succeeded in exempting farmers from this tax a few years ago there are three bills that will be helpful to small businesses such as elevators, implement dealers, small processors, etc.

**S.B. 240** expands the present 50% limit on certain deductions to 90%, doubles the present gross receipts limit, increases the maximum "adjusted business income," raises limits for a single owner 50% along with other reforms.

**S.B. 360** would allow a business to exempt 25% (50% in 1984) of workers' compensation and unemployment compensation costs from its taxable base.

**H.B. 5181 and S.B. 533** increase deductions for capital acquisitions and increased export sales to foreign countries. The bills, as written, do not include agricultural products. Farm Bureau is preparing an amendment to include farm products such as grain, beans, fruit, vegetables and processed food and fiber.

### **Unemployment Compensation**

**Reform:** This will be a very controversial issue, however, Michigan now owes the federal government well over \$1 billion, and it is expected to be \$1.5 billion or more by the end of 1982. Michigan employers will have to pay this debt through increased premiums. Federal penalties will go into effect later this year. Some reforms include requiring a "waiting week" before benefits begin; extending the qualifying work period from the present 18 weeks to 20 weeks; increasing the wage base on which the tax is paid and increasing the tax rates.

**1982 Lansing Legislative Seminars:** Volunteer leaders from 69 county Farm Bureaus are scheduled to meet with Michigan senators and representatives during a series of six legislative seminars at the YWCA in Lansing. The seminars will begin with a morning legislative briefing followed by lunch with the legislators.

Farm Bureau members from the South and Southwest Regions met with their legislators on Jan 19. Other regional seminars are: Feb. 9 - Saginaw Valley Region; Feb. 11 - Southeast, Thumb Regions; Feb. 16 - Central Region; Feb. 23 - Upper Peninsula, North, Northeast, Northwest Regions; March 10 - West, West Central Regions.

**Gov. Milliken Honored by Ag Conference:** William Milliken became the first governor to receive the Michigan Agricultural Conference "Distinguished Service to Agriculture" award at the organization's 34th annual legislative dinner, Jan. 13. Traditionally, the award has been presented to legislators who have displayed strong support for the agricultural industry, but this year, conference members voted for Milliken in recognition of his leadership in workers' comp reform, the Governor's Conference on Agriculture, and his "open door" policy to agriculture's leadership throughout his term of office. Special tribute was paid to the memory of "Pip" Wenner, who served as the conference's executive secretary for many years prior to his recent death. An MSU dairy scholarship has been set up in his name.

**Ag Commission Elects Officers:** Dr. S. Leon Whitney of Detroit is the new chairperson of the Michigan Commission on Agriculture. Other officers elected at the commission's January meeting were John Krone-meyer, Pickford, vice chairperson, and Robert Chaffin, Ithaca, secretary. Other members of the bipartisan policy-making body for the Michigan Department of Agriculture are Rebecca Tompkins, Traverse City, and David Diehl, Dansville.

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*Lansing Review is prepared monthly by Robert E. Smith, MFB Senior Legislative Counsel*



## Student Shortage Concerns MSU Short Course Administration

The MSU Elevator and Farm Supply Short Course is suffering a shortage of students. Last year, 20 students were enrolled in the course; this year there's only eight. Dr. Harold Ecker of the Ag Econ Dept. is concerned because the employment opportunities in this field are excellent, and placement is "no problem." The current, average starting salary for graduates is \$12,000 with ranges from \$10,000 to \$14,000.

One of the advantages of the course is that students can "earn while they learn," Ecker said. Fall and winter terms are spent on campus; spring and summer terms working in the industry.

The short course has been very well supported by the industry through scholarships. Farm Bureau Services furnishes a \$2,000 scholarship each year and the Michigan Grain and Agri-Dealers Association has set up a \$50,000 scholarship trust fund.

Stan Sherman, executive vice president of Michigan Grain and Agri-Dealers Association, is asking for Farm Bureau's support in spreading the word about the short course and scholarship opportunities to potential students. Information on the course may be obtained from Dr. Harold Ecker, One Ag Hall, MSU, East Lansing, Mich. 48824.

## Congress Faces Budget Challenges

Sen. Walter Huddleston (D-Ky.) identified the "biggest challenge" in this session of Congress as control of cost of living adjustments in federal entitlement programs, and predicted that the Reagan administration will have a difficult task in further cutting the budget.

Huddleston, speaking at the AFBF annual meeting, said the administration's economic program, which he called trickle down economics, needs "adjustments that must be balanced to achieve increase productivity, lowered unemployment and lowered inflation and interest rates."

The Kentucky senator said that if the economic surge projected for the

second half of 1982 can be achieved without a tighter monetary policy to control inflation, budget deficits may decline. However, he has doubts about that happening.

There is the uncertainty of whether recent declines in interest rates represent normal responses to a recession rather than permanent adjustments," he said, adding that rising deficits may spur higher inflation and interest rates.

Huddleston, ranking minority member of the Senate Agriculture Committee, said the farm sector is experiencing troubles unequaled since the 1930s, and without unexpected developments, net farm income may decline for the third consecutive year.



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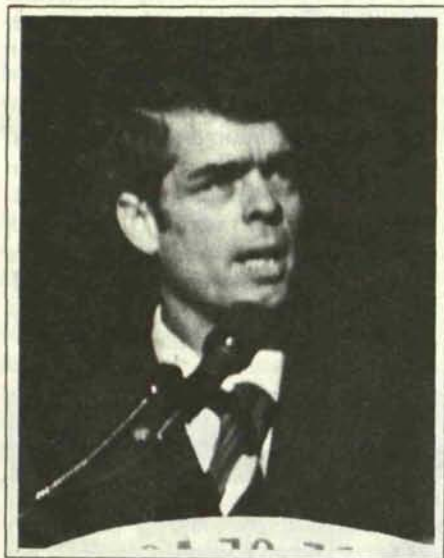
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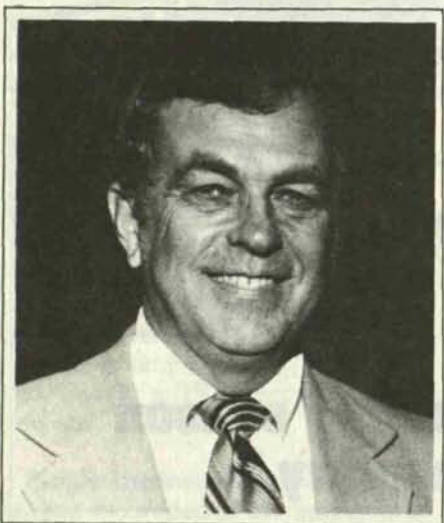
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## Orderly Recovery Must Come First



USDA SECRETARY BLOCK



AFBF PRESIDENT DELANO

In separate statements to the American Farm Bureau Federation conventioners gathered in San Diego, Calif., for the organization's 63rd annual meeting, Secretary of Agriculture John R. Block and AFBF President Robert B. Delano echoed messages of independence from reliance on government programs and subsidies and confidence in the free market system.

"As farmers and ranchers," Block stated, "we share a common philosophy concerning our nation's agriculture and our economy in general. We know that prosperity will not come on the heels of crash programs.

"We have learned a harsh lesson from history that these types of programs do not have long-lasting success, simply because they are not based on the solid foundation of free enterprise. As farmers and ranchers, we realize that long-lasting prosperity will come only if we have the patience to allow an orderly economic recovery program to function," Block said.

"Patience is the key. When it has taken decades to create our current economic situation, we should not be surprised if it takes more than a few months to work our way out.

"I am certain that with your support, we will reach a level of prosperity in agriculture that will be long-lasting. And when that prosperity arrives, this administration will not tamper with it. When the good times come, the farmers and ranchers of this nation have earned the right to reap the benefits," he said.

### Policy Must Be Consistent

AFBF President Delano, in his address Jan. 11 to the 7,000 members attending the AFBF annual meeting, said farmers and ranchers cannot credibly call for economic reform and continue to rely on federal price supports and loans.

"Public pressure will grow against transfer payments to special groups, including farmers," he said, and reiterated Farm Bureau's support for further cuts in the federal budget and

other parts of the administration's economic plan.

The recently-enacted federal farm program, which continues price supports and loans for certain commodities, is not the answer to farmers' economic problems, Delano said. He noted how all the "political in-fighting and pressurized dealing make it plain once more that the road to improved farm income does not lie through Congress."

Delano called for farmers to become "better marketers" and not to year-after-year produce bumper crops that remove most possibility of profit.

Farm Bureau supported passage of the 1981 Farm Bill even though it did not comply totally with FB policy, particularly in meeting the original budget targets. The alternatives of reverting to outdated permanent farm statutes or Congress rewriting the bill next year were "unacceptable," Farm Bureau said, and urged congressmen to pass the legislation, with the hope that proper implementation would aid in minimizing excess costs.

The bill passed by a narrow 205-203 vote and President Reagan signed it on Dec. 22.

Michigan congressmen who voted with the Farm Bureau position were Hal Sawyer (R-5th), Jim Dunn (R-6th), Guy VanderJagt (R-9th) and John Dingell (D-16th).

Those who voted against the Farm Bill were John Conyers Jr. (D-1st), Carl Pursell (R-2nd), Howard Wolpe (D-3rd), Mark Siljander (R-4th), Dale Kildee (D-7th), Robert Traxler (D-8th), Don Albosta (D-10th), Robert Davis (R-11th), David Bonier (D-12th), George Crockett Jr. (D-13th), Dennis Hertel (D-14th) and William Brodhead (D-17th).

Those who did not vote were William Ford (D-15th), James Blanchard (D-18th) and William Broomfield (R-19th).



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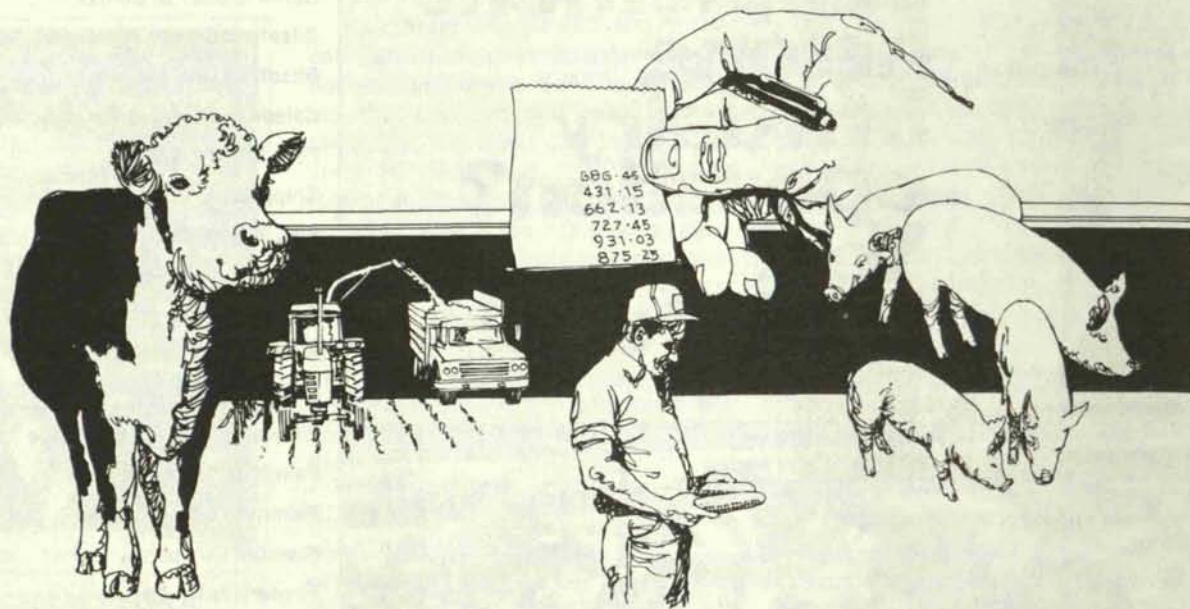
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# Michigan's Ag Expansion Team Geared for Big Win



## Introducing the 'Starting Five' . . .

- Governor William Milliken
- The Michigan Legislature
- Michigan Department of Agriculture
- MSU Extension Service
- The Farming Community

By Donna Wilber

"The ball is back in agriculture's court."

That's the message being carried across the state by Michigan Department of Agriculture Director Dean Pridgeon and he's committed to convincing the agricultural community that they should pick up that ball and score.

It's been nearly a year now since the Governor's Conference on Agriculture was held and nothing really tangible has resulted from the recommendations for agricultural expansion in Michigan. No hard cheese plant nor

soybean processing facilities have been built, the livestock and broiler industries have not expanded, and there's no line of potential investors for expansion projects.

Not that the "intangibles," which were a direct result of the conference, aren't important, Pridgeon says, and to date that side of the scoreboard is reason for cheering.

"The most notable was a change in attitudes," the director said. "From the governor through much of the Legislature, there is now a belief that Michigan agriculture is very important to our economy. To me, the 'Right to Farm' legislation, which passed the Legisla-

ture almost unanimously, was a commitment to the continuation of agriculture.

"The conference impressed the governor and he took what we said there seriously. We said we had a dynamic industry with the potential for growth and he believed us.

"We said that MI-OSHA impacted on our industry and today, although it's still in existence, the harassment that used to exist has pretty much ended.

"We said workers' compensation was more expensive in Michigan than in other states and curtailed the expansion of agriculture in this state. The governor took the leadership and, with the help of some courageous legislators, it has now changed.

"We said we needed more money for research and Extension and while we didn't get enough, the governor, again with the help of some legislators, stood up for more money for the university.

"The elevator industry made it clear there had to be more money for the Department of Agriculture to continue with elevator audits and, in a tight money year, we have funds now to adequately audit and keep that industry credible.



# "The ball is back in agriculture's court. . . ."

Dean Pridgeon, Director  
Department of Agriculture



MDA DIRECTOR PRIDGEON

"When you consider all of this, I think it's time those of us in agriculture realize the governor and the Legislature have done their part - and now it is up to us to see that the expansion we said could take place, does take place," Pridgeon said.

With the ball now in agriculture's court, what moves are necessary in order to score? Pridgeon believes that, first, there must be a commitment to the expansion of the livestock industry in Michigan. Many farm families have not yet been willing to make the total commitment that it takes to succeed, he said.

A hog producer himself, Pridgeon emphasizes the potential for expansion of that part of the livestock industry.

"We only produce 30 percent of the hogs consumed in this state and only 25 percent of the hogs slaughtered are produced here. The conference report recommended that we double hog production in this state - the easiest goal to achieve. I realize it is not profitable to raise hogs now, but it will be, and it is more profitable in Michigan than anywhere in the Midwest," he said.

"Second, we need to insist that Michigan State University put livestock expansion at the top of its priorities. The university really holds the key in

its hands and it can only happen with their commitment.

"Third, we need to make sure there is a soybean processing plant in Michigan even if the industry has to finance it themselves. All of our soybean meal has to be transported from Ohio and Indiana. That's not bad if your farm is on the border, but if it's north of Lansing or in the Thumb area, then transportation costs increase the price of soybean meal. We need a processing plant in central Michigan to give all of our hog producers a competitive advantage," he said.

"Fourth, the elevator and feed industries must put programs in place that will help make it happen, providing know-how, financing, and management programs.

"I believe the greatest resource we have is the people who make up our industry. If we have the will to make it happen, it will happen. On the other hand, if we sit back and wait for outside resources to come rolling in so we can enjoy the benefits of an expanded agriculture, it will be a long wait," he concluded.

## Gratiot Project Uses Local Initiative

Not willing to "sit back and wait," are a group of farmers and agribusiness leaders in Gratiot County. Seventy local leaders responded to an invitation from Sen. Richard Allen and Rep. Gary Randall to explore ideas for agricultural expansion in that area. Now, several subcommittees have been formed to work on the ideas surfaced by the group.

These subcommittees are studying vegetable production and processing; seed production; utilization of corn products such as sweeteners, oil and gasohol; soybean processing; securing funds to finance feasible projects; marketing; equipment leasing; a hard-cheese processing plant; and swine production.

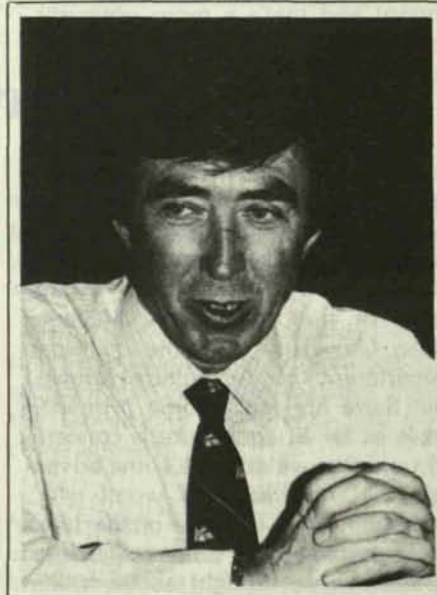
Allen and Randall, both of whom were born and raised on farms in Gratiot County, are quick to point out

that those involved in the pilot project don't expect their efforts to produce any quick results.

"We don't expect some big company to say, 'we want to build a plant in Gratiot County, we've got lots of money to do it and thanks for inviting us,'" Allen said. "We think we're probably going to have to start smaller, perhaps put together a local company or some local investors to do something that will be an attraction for a group to come in."

That farmers are willing to make such investments was illustrated by the development of the gasohol plant located in Gratiot County, Allen believes.

"It's there because 20 farmers were determined - absolutely determined - that they were going to do it, and the seed money, the venture money, was



SEN. DICK ALLEN



**Agriculture is a minority in numbers, but a majority in importance and . . . support systems must play a major role in "selling" a sound and stabilized agriculture.**

**Ken Davis  
Gratiot County  
Committee Member**



their own. They each put in a certain lump sum and they made that investment prior to the government programs that eventually came into place," he said.

"I think if we get to the point where we can say - yes, this is viable and this is how it can be done - we'd be able to come up with quite a bit of capital from farmers in Michigan. Maybe we need to form a cooperative or use an existing cooperative and extend it. We've got lots of cooperative expertise in Gratiot County and we've got lots of good farmers."

Randall believes the project has already accomplished something important and that's a more optimistic, enthusiastic outlook on the part of the people involved.

"I think, because of the difficult economic times in the state, we - agriculture, industry, labor - lulled ourselves into feeling it's really a dismal state and we don't have control over our own destiny. But I think some of the research by Michigan State University and the Michigan Department of Agriculture showed that there are really some promising areas as far as agriculture is concerned, and that we do have some advantages," Randall said.

"I think even if some of the ideas we've talked about don't materialize, at least we've brought about, within the people in our area, a real desire for doing something - and that's important."

"I think we're at the stage now where it's really a self-help thing. We have some studies from MSU, we have the support of the Departments of Commerce and Agriculture, the governor's made a commitment, and the Legislature, I think, stands ready to do what it can. Right now, the initiative and the drive has to come from the local communities to really capitalize on the potential that's there," he concluded.



**REP. GARY RANDALL**

What about the "honeymoon" period agriculture is now enjoying with the Legislature? How long will it last?

"I think if the auto industry came roaring back and there were suddenly \$23-an-hour jobs available, we'd lose some of the grasp we now have on the attention of the political process," Allen said. "That's one reason we feel

strongly about doing some moving now.

"The truth is, we in agriculture don't know what we need or what to ask for. We've been so long not having any attention that when the governor and others said, 'agriculture is a priority,' we didn't have eight bills asking for \$12 million for various kinds of things. Other than fighting for the Extension Service and some of those traditional things we have, we don't know just what we need."

Both Allen and Randall believe that the Gratiot County project and the experiences they have in interaction with potential businesses and investors will help correct that problem.

### **The Farmer's Viewpoint**

Ken Davis, an Ashley farmer who serves on the subcommittee to study the utilization of corn products, agrees with Sen. Allen and Rep. Randall that their local project is not the "total answer" to making the Governor's Conference on Agriculture recommendations happen.

"It's an aid or a part of the process of sizing up agriculture today and how it fares in the economical world," Davis said. "Agriculture used to be a local, self-sustaining venture with each family producing its own meats, vegetables, and other basic necessities of survival. Today, agriculture is a business venture with worldwide importance, as has been recently demonstrated when used as a political weapon."



***"I also get enthusiastic because I see agriculture pulling together."***

**Dr. Paul Kindinger  
Michigan State University**

"I think it is important that our subcommittees attest to the needs of the agricultural industry with possible roads to follow for its advancement," he said.

"I am very optimistic about the outcome of our committee's efforts, however, I don't feel that one project is the cure-all for the agricultural industry. The members of the committee are people with unlimited talents and I am very confident that these talents will be reaped with big rewards."

According to Davis, the biggest stumbling block to agricultural expansion in Gratiot County today is an intricate situation with no one single solution.

"Inflation and interest rates are big enemies of the ag industry. These two items erode profits and without profits, the means as well as the desire for expansion is difficult to achieve. Our subcommittee has investigated several areas for agricultural expansion but, in most instances, the stumbling block has been a lack of profit potential."

Davis believes agricultural expansion in Michigan is going to take a team effort, with commitment from MSU, MDA, the Legislature, farmers and farm organizations.

"Agriculture is a minority in numbers, but a majority in importance, and these support systems must play a major role in 'selling' a sound and stabilized agriculture," he concluded.



## ***The Wheels are Turning...***

Dr. Paul Kindinger, former assistant director of the Michigan Department of Agriculture and now assistant Extension director for agricultural marketing programs at Michigan State University, served as one of the coordinators of the Governor's Conference on Agriculture. He hasn't lost any of his enthusiasm in the months that have passed since that historic event, even though "the first shovelful of dirt has not yet been turned."

In addition to the new public awareness of agriculture and the legislative progress that has been made to change the state's economic climate, Kin-

dinger believes there have been some "subtle changes" as the result of the conference that have had an impact.

"The Department of Agriculture has been upgraded, with the director now in a position where he's influencing much more policy within the governmental sphere than he did before," he said. "That can't help but benefit the industry in a very significant way over a period of time."

"I also get enthusiastic because I see agriculture pulling together. We've got discussions on how the horse industry fits into agriculture in a more integrated fashion, and how the forestry

industry is a part of agriculture. We've got the opportunity now to tie a big yellow ribbon around the whole package and really deliver."

Kindinger remains optimistic, too, that the economic development recommendations that resulted from the Governor's Conference will become a reality.

"We know that sometime in the future, there is going to be a hard-cheese plant built in this state. We know there are still groups interested in a soybean processing plant. I'm confident that we're going to have a



**"As long as we keep our priorities straight and keep agriculture on top we'll be in a better position."**

**Dr. Paul Kindinger  
Michigan State University**

beef packing plant. I'm confident that we're going to take the challenge - particularly through places like Cooperative Extension - to expand swine production in the state.

"It wouldn't surprise me, with the number of investors who have been seriously looking at the gas and oil boom in the northern part of the state, that we will have an anhydrous ammonia plant in Michigan. We also have a preliminary study completed that shows that we can have an advantage in a broiler industry in this state.

"So, the wheels are turning, but I think that most of us recognize that in agriculture, we tend to look pretty thoroughly at a situation before we jump into it. Right now, people are really checking out the situation, and the Gratiot County folks are serving as a model to the rest of the state, showing how to organize at the local level and finance things at the local level - and that's when it's going to get done."

Kindinger's optimism even rises above the budget challenges of MSU's Extension Service which he views as an opportunity to be more creative.

"What it does is force us to look at what we can really do and do well for agriculture instead of trying to be all things to all people. From the Extension standpoint, I think, we're starting to look at how we can get back out on the 'cutting edge,' and how do we become innovators and how do we show people the new technology and new ideas.

"As long as we keep our priorities straight and keep agriculture on top, we'll be in a better position than we've been in some time in terms of serving agriculture," he said.



## An Important Year for Agriculture Lies Ahead

### A Message from the Governor

1981 has been an important year for Michigan agriculture. An event took place that will shape Michigan farming, forestry and agri-business for decades to come: the Governor's Conference on Agriculture.

Many of its recommendations are now before a screening committee for review and coordination. One of its first areas of concern was the expansion of agri-business in Michigan. To that end, I am supporting creation of a new position in the Michigan Department of Agriculture - a person assigned to work with the Michigan Department of Commerce to coordinate action on the agri-business recommendations of the conference.

I also have directed the Department of Agriculture to give immediate priority to such recommendations as establishing a soybean processing plant, increasing pork production, re-establishing a broiler industry, establishing a regional beef processing plant, increasing hard cheese production and developing and promoting a renewable energy industry as it relates to agriculture. Progress already has been reported in a number of these areas: soybeans, hard cheese and broilers.

We are moving in several other directions as well:

The "Say Yes to Michigan" promotion campaign also has an agricultural component - promoting the good things that grow in Michigan.

The regulatory task force chaired by Lt. Gov. James H. Brickley has identified 10 laws which should be repealed as an unnecessary government intrusion into the fields and barns of Michigan farmers.

We are moving on a regional basis to control soil erosion (which costs Michigan 25 million tons of topsoil each year) and to monitor and control Gypsy Moths.

We are promoting forestry, an often overlooked but major aspect of Michigan agriculture, and we already have made a commitment to improve the strength of Michigan's horse industry. The Michigan Department of Agriculture and the state Racing Commissioner, as well as other segments of the industry, are taking the lead in setting up this conference.

One of the great and enduring strengths of our state and our nation is agriculture. I intend to do all I can to see that it remains so in Michigan.



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# Front and Center

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**"Reach Out for Understanding"** will be the theme of the District 6 Farm Bureau Women's rally at the Colony House, Cass City, on March 11. Their agenda will include a discussion on animal care with Sandra Gifford, secretary of the Michigan Pork Producers Assn., as the resource person. Karen Kaiser Clark, professional consultant and lecturer who was widely-acclaimed by participants in the state women's leadership conference, will be the keynote speaker. An AgriPac bazaar will be held to raise funds to help elect "Friends of Agriculture" in the 1982 elections. Those interested in attending should contact chairperson Betty Laurie at 517-872-2659.

**Vic Verchereau New Young Farmer Department Manager:** Verchereau, a former southwest regional representative for MFB, has replaced Don Currey as Young Farmer Dept. manager. Currey, who also served as manager of the Organization Dept., has accepted a position with Farm Bureau Services, Inc. and Farmers Petroleum Cooperative, Inc. Verchereau, a past state FFA president, brings many leadership experiences to his new job.

**Michigan's AgriCom Pioneers** called on their information/communications databank nearly 1,000 times during the first two months of the pilot project. The files requested most were for grain comments and analysis and grain futures information. Requests for other data files which offer general agricultural information, weather, price or legislative information, averaged approximately 125 per file during the same period, Oct. 2 through Dec. 4. Michigan was the first state to go "on-line" with the AFBF's new satellite marketing information project.

**Five county Farm Bureaus have reached their 1982 membership goal.** Clare County was first to reach 1982 goal under the leadership of Don Davis and Arlie Schepperley. Other counties which reached goal by Jan. 18 were Iron Range (Jack Honkala, campaign manager), Ogemaw (Bob Kartes), Muskegon (Keith Ramthum) and Emmet (Vern Rasmussen). All five counties are members of the "Fabulous Fifteen" in their respective membership categories.

As of the Jan. 15 membership report, MFB was at 79.14 percent of goal, with the North Region leading the pack at 85.24 percent and District 10 tops at 84.54 percent.

**Wiseman Appointed by Governor :** Gov. Milliken has announced 15 appointments to the Energy Awareness Advisory Committee, an expansion of the former Energy Month Committee. Among those appointed was Robert E. J. Wiseman, executive vice president of the Farm Bureau Insurance Group companies. Appointees serve at the pleasure of the governor; Senate confirmation is not required.

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The Farmer of the Week program, co-sponsored by Farm Bureau Insurance Group and the Michigan Farm Radio Network, honors Michigan farmers for their contributions to the community and Michigan's agriculture industry. Award recipients for December 1981 were:

**Dec. 7** - Donald Cotton, 44, operates a 745-acre potato and cash crop farm near Kalkaska. He is on the Kalkaska County Zoning and Planning Commission and local ASCS committee, is a past church board member and Soil Conservation District board

member, past school board treasurer and is a Kalkaska County FB member.

**Dec. 14** - Steve Carlson, 39, operates an 800-acre potato and dairy farm near Rockford and also raises grain as cash crops. He is Oakfield Planning Commission chairperson, member and past president of the Kent County FB, active on church committees and a lay leader, a 4-H leader and member and past treasurer of the Chief Wabasis Potato Growers.

**Dec. 21** - Blaine Van Sickle, 42, is a Marshall area cash crop farmer who also raises beef cattle and swine. Van

Sickle, who farms 1,000 acres, is school board vice president, Calhoun County FB president, township zoning board member, and a recipient of the State Farmer Award from FFA.

**Dec. 28** - William Middleton, 42, operates a 1,300-acre dairy farm in partnership with his brother. The farm, located near Ortonville, also includes a U-pick strawberry operation. Middleton is Oakland County FB president, an Oakwood Community Church board of trustees member, Brandon Township board of review member, and serves on the Eastern Michigan U-Pick Assn. board of directors.





# County Newsletter

The county Farm Bureau newsletter is published monthly by the Michigan Farm Bureau, P.O. Box 30960, Lansing, Mich. 48909. Subscription price to members, \$1.25 per year, included in the annual membership dues.

## Make the Best of Your Farm Bureau Membership . . .

*from the Hiawathaland County FB Newsletter*

You have just renewed your membership or have taken out a new membership from one of our workers or an insurance agent . . . You can sit back and watch what happens . . . Probably absolutely nothing . . . Our leaders - insurance agents - board members - Women's Committee - and others are just too busy to take each member by the hand and see that they take advantage of every benefit they are entitled to . . .

..So how do you make your membership pay for itself?

First of all you start by reading the material sent to you - primarily the *Rural Living* magazine. Then consider joining a community action group or getting one started yourself. They offer a wonderful opportunity for people to work together on common problems in their area. You learn information on state and national issues together and form friendships at the same time.

If you want to make the most of your Farm Bureau membership, contact the board member in your area and he or she can provide or get the information you need to become truly an active Farm Bureau member.

## Delano, Smith Elected to Top AFBF Offices



At the recent AFBF annual meeting in San Diego, Robert Delano (left), AFBF President, and newly-elected vice president Elton R. Smith, discuss challenges in the year ahead.

## FBIG to Offer All-Risk Insurance

All-risk crop insurance, formerly available only from limited government sources, will now be offered throughout Michigan through Farm Bureau Insurance Group.

FBIG agents will begin offering the all-risk insurance in February, in time to cover this year's spring crops. The crops eligible for all-risk insurance protection in Michigan are wheat, corn, soybeans, dry beans, barley, sugar beets, oats and grain sorghum.

The all-risk protection, which begins at the time the seed is put into the ground and continues until the crop is harvested, covers crops for losses from hail, freezes, all kinds of bad weather, blight, insects and other unavoidable natural hazards.

FBIG expects to reach many Michigan farmers who have never been offered the benefits of all-risk insurance for their crops. This is especially important now, since in many cases the federal government is

cutting back on its disaster payment program for crop losses.

The crop insurance will be provided in cooperation with the Federal Crop Insurance Corporation.

## Farmers Enjoy!

"Farmers are significantly more satisfied with their work than Americans as a whole. An overwhelming 95 percent of farmers say if given the choice they would prefer to continue in their present occupation compared with only 60 percent of the general public." That's the word of a study by Research & Forecasts, Inc.

The survey also said that the farmer deserves high marks for "preserving traditional family values, enjoying his work despite its high risk aspect, taking an active role in community life, supporting the U.S. political system, cashing in on modern technology and turning his farm into an efficient and productive business."

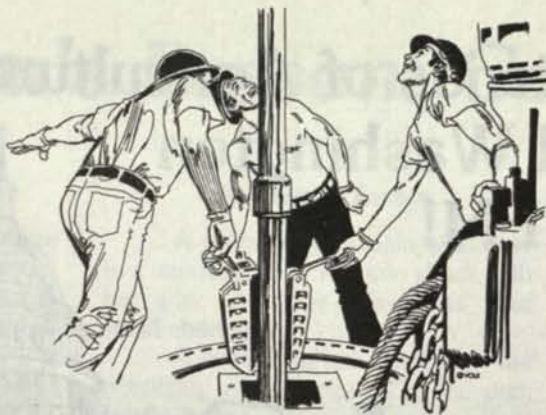
# Farm Bureau

**Renew your membership  
in the nation's largest  
farm organization today!**



## Energy Facts to Ponder

By Sharon Steffens  
Kent County FB  
Newsletter Editor



R.J. Robel, professor of environmental biology at Kansas State University recently addressed the Kansas Farm Bureau Water Conference. His information on energy sources and supply give one food for thought as to future costs not only for water usage but all agriculture.

The cost of foreign oil is a major component of our international balance of payments deficit which in 1981 was \$2 to \$4 million barrels of oil per day in the U.S. In 1980, we imported 45.2 percent of our oil, which was down from 51.2 in 1977. At that time we began to receive some oil from Alaska which has gradually increased and is reflected in the drop in the percentage of imported oil. Unfortunately, production from the Alaskan fields will begin to decline in 1985. The idea that when the Alaskan pipeline is fully operational, the U.S. will no longer need to import oil, is a myth.

Currently, the U.S. is looking optimistically toward the Outer Continental Shelf for oil reserves, but lease sales on the east and the west coasts have been delayed by environmental litigation. Congressional amendments to the Coastal Zone Management Act and the Outer Continental Shelf Act will delay by three to six years the start

of any new oil production from those frontier areas. Recent state-federal litigation may add another two or three years to the sale of leases on our continental shelf area.

*What about our petroleum reserves?* Proved reserves for the U.S. including Alaska indicate that in 1980 we had 26,402 millions of barrels at the year-end. This is down from 39,001 millions of barrels in 1970. We consume 6,000 million barrels per year (about half domestic and half imported).

### Petroleum Facts:

- Even though the 4,500 drilling rigs now active in the U.S. are delivering more oil to us, they are not increasing our reserves of oil.

- Projections for future oil production in the U.S. are not good. Even if our oil demand per day remains where it is we will have to increase the amount of imported oil by the year 2000 and that assumes that our demand will not increase. Domestic oil production will not be able to fill the gap.

- Demand for oil during the first seven months of 1981 was down a little but it has now increased so that it is equal to or higher than the figures for 1980. Gasoline sales are climbing steadily again, but use of jet fuel and industrial oil are down 4 to 11 percent. Robel believes that there will be a significant increase in petroleum usage as soon as the economy recovers, for example, when our industry is operating at its normal level instead of the current 82 percent of its capacity.

Energy will be much more costly in the future. As you contemplate your future energy needs, figure in a doubling or tripling of the real price of energy within the next decade. Plan to counter the effects of rising costs by using less energy in your operations. Conservation of energy will be critical.

## High Marks for Safemark

All time high marks in total sales and in average sales per member were reached in 1981 by AFBF's Safemark program, reported Eldon Schnoor, company general manager. Announcement of the achievement was made at the Safemark Conference held at the AFBF annual meeting.

"Quality and service were the key elements in the success of the program," Schnoor said, "and it was a team effort that started 16 years ago."

The Safemark group purchase program experienced an \$8 million increase in sales in 1981 over the previous year, with a total sales volume of \$84.2 million. Average sales per Farm Bureau member reached an all time high of \$37.00

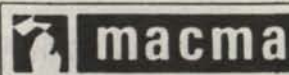
Schnoor said that quality control and member feedback were the most important factors in the success of the program, protecting the member through manufacturer auditing, field inspections and laboratory testing of all products the American Farm Bureau Service Company sells.

### Michigan Scores Second Highest Sales Increase

During the annual awards program some 19 states met or passed their sales quotas for the year and received special plaques. Michigan had the second highest increase, achieving 175 percent of quota.



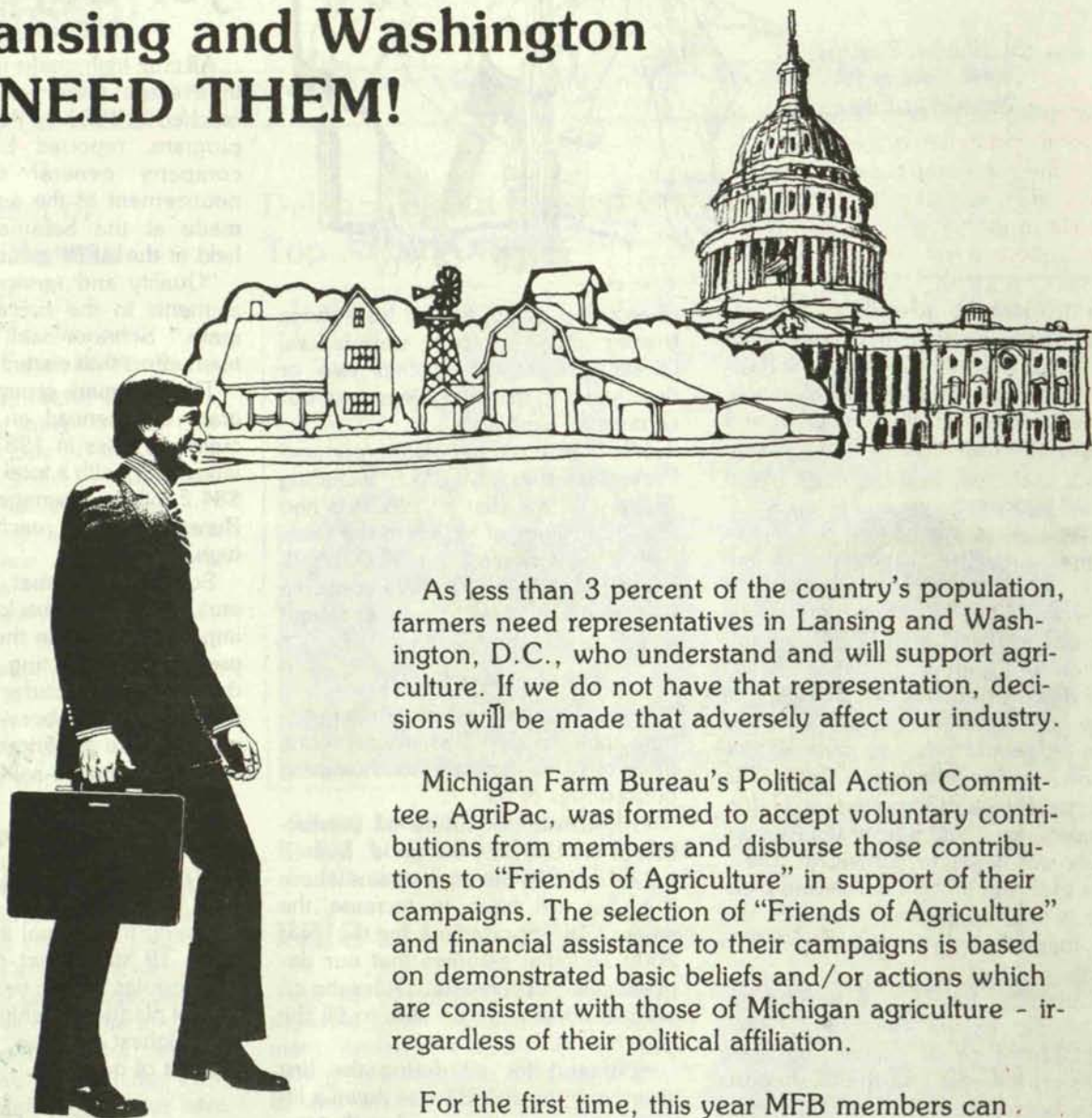
See Your Local  
Safemark Dealer  
For All Your  
Tire and  
Battery Needs



**Mid-Winter Sale**  
For participating  
counties, check the  
order form on page 29  
of this issue.



# Help Send "Friends of Agriculture" to Lansing and Washington WE NEED THEM!



As less than 3 percent of the country's population, farmers need representatives in Lansing and Washington, D.C., who understand and will support agriculture. If we do not have that representation, decisions will be made that adversely affect our industry.

Michigan Farm Bureau's Political Action Committee, AgriPac, was formed to accept voluntary contributions from members and disburse those contributions to "Friends of Agriculture" in support of their campaigns. The selection of "Friends of Agriculture" and financial assistance to their campaigns is based on demonstrated basic beliefs and/or actions which are consistent with those of Michigan agriculture - regardless of their political affiliation.

For the first time, this year MFB members can contribute to AgriPac at the same time they pay their 1982 dues. A special box on the membership dues

notification may be checked to indicate members wish to voluntarily contribute \$1 to AgriPac. If you have not yet paid your 1982 membership dues, mark the box on your dues notice and add \$1 to the amount of your check.

If you've already paid your 1982 membership dues, you may still contribute to the election of "Friends of Agriculture" by sending a check to AgriPac, Michigan Farm Bureau, P.O. Box 30960, Lansing, Mich. 48909. Through support of AgriPac, farmers can have a significant, positive impact on the political decisions that affect them.

## **SUPPORT AGRIPAC**

### **Help Elect "Friends of Agriculture"**



# Freedom's Lesson: Get Involved

By Connie Turbin

The telephone rings and Maria Schultz is reminded of her freedom even in this commonplace occurrence. In fact, after spending much of her adult life in the United States, she is still in wonder at the freedoms Americans take for granted.

Supermarkets... telephones... automobiles... even the trip she recently made from St. Joseph, Mich., to stay with her daughter and newborn granddaughter in Kalamazoo. These are the freedoms and, yes, even lux-

...A 65-year-old cousin who lives in a windowless, one room shack with her son, daughter-in-law and four small children.

...A brother-in-law who fears the possibility of "informants" in his own family circle.

...A man whose pension from the government barely covers the cost of a new pair of shoes.

...A childhood friend who is not allowed to write letters to Maria after her visit to the United States.

Because she has seen the rights of free people taken away, Schultz stresses that freedom is a gift with responsibilities.

"When there is an election, I would never just go and vote. I read... We invite them (candidates) to speak on the issues. Then I go and vote. It is our responsibility."

She says encouraging young people to participate actively in their government and teaching them how the election process works is the greatest value of the Young People's Citizenship Seminars, sponsored by Farm Bureau.

"The young people who go there are eager to learn and eager to know. Last year when I was in Indiana with the Citizenship Seminar there, the young people had so many questions after I spoke. Then when I was on my way out, they circled me and we sat on the grass and talked. These young people missed their free time to talk to me. And so many questions...."

"If fathers and mothers and children would only realize how freedom affects their families. We can still talk together. We can voice our opinions together. We can decide together. We can move to another city or change our job. Children can get an education whether their father belongs to a political party or not; regardless of whether you are Christian or not."

These are the simple, everyday freedoms that Maria Schultz emphasizes in her talks before young people, business and church groups. It is a story of an ordinary woman whose life has been transformed from one of fear, want and repression to one of freedom, privilege and accomplishment.

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**Editor's Note:** County Farm Bureau groups are seeking high school juniors and seniors who are interested in learning more about the rights and responsibilities of their U.S. citizenship. These students will be considered as applicants for the 1982 Citizenship Seminar, June 14-18 at Albion College. For more information, contact your county Farm Bureau secretary.



uries, she says Americans have come to take for granted.

Maria Schultz, a naturalized U.S. citizen from the Ukraine, who will speak to young people at the MFB Citizenship Seminar in June, says the recent events in Poland have increased her commitment to make young people and all Americans aware that their freedoms are a precious gift.

"In America," says Schultz, "we do not really understand communism. It is nothing like it is written in books. That is not communism. In communist countries you have no rights, that is communism in action. It's horrifying. It scares me."

She talks of freedom in the contrasts she has known in her life and the present hardships of friends and family still in communist countries of Poland, Russia and Czechoslovakia.

"This is what communism means to the people who live in those counties," she says.

From the darkness of her own past as a refugee in post-war Germany and Russia, Maria hopes that she can make the future of freedom for young people in the United States brighter by impressing upon them the importance of being involved in their government and exercising their responsibilities as citizens; not just their rights.

"Everywhere I go I tell people that the United States is still the greatest country and we are still free people. Just 10 percent of the world's population is free and it is so exciting to think that I am one of them. It is not that I am any better or that I work harder, but I am privileged to have been given this gift."



**ELTON R. SMITH**

## Michigan's Man on the Grow



*By Donna Wilber*

On Jan. 14, 1982, at the conclusion of the American Farm Bureau Federation 63rd annual meeting in San Diego, Calif., Elton R. Smith, a Kent County, Mich., dairy farmer, was elected vice president of the largest, most influential farm organization in the nation.

It was a moment of pride - but no surprise - for the Michigan Farm Bureau members who were there to see their state president elevated to this high position. He had been a "man-on-the-grow" since he first joined the organization in 1943.

His philosophy then (a philosophy he still retains) was, "If you're asked to serve on a committee or take on the responsibilities of a position, you either ought to give it your best or else you ought to say you can't do it."

That philosophy has taken him from an office in a neighborhood Farm Bu-

reau Community Action Group to "second in command" of the over 3-million-member-family American Farm Bureau.

That same philosophy made him recognized by several U.S. presidents and their secretaries of agriculture as a strong, knowledgeable, forward-thinking representative of the nation's farmers. It made him worthy of multiple awards for his dedication and contributions to agriculture, cooperatives, conservation and 4-H. It took him on world trade missions and gave him the opportunity to participate in world trade negotiations.

And all of this might not have happened if a neighbor hadn't asked him ("and kept on asking me," Smith recalls), 39 years ago, to join Farm Bureau and attend the monthly township meetings with him.

"That was before our community group program started," Smith remembers. "We met at the school house and did a lot of the same things we do now. When community groups were formed, I went through all the offices and that's where it all started. Then I began going to the county annual meetings and serving on the policy development committee. I remember my first state annual meeting. I thought it was pretty big then.

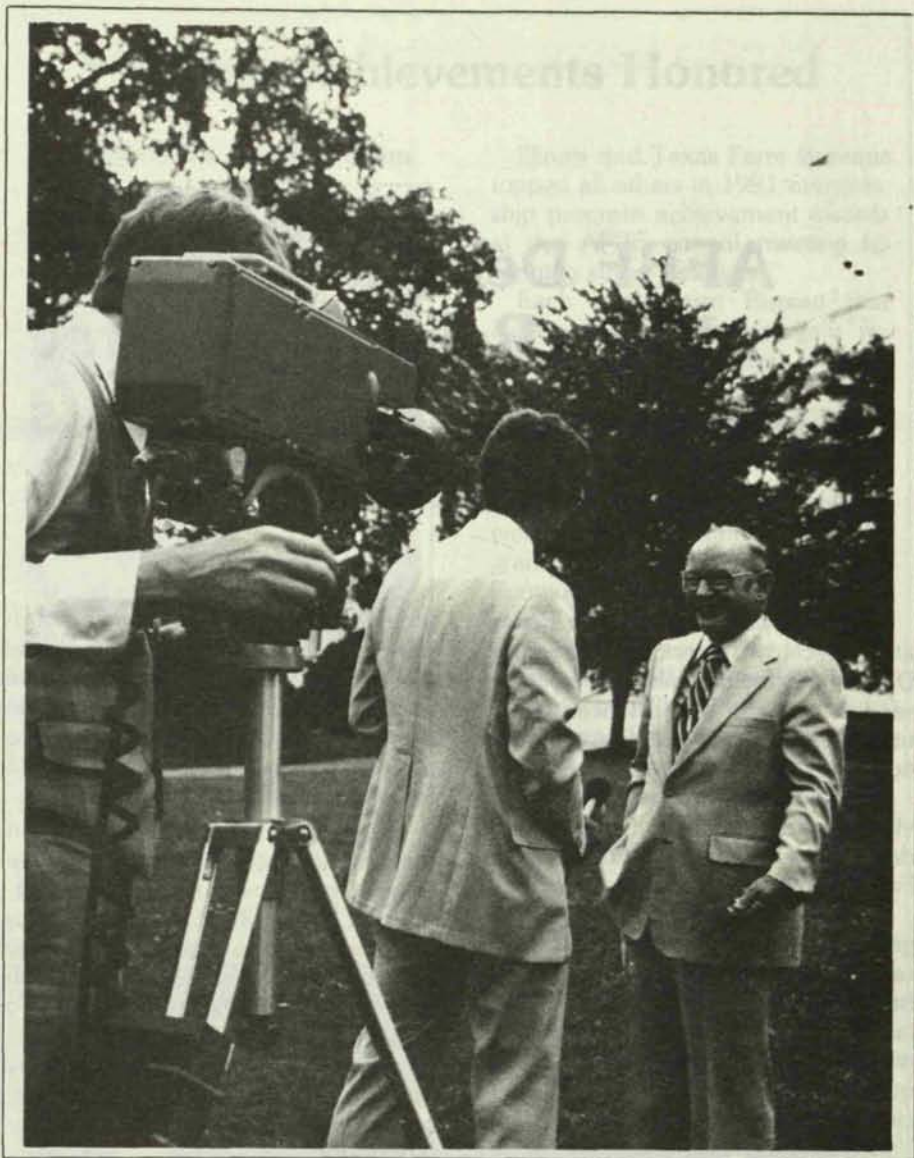
"Everything I've grown into started with Farm Bureau and Michigan State University. Back in those days the county Farm Bureau and the Cooperative Extension Service, even though they were separate, they were almost one," he said.

Smith was elected to the Michigan Farm Bureau board in 1956, became vice president in 1961 and president in 1964. Two years later he began his service on the AFBF board and has served on the AFBF executive committee since 1976.

During this same period, he was also becoming recognized by those outside of Farm Bureau circles. In 1973, he was named by U.S. Secre-



***He never loses touch  
with his farm roots . . .  
even though his  
responsibilities often  
take him far away.***



tary of Agriculture Earl Butz as his personal representative on the Federal Farm Credit Board. Two years later, he was appointed to the Technical Advisory Committee on Fruits and Vegetables for Trade Negotiations. In 1981, he served on President-elect Reagan's agricultural transition team and was one of the leading persons being considered for the secretary of agriculture position.

Today, in addition to serving as MFB president and AFBF vice president, Smith is also president of all MFB's affiliates: Farm Bureau Services, Inc., Farmers Petroleum Cooperative, Inc., Farmers Crude Production Company, Michigan Agricultural Services Association, Michigan Agricultural Cooperative Marketing Association, MFB Group Purchasing Inc., and the six Farm Bureau Insurance Group companies.

This steady leadership growth has meant some sacrifices for Smith, taking him away often from his "Med-O-Bloom" farm near Caledonia. Taking on leadership roles at whatever level requires some personal sacrifices, Smith says, and the higher the position, the more sacrifices must be made.

"First, you get on a committee and it always seems the meetings are on the days when you should be farming. Then when you get into district, state and national positions, you often have to leave the farm when you really ought to be there. This, of course, means sacrifices for others as well," he said.

RURAL LIVING, FEBRUARY 1982

Those "others" in his life are his wife, Lynde, his daughter Barbara's family, and his partner, Jerry Good, who handles the responsibilities involved in the 800-acre, 500-head dairy operation when Smith is "on the road" for Farm Bureau. Smith and Good have developed a Red and White registered Holstein herd that is known as one of the best in America today.

Has it been worth the sacrifices?

"You bet! I might do some things differently, but I'd sure do the whole thing again. It's been a real challenge, but I've gotten a lot more out of it than I've put into it - the learning, the opportunities, meeting so many great people across the nation," he said.

Despite the fact that he's nationally recognized as a powerful spokesperson for agriculture, Smith remains as unassuming and down-to-earth as he probably was when he attended his first Farm Bureau meeting back in

1943. While he's become comfortable in high-echelon meetings in Washington, D.C., and around the world trade tables at Geneva, there's still nothing he enjoys more than "just stopping by" at a farm somewhere in Michigan to chat with a farmer about common concerns. He never seems to lose touch with his farm roots, or the Farm Bureau grassroots, even though his responsibilities often take him far away from them.

He looks at his latest achievement, not so much as another honor, but a challenge.

"This is an office where I'll represent all Farm Bureau members across the nation, so it will be quite a challenge - and I look forward to it with a great deal of enthusiasm," he said.

A writer once called Elton R. Smith "The Farmers' Farmer." He liked that title. It fits.



# AFBF Delegates Call for More Reliance on Free Enterprise . . . Free Markets to Boost Economy

The American Farm Bureau Federation elected its president, Robert B. Delano, a Virginia grain farmer, to his second two-year term as head of the nation's largest general farm organization.

The federation also elected a new vice president, Elton R. Smith, a dairyman who has served as Michigan Farm Bureau president since 1964.

During the five-day meeting, delegates debated and decided the organization's stand on an exhaustive list of issues which included government farm programs, the gold standard, warehouse bankruptcy laws, food quality, crop insurance, and pesticides.

U.S. agriculture, the 261 voting delegates said, should be "market-oriented" and they strongly urged that after 1985, when the current federal farm program expires, "all laws . . . to implement government-subsidized farm programs should be eliminated."

The delegates overwhelmingly rejected a proposal to call for a mandatory reduction in the number of acres planted to reduce the crop surpluses currently pulling down prices. Delano said after the convention that he believed farmers would voluntarily cut their acreage to stimulate prices.

Farmers must be allowed "to produce for a profit," they stressed, and getting the government out of farm policy is a more efficient system for "producing plentiful supplies of high quality food."

To insure that consumers receive high quality food at a reasonable cost, the farmer and rancher delegates urged that the Delaney amendment to the

federal food and drug laws be amended or repealed to allow "safe tolerances for additives and chemical residues in food based on scientific research." In addition, the farmers called for a scientific advisory committee to review federal food additive decisions.

Delano said after the convention that the delegates "intended to move away from government farm programs," and said the fate of the troubled farm sector will be determined by the country's entire economic condition, which he sees as improving. To achieve a healthy economy, the delegates voted to support a return to the gold standard "unless the Federal Reserve Board returns to a sound monetary policy."

The delegates also extended their philosophy of reliance on the private sector for the federal crop insurance program which they said "needs major improvements," and they urged that the program become both "self-sustaining and independent of government as soon as possible."

On warehouse bankruptcies, the farmers voted to support the strengthening of grain licensing and bonding regulations and to support laws that would establish the rights and priorities of producers who have sold grain but not received payment in a reasonable period of time.

The delegates said that pesticides were an "essential tool of agricultural production" and voted to recommend that the ban on 2-4-5-T and Mirex be lifted and that the Environmental Protection Agency re-evaluate its ban on DDT and allow limited use of the pesticide.



AFBF President Delano addresses general session at AFBF annual.

## Economy to Improve

The Reagan administration will get the economy back on the track - if the Federal Reserve Board doesn't derail it - predicted a Chicago economist, Dr. Robert J. Genetski.

Genetski, chief economist for the Harris Bank of Chicago, told a general session at the AFBF annual meeting, that the key to recovery from a "severe recession" is correction of a "highly erratic, unpredictable monetary policy" managed by the "Fed" - the Federal Reserve Board.

Genetski charged the Fed with recently relaxing months of restraint in administering the money supply to check inflation; pouring in new monies at a time when inflation was abating. He suggested Congress establish a legal upper limit for money "created" by the Fed, removing the "money lever from its shaky hands."

Genetski said a vital ingredient to recovery was a turnabout in the "deterioration of productivity" in the



## Program Achievements Honored

### Michigan Wins Six Gold Stars



Illinois and Texas Farm Bureaus topped all others in 1981 membership program achievement awards at the AFBF annual meeting by winning seven gold stars.

Each state Farm Bureau that achieved a membership gain received a gold star plaque with an additional star for each area of program excellence among 12 programs in each of six membership classes based on size.

Four states, including Michigan, won six stars. Winning MFB programs were Membership, Young Farmers, Women, Policy Development, Marketing and Commodity Activities. The awards were presented to MFB President Elton R. Smith by AFBF President Robert Delano and Secretary John C. Datt at a special program Jan. 12 in the San Diego Sports Arena.

economy. He said that to revitalize productivity requires tax relief and reductions in government spending and regulations.

We have an "overtaxed" economy, with 40 percent of the economy's total product directed to government programs, he added.

Despite this, Genetski said he saw an answer in the making - something of a "revolution" by the Reagan administration in the change of direction from high taxes and heavy government spending. This, he predicted, can restore the economy and turn the recession around in a period of three to six months.

### Commodity Conference Focuses on Special Interests

Although the Reagan administration has no intention of imposing a selective embargo of agricultural exports, talk of a potential embargo is now hurting farm prices, Deputy Secretary of Agriculture Richard Lyng told farmers at the AFBF grain conference.

He assured the farm audience that this administration would not impose a limited embargo like former President Carter did in January 1980.

However, he added, "to say there will never be another embargo is impossible." If another embargo is imposed, it would apply to all U.S. exports, he said.

The administration, he said, had no alternative but to impose the economic sanctions against Poland and the Soviet Union. These sanctions included suspension of grain talks with the Soviets scheduled for February.

To date, under the present agreement which allows purchase of up to 23 million tons of American grain, the Soviet Union has bought about 11 million tons and, Lyng said, he expects more Soviet purchases soon.

One of the priorities of the administration, he said, is to promote farm exports and "sell everyone in the world on the fact that we're a reliable supplier."

Referring to domestic farm programs, Lyng said the Agriculture Department has not made a decision on

### Young Runner-Up in YF Meet



John Young, 29, a St. Clair County cash crop farmer from Brown City and Michigan Farm Bureau's representative in the AFBF Young Farmer and Rancher Discussion Meet, was one of three runners-up in the finals held in San Diego Jan. 11.

Young had won his district meet prior to winning the state title in December.

The topic for discussion in the final was "In the past, government has interfered in the markets for agricultural products. What are the implications of a market-oriented policy for producers of the future?"

"It is very clear, with the complexity of our society, that we will never have a completely free market for our products, but we can

have a market-oriented system in a limited free market," Young said in his presentation.

"Producers of the future will have opportunity provided for tremendous success, but there will also be responsibilities involved. Leadership talents will need to be developed for our farm organizations to help meet the tremendous management demands and challenges.

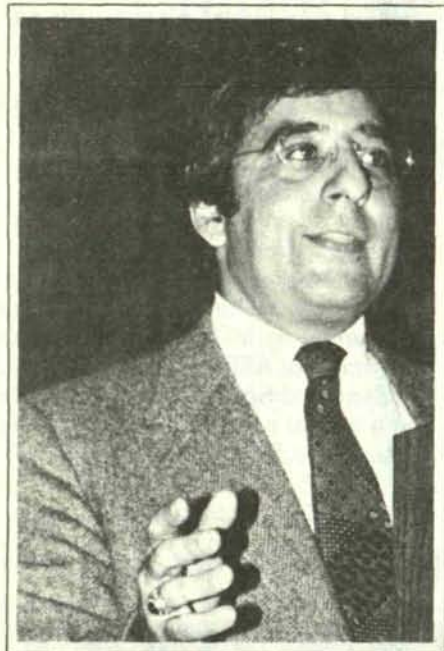
"The future looks bright as long as we can have a free market for our agricultural products," he concluded.

Young competed against 35 other state Farm Bureau winners. The winner of the national contest was Patricia Wulff of Iowa who, with her husband, operates a hog farm and raises corn and oats.



# Speakers Emphasize Marketing Strategy

whether to have a set-aside program for corn this year. He said he opposes commodity set-aside programs because they have the effect of making U.S. farmers residual suppliers in the world market.



CONGRESSMAN PANETTA

## Horticultural Conference

American farmers must become better foreign salesmen and demand fairer trade practices on the part of foreign countries, if they are to protect and expand their export markets, warned speakers at an AFBF horticultural conference.

"We (farmers) must learn to compete in the foreign marketplace. If we don't we're going to get buried," said Congressman Leon Panetta (D-Calif.), a conference speaker.

"Japan has 10,000 sales representatives in the United States who virtually all speak English. At the same time there are only 900 U.S. salesmen in Japan, few of whom speak Japanese," Panetta said, describing that country's trade surplus.

In addition to more aggressive marketing, Panetta warned that the United States must take a tougher stand in dealing with the trade practices of other countries.

In other remarks, Panetta told the farm audience that they can anticipate

proposals to change federal marketing orders. But, he warned, this is no time - because of the difficult economic times - to fool around with marketing orders.

Panetta, who serves on the House Agriculture Committee, also said that farmers deserve greater bargaining strength in marketing their products. He recently introduced legislation (H.R. 4975) which would further define the obligations of buyers in their negotiations with producers.

In another presentation, John Gardner, USDA's Agricultural Marketing Service official, told the group that fruit and vegetable growers must demand stronger credit arrangements with their buyers, in the face of the current economic problems.

"Slow pay on the part of buyers is going to be a problem as long as sellers allow it to happen. Sellers must lay out the terms and force the buyers to comply," Gardner said.

## Livestock Conference

Increased marketing efforts and keeping pace with consumer demands were highlighted as key concerns for livestock producers during a conference at the AFBF annual meeting.

Chicago Mercantile Exchange President Dr. Clayton Yeutter told livestock producers: "We've got to think marketing, marketing, marketing. The greatest management premium in the livestock industry will be in marketing, not production," he stressed.

In order to meet future demands, Yeutter said, livestock production must be more efficient. "We have to produce beef with less grain than before."

Grain fed beef has an important market, according to Yeutter, but it is a small market. "We've got to get away from producing what we want to produce," and be more in tune with the needs of the consumer, he said.

## Citizen Responsibility Stressed

AFBF President Robert Delano told the Farm Bureau women that "this is the year of citizen responsibility." Delano stressed that FB women have a great record for accepting responsibility. "Your priorities are excellent as are your results."

Bert White, chairperson of the AFBF Women's Committee, outlined the priorities established by the membership for the coming year. "Machinery for Freedom" is a new program designed to promote education on American agriculture and the nation's system of government through seminars and information materials.

White pledged that FB women will work vigorously to communicate to the American public the nutritional value and quality of the food produced in this country. "Farm-City Festival projects will compare the quality, value and good nutrition of our food with that of other countries around the world," she said.

The women of the nation's largest farm organization will also address the issue of animal welfare by continuing to inform the public on how the farmer

cares for his animals and how this relates to the good quality of the food produced.

Farm safety promotion, strengthening of the educational system, crime prevention and participation in our government are other areas of 1982 program emphasis.

"It is important," White said, "that we continue our contacts with our lawmakers at home and in the Congress. We have a responsibility to these lawmakers to inform them of our views."

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### Super Unleaded

at an

### Economy Price

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## FARMERS

## PETROLEUM

Service Centers & Dealers

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### Choose the Farm Bureau Group Health Care Coverage You Need

Michigan Farm Bureau will have a two-week open enrollment period for current Farm Bureau members who want to enroll in the Farm Bureau Blue Cross-Blue Shield Group from March 1 to 15.

To be eligible, the member must have renewed his or her membership by Jan. 31, 1982.

## Farm Bureau Blue Cross-Blue Shield Group Enrollment Scheduled

Farm Bureau offers a choice of plans designed to meet your health care needs. You can choose a full coverage Comprehensive plan, or share-the-cost programs with Blue Cross-Blue Shield's new Dimension III plan as well as the Econo plan.

Both of these share-the-cost programs save you money in your quarterly premiums, however, they require some out-of-pocket expense when care is needed.

The Comprehensive plan provides a full range of benefits including Master Medical. Both the Comprehensive and Econo plans can be continued after retirement to complement Medicare programs.

Complete details about all three plans are available from your county Farm Bureau secretary.

In these days of inflation and high medical costs, few can afford to be without health care coverage. Contact your county Farm Bureau secretary and take advantage of the upcoming enrollment opportunity in the first two weeks of March. Effective date for coverage established during the enrollment period is May 20, 1982.

It will be your last opportunity to enroll in the Farm Bureau group or to make changes in your current coverage until March 1983.

\*  
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Vitamins A, B,  
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## The Opportunities of Vertical Integration

Farmers see themselves as basic producers of food. However, a look at the total food business shows that food production is only a piece of the total picture and farmers are in the middle.

Farmers need supplies and need to be in control of their supplier to minimize cost, to assure a supply, and to assure the quality of supplies. As a supplier to themselves, farmers need to be as nearly 100 percent basic supplier as possible, to maximize their return for their farming operation.

Farmers are being squeezed on both sides. They are in a vise that has a handle on each end. The supplier to farmers turns one handle, telling them how much they must pay. On the other side of the vise is the marketer turning the handle, telling them how much he will pay for their commodities before they spoil.

Farmers really have never been marketers; they have been producers. They produce a commodity and they "get rid of it." They don't really sell food; they sell commodities.

When farmers sell a commodity, they cannot expect any price premium because there is no uniqueness in commodities; no point of difference between their commodity and someone else's commodity. Usually, the market on commodities is called by the user of the commodity, and it is in their interest to buy as cheaply as possible in order to increase their margin.

Farmers should be selling their own brand rather than just producing and selling commodities for foods sold under the brands of Kelloggs, General Mills, etc.

### Options and Opportunities

Farmers are champion producers. No one on earth does a better job of producing than the American farmer. Their cooperative can and must build on their production strength abilities.

Farmers have a choice. They can stay as they are and be only producers or they can change. They can spend more time planning in order to plot their destiny. They can analyze their strengths, their weaknesses, their

***"If farmers are not willing to plan long range and take risks in investment, they are going to be totally dependent upon public suppliers."***

**- Newton Allen, FBS/FPC**

threats, and their opportunities. They can set qualifiable objectives and develop long term strategies on how to get there.

Farmers must be willing to take greater risks. They already take more risks than most other businessmen, but they must be willing to go further, and take risks on a short range basis in order to minimize the long range risk. That risk is further investment in human and physical resources to get control of their supplies and to better control their commodities in the market place by developing branded, marketed products close to the consumer.

Each can go their own route or they can choose to do it collectively. Collectively, they can spread their risk. Collectively, they could have the finances to compete with the major suppliers and the major marketers of food. Collectively, they could have a greater opportunity to get the resources that they need.

Farmers have the vehicle - their cooperative - to collectively integrate today! With a co-op they have four major strengths to do things collectively:

- The Capper-Volstead Act gives farmers the opportunity to do things legally, that very few individuals or public or privately held companies have the opportunity to do.

- The ability to earn money and postpone paying taxes, which means they can invest in growth opportunities to expand the organization.

- A major piece of the total integration system which is the production piece.

- Co-ops are one of the few organizations where the farmers, who are the users, have total control.

Most farmers are familiar with co-ops, but most farmers are not committed to co-ops. Young and old, too many farmers today are short-term opportunists, rather than long-term strategists when it comes to their supplies and their markets.

### Co-op Membership and Responsibility

Farmers must be committed to the co-op objectives, which means they must be willing to buy from and sell through their cooperative. They can't be short-term opportunists.

Farmers must be willing to make a commitment to the extent of putting up equity for the right kind of projects. One of the greatest reasons, besides poor management, that co-ops have failed is because they have been underfinanced. Farmers must be willing, when they see the right kind of projects, to put their money on the line for their business.

There are farmers who compete with their co-ops. Some sell feed, some sell all kinds of things competing with their own business. That is the same thing as competing with their own investment.

If a regional co-op is going to be a long-term, good quality, consistent, and efficient supplier just in fertilizer alone, then over a billion dollars in long-range investment has to be made at the inter-regional level in order to guarantee farmers a supply. If farmers are not willing to plan long range and take risks in investments in order to make the co-op work, they are going to be totally dependent upon public suppliers.

Farmers need to understand co-op programs, be willing to communicate, to tell the truth.



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Now Makes Available

### Benefits

There are benefits to farmers if they do this. By using the strength of the co-op in taking the advantage of the opportunities in the future food business, and by integrating through their cooperatives, farmers can more than triple the gross margins they are presently receiving for the commodities.

Farmers have the greatest opportunity of an industry in this country and the world, because they are in the most essential business on earth - the food business. With the world population growth, with our natural resources, the skills of the efficient farmer producers, with the legal advantages and the financial advantages that farmers have through and with their cooperatives, they are a sleeping giant.

It is time to wake up! It is time for farmers to be willing to rededicate, to make sacrifices and full business commitment to the co-ops, because it's the greatest strength farmers have to increase their return on their present farm invest. Vertical integration is right for the farmer.

It is management's responsibility to bring forth the ideas and strategies to reach the objectives of getting the farmer out of the middle. But first, farmers must rededicate, must recommit themselves to making the co-op work, not just for short range, but long range for the future of farmers.

Farmers' business, farmers' co-op, and farmers' financial sheets are a direct reflection of their own initiative. Will farmers remain as they are, in the middle, or will they integrate individually or integrate collectively? What is the decision?

### Discussion Questions

In your opinion, is total integration right for the farmer?

In your opinion, is the co-op the best vehicle to use in implementing vertical integration?

**Editor's Note:** The information for this month's discussion topic is based on remarks by Newton Allen, executive vice president and chief executive officer of Farm Bureau Services, Inc. and Farmers Petroleum Cooperative, Inc., at the cooperatives' annual meetings Dec. 1, 1981 in Grand Rapids.

RURAL LIVING, FEBRUARY 1982

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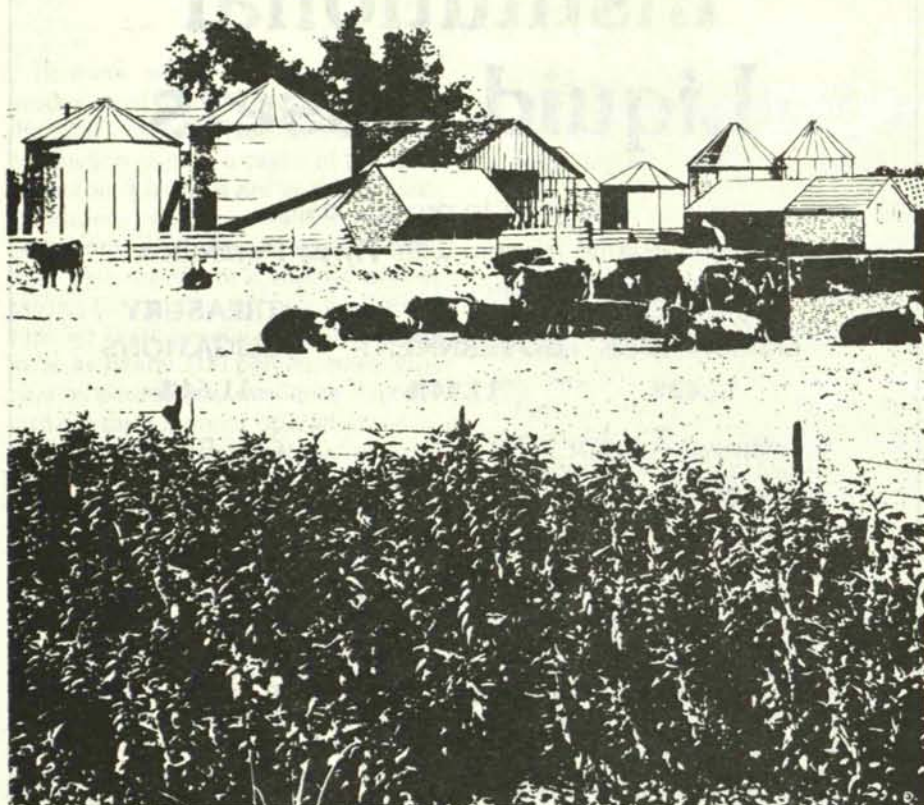
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## Dairy Programs Under Scrutiny



"Based on the current dairy situation, dairymen should not expect any change in the support price for the 1981-82 marketing year," was the message to those attending the dairy conference of the American Farm Bureau Federation in January.

Hollis Hatfield, director of the AFBF dairy department, further stated that dairymen should be prepared to accept a support price of \$13.25 for the 1982-83 marketing year and possibly a \$14.00 support for the 1983-84 year, "but I hope I'm wrong," he added.

In reviewing the recently enacted Farm Bill, Hatfield pointed out that the dairy price support provisions contain three fundamental first time changes: Minimum support level set below 75 percent of parity; support level is directly tied to CCC dairy product purchases; and support price under certain conditions is not related to parity.

"All dairy programs will be under close scrutiny during 1982. Congress

has already instructed the secretary of agriculture to review the present program and to consider programs that minimize dairy surpluses," Hatfield told farmers.

According to Hatfield, the dairy industry is faced with the largest production/sales imbalance on record. Milk production, already at a record level of 132 billion lbs. in 1981, is expected to reach another record (134 billion lbs.) in 1982. While commercial sales of dairy products have increased only 1.1 billion lbs., in the period from 1978 to 1981, milk production during the same period has increased by 10.4 billion lbs.

In addition, Hatfield reported, cow numbers have increased for 23 consecutive months. Replacements are up more than 658,000 since 1978, representing a 17 percent increase.

"Dairymen should be prepared to consider alternatives to the present programs," he stressed. One adjustment would be a reversal of the trend

**Milk Production Per Cow, United States, Selected Years, 1960-1990.**

Year	Milk Per Cow	Change From Previous Period
	lbs.	
1960	7,029	-----
1965	8,205	+ 1,276
1970	9,751	1,446
1975	10,350	599
1980	11,875	1,525
1985	12,875	1,000 (est)
1990	13,875	1,000 (est)

**Estimated Number of Milk Cows to Supply Domestic Market; Selected Years.**

Year	Cow Numbers To Supply Market	Change From 8/81
	(1,000)	
1981	10,186	- 725
1985	9,685	-1,226
1990	9,189	-1,722

to build up herds. It is estimated that by 1990, 9.2 million cows will be adequate to supply the U.S. market - 496,000 fewer than will be required in 1985.

The current dairy plant is over-expanded by about 725,000 cows.

"To get our house in order, the build up in cow numbers must cease," Hatfield told dairy farmers. He continued by saying that the downward trend in cow numbers must be resumed and the present herd reduced by about 1.2 million cows by 1985 to achieve a reasonable balance between the market for milk and the milk supply.

*Agrinomic Update is prepared monthly by the Commodity Activities and Research Department.*



# IRAs Promise Tax Savings, Retirement Income

FB Annuity Company now pays one of the highest interest rates in Michigan for Individual Retirement Accounts, thanks to a decision by the company's board of directors to raise the rate 13 percent.

The 13 percent rate, guaranteed from Jan. 1 to Dec. 31, 1982, applies to accumulated funds already on deposit and to new deposits.

FB Annuity Company's flexible premium annuity offers many advantages that make it especially attractive as an IRA for farmers, who must set up their own retirement plans.

Because it is tax-sheltered, the FB Annuity IRA will save you tax dollars year after year. You can deposit up to \$2,000 a year (or up to \$2,250 a year if you have a non-working spouse) into the IRA and deduct the amount as tax-free income on your income tax return. The interest your funds earn is also tax-deferred.

You pay no taxes at all on your IRA until you begin receiving payments as retirement income, which you could choose to start as early as age 59½ or as late as 70½. By then, most people are in a much lower tax bracket and will pay much lower taxes.

Besides the tax breaks, an FB Annuity IRA guarantees you a generous retirement income for as long as you live. Your local FBIG agent can provide details.

The FB Annuity Company is one of the insurance companies that makes up Farm Bureau Insurance Group.

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of this issue for ordering information.**

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Address \_\_\_\_\_

Phone \_\_\_\_\_

Quantity	Item and Size	Price	Amount
_____	Dark Pitted Sweet Cherries, 22 lbs., no sugar	\$16.12	_____
_____	Black Raspberries, 12 lbs., no sugar	\$15.40	_____
_____	Blueberries, 30 lbs., no sugar	\$24.50	_____
_____	Red Tart Pitted Cherries, 30 lbs., IQF	\$26.40	_____
_____	Whole Strawberries, 30 lbs., IQF	\$27.45	_____
_____	Cling Peach Slices, 10 lbs., IQF	\$9.80	_____
_____	Red Raspberries, 10 lbs., IQF	\$17.50	_____
_____	Peas, 30 lbs. - 12/2½ lb. boxes	\$19.85	_____
_____	Asparagus, 30 lbs. - 12/2½ lb. boxes	\$35.60	_____
_____	Cauliflower, 24 lbs. - 12/2 lb. boxes	\$19.85	_____
_____	Broccoli, 24 lbs. - 12/2 lb. boxes	\$19.85	_____
_____	Sliced Mushrooms, 10 lbs. - 2/5 lb. boxes, IQF	\$15.90	_____
_____	Michigan Red Delicious Apples, C.A., ½ bu. (44 ct.)	\$7.90	_____
_____	Oranges, 4/5 bu. - price to be announced	?	_____
_____	Grapefruit, 4/5 bu. - price to be announced	?	_____
_____	Florida Skinless Peanuts, 20 oz. can	\$2.20	_____
_____	New Mexico Pecans, 10 lb. box (in the shell)	\$15.50	_____
_____	New Mexico Pecans, 5 lbs. (shelled halves)	\$18.50	_____
_____	NEW! Apple Cider Concentrate, 24/12 oz. cans	\$26.90	_____
_____	Hi-D Orange Juice Concentrate, 24/12 oz. cans	\$32.00	_____
_____	Hi-D Grapefruit Concentrate, 24/12 oz. cans	\$25.80	_____
_____	MACMA Vintage Ham, 4/4 lb. hams/case	\$2.50/lb.	(Approx. \$39.95)
_____	Thick Sliced Bacon, 15 lbs. - 10/1½ lb. pkgs.	\$22.50	_____
_____	Hickory Stick, 4 lb. average	\$10.90	_____
_____	Wyoming Buffalo Sausage Stick, 12 oz.	\$3.50	_____
_____	Mississippi Catfish Steaks, 15 lb. box, IQF	\$28.95	_____
_____	Wisconsin Sharp Cheddar Cheese, 4/1 lb. pkgs.	\$10.85	_____
_____	Wisconsin Medium Cheddar Cheese, 4/1 lb. pkgs.	\$10.50	_____
_____	Wisconsin Colby Cheese, 4/1 lb. pkgs.	\$10.15	_____
_____	Wisconsin Monterey Jack Cheese, 4/1 lb. pkgs.	\$10.15	_____
	<b>Total</b>		_____



# Farm Bureau Market Place

## FARM EQUIPMENT

**For Sale: Used Storage Tanks,** 6000 to 20,000 gallon capacity. Vertical or horizontal. Phone 616-798-1805. (10-12-15p-ts)

**Irrigation Equipment** - Complete line - Lockwood center pivots - Rainbow and Alumax travelers, pipe and pumps. We repair pipe and make up pumping units. Plummer Supply, Bradley, Mich. 616-792-2215. (11-12-27p-ts)

**Manure Pumps,** agitators, pipe and travelers for sale to pump manure directly from lagoon or pit to field. We also custom pump. Plummer Supply, Bradley, Mich. 616-792-2215. (11-12-27p-ts)

**New All Wire Cages and Equipment,** also Pedigreed Meat Production New Zealand White Rabbits. Dettmer's Bunny Patch, a full time commercial rabbitry. Carson City, Mich. 517-584-3765. (9-6-25p)

**For Sale: Howard Rotavator,** Model E-50, \$1500. One row ridger and fumigator. \$600. Both excellent condition. 517-375-2529. (11-4-16p)

**Farrowing Stalls** - All steel \$142.96. Includes feeder-waterer, top rail, rump rail. Weighs 204#. Free literature. Starr National, 219 Main, Colchester, IL 62326. 309-776-3446. (2-24p-ts)

**Marshall's Tractor Tune-up Manual** gives basic tune-up specifications on almost 400 popular tractor models 1965-up. A must for farm and dealer mechanics. \$14.50 postpaid. Marshall Publications, Dept. M-1, Box 1190, Minnetonka, Minn. 55343. (1-21-34p-ts)

**Wanted: 22 to 24 ft. grain tight truck rack;** also, #850 Caterpillar loader - good condition. 313-659-6535. (2-14p)

**Wanted to Buy:** International No. 9 or No. 7 silo filler, corn binder, grain binder and manure spreader. John Spezia, Leonard, Mich. 48038. 313-628-4147. (2-24p)

**For Sale: 213 New Idea manure spreader,** excellent condition. Phone 517-777-5568. (2-12p)

**Wanted: 23.1x30 tires and wheels** for duals; also, 18 x 22.5s tires, good condition. 313-659-6535. (2-12p)

**Antique Tractor Books! Make Ideal Gifts! New! New!** Titles: Just released! "FARM TRACTORS 1950-1975," covers tractor design, performance, turbocharging, transmissions, comfort, etc., 415 photos, 176 pages, \$15.95. "THE AGRICULTURAL TRACTOR 1855-1950," 300 photos, specifications, component drawings, and mechanical features, 160 pages, \$13.95. "FARM TRACTORS IN COLOR," 80 years tractor history, 118 true color photos, 183 pages, hardcover, \$11.95. SPECIAL! Complete collector's library, all 3 above books, \$38.95 postpaid. "THE ENCYCLOPEDIA OF AMERICAN FARM TRACTORS," covers tractors from 1890s to 1979, 1500 photos, 352 large pages, full descriptions, hard leatherette cover, \$26.95. "150 YEARS OF INTERNATIONAL HARVESTER," covers tractors and all equipment, 416 large pages, 2000 photos, hard leatherette cover, \$26.95 postpaid. Free circular, many more titles. Diamond Farm Book Publishers, Dept. MFN, Box 537, Alexandria Bay, NY 13607. Phone 613-475-1771. (12-4-132p)

## LIVESTOCK

**CORRIEDALE SHEEP** breeding stock. 313-429-7874. (12-12-5p)

**For Sale: Springing Holstein heifers** due in February, 517-645-2161 before 7:30 a.m. or evening after 7 p.m. (2-15p)

**20 Well Bred Holstein heifers.** Due after March 1. Byron Waddell, 517-543-3415. (2-12p)

**For Sale: Purebred Simmental Bull.** 19 mos. old. Larry Kindel, St. Johns, 517-224-4045. (1-21-12p)

**For Sale: Service Age Yorkshire Boars.** Richard Cook, phone 517-649-8988. (2-31-9p)

**7/8 Simmental Bull.** Polled. 17 mo. old. 313-634-7147. Holly, Mich. (2-10p)

## REAL ESTATE

**All Farms** - need farms for Midwest and international buyers. Top dollar. Details: John Peck, Four Seasons Realty of Lansing, 517-482-4555. (4-13-20p-ts)

**\$1,000,000 Farms Wanted** - Can be stocked or equipped. In Tuscola, Lapeer, Huron, Sanilac counties. Write or call national farm brokers at United Farm Agency, 1764 M-24 Caro, Mich. 48723. Phone 517-673-6888. Free! Farm and business catalogs upon request. (1-31-27p)

**20 acre farm, 15 acres muck,** 4 bedroom home, garage, barn, chicken coop, cold storage, packing shed and greenhouse, one mile from Decatur village limits, \$79,900.00, call office for details. Phone 616-423-2622. (2-21-30p)

**Beautiful Lawrence, Michigan, farm, 224 acres** with 70% tillable. Ponds and river frontage. Newer ranch style home with walkout basement and large in-ground swimming pool. Dairy barn, farrowing house, machine sheds. On good blacktop road, close to town and three miles from I-94. By owner. 616-674-8571. (2-31-47p)

**SW Michigan U-Pick Fruit Farm.** Established clientele since 1957. New, executive quality hilltop home. By owner - will carry contract. 616-668-3603. Westview Farm, Route 2, Mat-tawan, Mich. 49071. (2-4-25p)

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## FOR HOMEMAKERS

**Home Accessories Brochure.** Enclose long SASE. Mailmart, Box 36188-LC, Cincinnati, OH 45236. (2-21-15p-ts)

**Nuts! Quart each pecan halves, pecan pieces, walnuts.** Three-quart sampler, \$14.95 postpaid!!! Canecreek Farm, Box 2727-MF, Cookeville, TN 38501. (12-21-20p-ts)

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**Sausagemakers, Great! Recipes.** Frankfurters, Summer, Bologna, Headcheese, Venison, Pepperoni! \$1.00, includes catalog! 45 more recipes available! Ham, bacon, curing, smoking! Meat, fish, pickling! Hamiltons, Box 652-131, New Ulm, Minn. 56073. (2-30p-ts)

**Spices, Herbs, Teas and Coffees.** Wholesale prices to everyone. Free catalog. Siers Spice Co., 3730 Robinson, Snover, Mich. 48472. (2-19p)

**Cook With Honey:** Reduce calories and promote health! Six delicious recipes plus info to convert sugar recipes to honey. Send \$2.00: Roggenbuck, Box 211, Ruth, Mich. 48470. (2-27p)

**Midwest Country Cooking Favorites: "House Specialties"** by Deanna House, a creative recipe collection from 20 years of teaching adults. Helpful hints, clear instructions and microwave adaptations make this a must for the farm wife on the go. \$11.85 covers book, mailing and sales tax to House Specialties, P.O. Box 492, Portage, Mich. 49081. (2-31-53p)

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AGROX D-L Plus has been developed by Chipman to provide corn seed with critical protection from seed corn maggots and wireworms. The proven combination of lindane and DIAZINON® provides excellent insect control at economical cost.

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Best of all, AGROX D-L Plus has been carefully formulated to provide all this protection with no interference to your planting operations. AGROX D-L Plus will not cause bridging, clog plates, slow down air planters or block monitors. AGROX D-L Plus works well with MAX-EMERGE® (Deere and Co.) or International air planters.

University trials have shown the combination of DIAZINON and lindane in AGROX D-L Plus, applied in the planter box, provides significantly better control of seed corn maggot than soil applied granular insecticides at a fraction of the cost.

A convenient 2 ounce pack treats one bushel of corn seed.



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P.O. Box 718  
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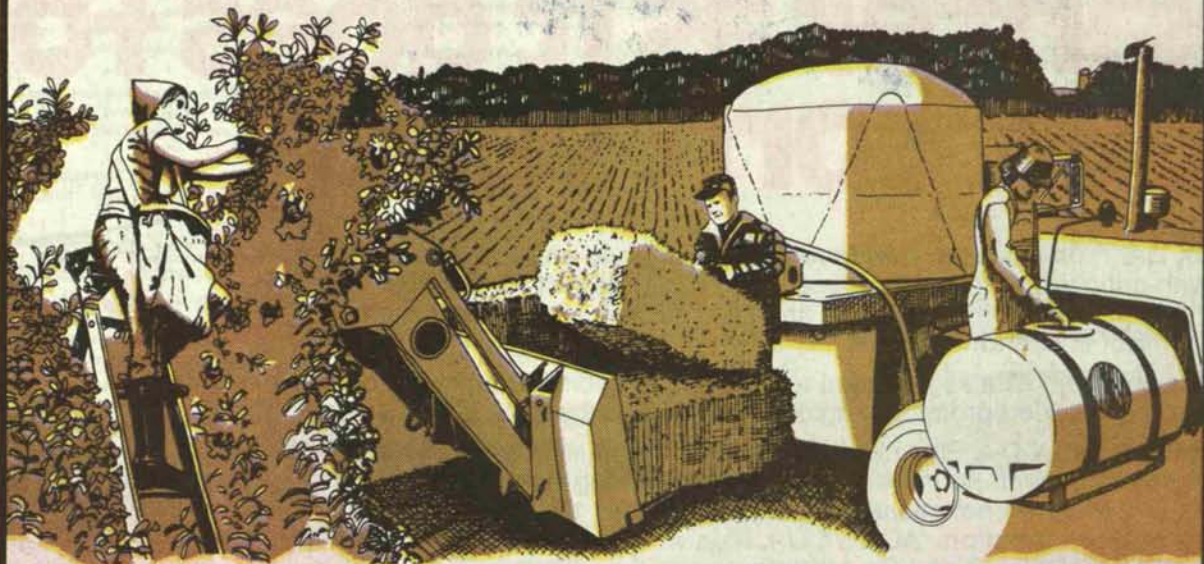
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