

RURAL LIVING



**MFB Goes After Statewide Goal
of 85,553 Member-Families**

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FARM NEWS

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Farm Bureau

Michigan Farm News
RURAL LIVING



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of 85,553 Member-Families

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A steadfast belief in private enterprise is a cornerstone of FB policy, Smith told the delegates.

FB 'Basics' Stand the Test of Time

(Editor's Note: The following are excerpts from President Smith's annual address at the 65th MFB annual meeting, Nov. 28.)

Each of us, every person, has a handicap. It may be real or imaginary, but it's there. What we do with our lives, to a great extent, is limited only by our belief of what we can accomplish and our actions supporting that belief.

I think of what it must have been like for the people who started the Michigan Farm Bureau in 1919. Certainly, they had handicaps. Farmers didn't have the professional image we have today. They didn't have the education. Governmental officials did not think farmers should be organized. The problems were tough. The money was scarce.

Yet these people had a belief, a dream, that farmers could be organized. Further, that if farmers would organize, they could accomplish a great many things. They supported that belief with time, talent and their own money. They persuaded others to participate with them. The principles used in founding this organization have stood the test of time.

Through the years, Farm Bureau has been right and won many issues because members have held basic beliefs and supported them. Many times those beliefs were not popular and seemed out of step with the other segments of society. One of those times was during the oil crisis of the 1970s.

At that time, when OPEC and other suppliers were raising their oil prices dramatically, the

popular call was for government to enter the picture. Many groups demanded price controls and rationing.

FB members did not join that popular trend. Instead, through their organization, they called for greater deregulation of the petroleum industry. They supported their basic belief in the market system. Time has proven Farm Bureau to be right. Oil exploration has increased. Conservation has taken place and the price of petroleum has decreased. If increased taxes are disregarded, gasoline prices today are lower at the pump than they were in 1980.

The steadfast belief in the private enterprise system, fueled by the profit motive, has always been a cornerstone of Farm Bureau. Certainly, I recognize that in our country with our private enterprise system, things do not always go well. We only have to look at the statistics of American agriculture to see that being true.

Farmers face many problems today. Continued high interest rates, excess supplies and modest commodity prices have made this a critical year of poor cash flow for farmers. High interest rates have been most troublesome to approximately one-third of the farmers who hold two-thirds of the debt. While media and politicians tend to make this situation appear worse than it is, the problem is real. It must be addressed.

This year's farm income picture is shaping up somewhat lower than last year. When farm production expenses are subtracted from gross cash income, realized net farm income for 1984 is estimated to be about \$16 billion compared to \$19.7

billion for 1983. Government cash payments to farmers amounted to \$4.5 billion in 1983 and are estimated to be at \$3 billion in 1984.

Most of us associated with agriculture know that the problems we face did not occur overnight. We have been heading into trouble for some time.

We had a period during the early to mid-1970s when export markets were growing. Our dollar was weak. Credit was readily available to both foreign buyers and domestic producers. Inflation psychology ran wild. Buy now and pay later with cheaper dollars. Leveraging was the name of the game and we used inflated land values to finance expansion and even in place of traditional short-term credit. We lost sight of the economic fact that productive capacity or earning power of land and its value must be tied together in the long run.

FB members throughout the 1970s believed that inflation was the biggest problem facing this nation. The difficulties we face now are proof that FB members were right. We are now reaping what was sown. Agricultural exports have declined. The U.S. trade deficit is expected to reach \$130 billion in 1984, the largest deficit ever.

Next, a farm program policy was created that tended to price our products out of the world market. Even worse, our support prices became the guarantee which stimulated production in foreign countries.

The time is now for us as farmers to analyze the facts about agriculture today. We must decide the direction in

(continued on page 24)

Breaking New Ground in Leadership

By Donna Wilber

"Wow! Was I impressed!"

That was the reaction of state FFA President Bart Marshall to his first MFB annual meeting. "Ability and size" were at the top of Bart's enthusiastic review of this experience and the major reasons why he sees Farm Bureau as the logical next step in his agricultural leadership growth process.

I was about Bart's age when I attended my first annual meeting. It was in Michigan State's auditorium; most of the delegates stayed at Kellogg Center and had to stand in line at dorm cafeterias for their meals. I worked on registration that first year and I, too, was impressed — and a bit overwhelmed — by the "size."

A few years later, my annual meeting responsibilities took me backstage where I had the thrill of seeing the behind-the-scenes action. There was even a real live reporter back there taking notes. I'd never met one of those so I was really impressed!

If I could have stepped into a time capsule then and set the dial for the 65th MFB annual meeting, there's no doubt that I would have said "Wow!" with the same kind of awe that Bart did. Pride in my organization would also have been one of my emotions (and still is!)... the continual growth in quality of leadership, the action image that attracts not one lone reporter but dozens, the satellite feeds to radio stations across the state. That peek into the future would surely have blown my young mind.

A big difference I would have noticed between my first and

most recent annual meetings would be the delegate body. *Grand Rapids Press* reporter Kathy Longcore focused on that particular change in her coverage of this year's event.

"Years ago, when Michigan Farm Bureau annual meetings were one-day affairs in an auditorium at Michigan State College, Dwain Dancer and other Junior Farm Bureau members used to entertain themselves up in the balcony by counting the bald heads on the delegate floor," Kathy wrote.

Dwain and his wife, Eunice, Jackson County FB leaders, shared their observations with Kathy about the emergence of knowledgeable, articulate, effective young farmers in leadership roles and their involvement in the policy development process. They noted, too, that those young farmers include women. They remembered, as I do, when women shared the balcony with the juniors while the men handled the task of adopting policies. (The women probably didn't count bald heads; more likely they looked for the

one they came with to make sure it wasn't nodding.)

Believe me, this is no shot at our mature, experienced, seasoned leadership! The organization will always need the wisdom and guidance that only these Farm Bureau veterans can provide. But it sure gives one a feeling of confidence about the future of the organization when you see young farmers "in training" beside such capable teachers.

Farm Bureau's reputation as a training ground for tomorrow's agricultural leadership is growing, as evidenced by Gov. Blanchard's tribute to our Young Farmer program when he addressed the delegates. It would not be at all unusual for some of the young farmers you meet in this issue to be addressing you from the podium at an annual meeting a few years down the road.

You don't have to be young or have a full head of hair to feel good about that!



This impressive scene and the ability of leadership exhibited during the MFB annual meeting policy sessions convinced state FFA President Bart Marshall that Farm Bureau involvement will be part of his future. Gov. Blanchard also recognized the organization as a training ground for future agricultural leaders in a tribute to the Young Farmer program.

WASHINGTON

Ag Trade and Export Policy Commission — AFBF President Robert Delano has been elected vice chairperson of the National Commission on Agricultural Trade and Export Policy. Ken Bader, chief executive officer of the American Soybean Association and chairperson of the U.S. Agricultural Export Development Council, will serve as commission chairperson.

Created by Congress to help reverse a four-year decline in U.S. farm exports, the 35-member commission consists of 20 farm and agribusiness representatives, 12 congressional leaders from key committees and three non-voting members appointed by President Reagan.

After selecting its leadership, the commission decided on rules and membership of certain committees. With the preliminary report due by March 31, it is expected that the commission will meet on a monthly basis. The final report is due in July 1986.

When he was appointed, Delano said that immediate problems to be dealt with were unwarranted protectionism and foreign subsidies that undercut traditional U.S. farm markets. He pledged to seek new ways and eliminate old mistakes in helping farmers increase export income.

'85 Farm Bill — According to USDA Secretary John Block, the administration's farm bill will have five overall characteristics. It should be long-term in design; have market-oriented loan rates; be consistent with

overall agricultural policy; provide an orderly transition period for producers to adjust to market-oriented policies and it should treat all producers equitably, Block said.

Federal Budget Deficit — President Reagan has revealed his proposal for freezes, cuts and eliminations to attain a \$42 billion reduction in the federal budget deficit. His plan reportedly calls for lower target prices, elimination of dairy subsidies, capping farm and support loans at \$200,000 and cutting spending on crop insurance and agricultural research, extension and conservation programs. The cost of living adjustment for food stamps will be frozen under the administration's proposal and the budget for National Oceanic and Atmosphere Administration, which is responsible for weather forecasting services used by many farmers, will be cut 10% the first year.

"I think all farmers would agree that there is room for adjustment in present farm programs," said AFBF President Robert Delano. "There is no need for costly surpluses and storage that present programs have encouraged. We must move to market-related flexible supports that adjust to levels that protect producers from drastic price drops without encouraging excessive production."

GATT Inquiry — U.S. trade negotiators may face some wrist-slapping when the subsidies committee of the General Agreement on Tariffs and Trade listens to European Community complaints. The committee will be reviewing the new U.S. wine equity bill and the provision allowing American growers to complain about dumping imported wine on the U.S. market.

LANSING

As usual the Michigan Legislature ended the two-year session (82nd) with a flurry of activity and much political maneuvering.

The House adjourned early Saturday morning, Dec. 8 after an all-night session. The Senate recessed at midnight Friday, Dec. 7 but returned the following week to consider the last of the House bills. While dozens of bills received final passage, several hundred died at the end of December. Those will, in most cases, be re-introduced next year. Some of the late action includes:

Health Care — Many organizations, including FB, promoted and supported a series of bills to permit the use of Prudent Purchaser Arrangements (PPAs) in Michigan. PPAs are another method of providing health care whereby a group can enter into a contract with a panel of health care providers (doctors, hospitals, etc.) guaranteeing that group members will use the panel's services. This results in providers bidding for the contract.

Those states that permit this additional choice have found that costs can be 12% to 20% less. All the bills passed last year except one (S.B. 714). This was very controversial because of an amendment that would allow insurance company employees to have PACs. The amendment was dropped and the bill passed, allowing the package of bills to go into effect.

Driver's Licenses — Three important bills passed.

H.B. 5729 allows 16 and 17 year olds to obtain class one

endorsements on their driver's licenses. This is limited to agricultural operations and for straight trucks.

H.B. 5805 allows truckers to purchase annual International Registration Plan (IRP) plates by paying the "out of state" portion and one-half of the Michigan portion of the fee upon purchase, with the balance due Sept. 1. This is for those using trucks for interstate purposes.

H.B. 5804 will require the phrase "under 21" to be printed in bold type on the license of any driver less than 21 years old. It is meant to help control underage drinking by making it harder to hide the person's age.

Bee Disease Control — H.B. 5299 prohibits bringing bees into the state on used combs or other used beekeeping equipment.

Co-op Legislation — After more than five years of work, Michigan's co-op laws were changed to include "consumer co-ops." FB was involved in this complex and controversial legislation to prevent any change in the law as it affects ag cooperatives except for several helpful amendments. Several bills were involved, all of which passed earlier in the year. H.B. 5421, which limits the use of the term "cooperative" but at the same time allows a farm co-op to use some other name, finally passed. This is important as an attorney general's opinion would have forced some farm co-ops to go through the very expensive process of changing brand names, company names, etc.

Farm Implements — H.B. 5770 requires implement companies to re-purchase farm tractors and equipment subject to a franchise agreement. Repair

parts are also included. Procedures and other details are provided in the new law.

Ag Products Promotion — S.B. 505 was an important bill amending P.A. 232 to protect farmers' promotion money in the case that a processor goes bankrupt and also put more teeth in the law to require payment by the processor to the promotion committee. The producers of nine different agricultural commodities have, in past years, voted to have promotion and research committees. This bill will have to be re-introduced in the next legislative session as it was held up in the House Appropriations Committee.

Strategic Fund — H.B. 4753 creates the Michigan Strategic Fund designed to increase investment capital and consolidate and streamline existing state programs dealing with economic development. The legislation included important ag provisions.

For example, the Economic Development Fund and the Job Training Act which are now included in the Strategic Fund had provisions for agriculture and commercial projects. This provision would have expired this year. It permits the use of industrial type bonds which are non-taxable. This means that interest costs can be considerably lower. Certification of the project can also help in getting private financing at lower cost.

The fund contains \$30 million to \$40 million and includes \$3 million for export assistance programs as well as a variety of other programs.

Swine Pseudorabies — Also passed was S.B. 821. It reinstates health controls on the sale and movement of swine which expired some months ago. While the disease is carried by swine, it is deadly to other livestock such as cattle, horses, dogs, cats, etc.

Grain Dealers Act — S.B. 868 is an amendment to the grain dealers legislation that passed earlier this year. It is a technical amendment that was left out but is essential to administration of the law.

Workers' Compensation — H.B. 5588 extends the expiration date on the Workers' Compensation reforms of two years ago. These seem to have been effective in lowering Workers' Compensation premiums. This will be a major issue in the 1985 session.

Seat Belts — Several efforts were made to pass S.B. 741 in the House, which failed by as few as four votes. This will also be a major issue in 1985 because the situation has changed. The federal government, on order of the U.S. Supreme Court, was required to establish rules for a definite time to require the use of airbags in cars. These would add \$800 to \$1,000 or more to the cost of a car and would also require the use of a seat belt. This requirement will be dropped if enough states representing two-thirds of the population pass seat belt

(continued on page 25)

A detailed report on MFB's 1985 policies will appear in the February issue of Rural Living, along with a coupon to order policy books.

Providing the best financial tools for farm management.



Dr. Warren Gerber, Farm Credit Services Director of Research and Product Development. At Farm Credit Services we know that today's difficulties and tomorrow's challenges have to be faced squarely. And that takes preparation.

To provide the right background for serving the farmer now and in the years ahead, the Farm Credit system recently completed a nationwide study we call *Project 1995*. In the process we arrived at some surprising conclusions.

For example, according to *Project 1995* we can expect dramatic increases in the production of major cash crops in the next ten years. We can also predict an in-

crease in net farm income that will average 5% annually through those same years.

Project 1995 researchers also concluded that we will see farming become even more capital intensive and more complex. And with that information, they noted that financial management skills on the farm will increase in importance year by year.

We at Farm Credit will continue to provide the financial tools that can help the farmer make the most of his skills. We'll retain our leading position in agricultural finance by offering the most advanced services.

To that end, we're making our credit products more and more flexible, with variable and fixed interest rates, as well as offering the FCS Lease to suit each farmer's specific needs and preferences. And we continue to adapt our Tax Services, AGRIFAX, Estate Planning, and other financial services to enhance their already considerable value for farmers.

And with the know-how and the commitment to farmers that our people share, we're creating a strong basis for tomorrow's agricultural opportunities.

We look forward to helping you and your family for years to come.

The Federal Land Bank, Production Credit Association and Bank for Cooperatives. All are part of Farm Credit Services. Helping you harvest the success you deserve.





Winning Membership Teams Set Sights on 1985 Goal

By Connie Turbin

When the huddles break on Jan. 30, county Farm Bureau membership teams will be running a blitz play they've been training for since the statewide membership goal getter conferences Nov. 19 & 20. Since that time activities at the annual county presidents' and campaign managers' banquet and at county FB planning sessions have been preparing county officers, secretaries and membership campaign teams for the drive toward membership goal early in 1985.

The membership blitz is the strategy developed by the MFB Organization Department to

focus attention on a 10 day period between Jan. 30 and Feb. 8, 1985.

"The blitz is a real 'can-do' effort," says John VanderMolen, coordinator of MFB's membership campaign planning and activities. "We may not reach statewide goal of 85,553 members during the blitz, but there are sure to be several county FBs that will take their campaigns over the goal line during that time. Our primary goal for the blitz is to bring in counties with important membership sign up for gain (last year's membership plus one) and target (an increase in regular members)."

Counties have been organizing their membership campaign teams and strategies around the football theme. Membership workers are identified by football positions and each county "team" is encouraged to select colors, an appropriate nickname and mascot. Teams will

Can you spot the winning players in these pictures? They all are! From Allegan County FB secretary and second year Key Club member Carolyn Bouman to locker room motivator Morley Fraser and winners of the 1983-84 Golden Tractor award, a winning spirit was in evidence at the 1985 MFB campaign kick-off, Nov. 27!



compete with other counties in the "conference" to finish first in gain, target and goal.

Competition will be toughest during the 10 day membership blitz when teams will be making an all out effort to sign new members. Performance during the blitz will determine those counties eligible to compete for the conference title. The team within the conference that achieves the highest percentage of gain and target will win the conference championship. An overtime rule will go into effect if teams in the conference fail to reach target or gain during the blitz. In that case, the first team to reach either of these membership marks will be named conference champs.

Team spirit won't be confined to the squads on the "playing field." Staff members and employees at FB Center in Lansing will be cheering on teams and may even be called on to run special plays, VanderMolen says.

"The football theme injects a sense of competition and fun for the volunteer membership workers and the campaign leaders. Like winning football teams, successful membership drives are organized, well planned and involve ambitious dedicated players," he points out.

"We've already had a lot of fun with the theme, developing promotion plans and graphics for the campaign. Everyone from volunteers to employees is really getting into the spirit. But there's a serious side, too. We want to encourage a winning attitude throughout the organization."

Reinforcement for that winning attitude came from Morley Fraser, former winning head coach at Albion College, who spoke at the county presidents' and campaign managers' banquet during the state annual meeting. Fraser has been a frequent locker room guest and speaker for many NFL teams and for the 1984 World Series champion Detroit Tigers.

"Morley really pumped up those leaders and their desire to win... in the membership campaign and in their own lives," VanderMolen says.

At the banquet, recognition for 1983-84 membership achievement headed the line up. Recognition was given to counties that had achieved status as members of the Fabulous Fifteen, winners of the Golden Tractor award and to membership workers who had been inducted into the Director's Key Club because of their performance during the membership campaign.

It was to this group of winning FB leaders that Fraser directed his challenge to win from within. He shared insights on winning from his own life, those of professional athletes, and from the everyday lives of men, women and children who got their winning attitudes by living and working to the best of their ability on whatever field they're playing. "If you walk into your campaign with positives, not negatives, you will win," he said.

Positive incentives will play an important role in the 1985 membership campaign for county FB secretaries. Throughout the state county secretaries are looking for a win in a membership incentive program called "Blitz to Get Rich."

"We wanted to provide some special incentive for county secretaries during this campaign year," VanderMolen says. "The paperwork they handle, the personal contacts they make and the support they provide for the entire campaign is absolutely essential to its success. Quite often that contribution goes unnoticed. With this new incentive program, we're planning to reward those efforts. This year county secretaries will be able to earn bogus bucks which they can spend in an auction to be held during

the county secretaries' conference this coming July."

MFB staff will also participate in some campaign promotions not previously announced. During the 10 day membership blitz, staff members will answer their phones with a spirited membership slogan. Posters, graphics and statistics will be positioned in FB Center during the blitz, and giant banners at the building's east and west entrances will proclaim that the blitz is on.



"We've already had a lot of fun with the football theme," says John VanderMolen, MFB membership campaign coordinator.

"Right now county teams are working to bring in renewals from last year's members before their eligibility for many Farm Bureau programs runs out," VanderMolen says. "But everything is ready and in place for this exciting blitz campaign to sign new Farm Bureau members. I'm absolutely confident that by concentrating our volunteer talent and our campaign resources in this blitz, we will bring our organization to membership goal well ahead of any previous year in Farm Bureau!"

Stretch and Grow Success

MFB's Outstanding Young Farm Woman Set and Achieved Goals for Personal Growth

By Connie Turbin

Forthright and direct about her strengths and failings, Pat Sill optimizes the "what you see is what you get" farm woman. Apparently the judges in the 1984 Outstanding Young Farm Woman contest liked what they saw and heard in the contest finals and awarded the honor to this unpretentious 30-year-old wife, mother and farm partner.

What you get when you meet Pat is the bright, confident smile of a woman who knows that she can accomplish whatever she sets out to do. But, admits Pat, she hasn't always exhibited the kind of confidence that attracts others and spurs them on to achieve their own goals.

"As a teenager, I was terribly shy. I used to just go out to the barn a lot. I had a horse, so I went riding all the time. I'd help my dad, and I never really socialized much," she says.

But after working for two years to save enough money for college at Michigan State University, Pat resolved to make the experience worth every penny of her hard-earned money.

"I took communications classes, cattle judging classes, where you have to give oral reasons. . . I took everything that I hated." Well, almost everything. For Pat, the chance to be around horses and animals is downright therapeutic, so while at MSU she was a member of the rodeo club.

There she met her husband-to-be, Bill Sill from Genesee County. By the time she got out of college, got married and moved with him to the Sill Family Farms, getting involved in Farm Bureau and community activities was no longer something to "get worked up" about. A long list of volunteer involvement from FB committees and the Young Farmer program to the vice-presidency of the Michigan Cattlewomen and coordinator of her parish religious education program attest to the success of her personal "stretch and grow" program.

Nevertheless, Pat says, she was surprised to be named as one of the finalists for Outstanding Young Farm Woman. "Actually, I sent in my application because no one else in the county had entered. I just thought our Young Farmer program ought to be represented in some way. I didn't even tell Bill about it, so when Mike Kovacic (Young Farmer Department manager) called to say I was a finalist, Bill said, 'Impossible, she didn't even send in the form.'"



Outstanding Young Farm Woman Pat Sill is taking time from full-time farming for another "love," the couple's three-year-old son, William.



Despite a long list of volunteer activities, working on the farm is still what Pat likes best.

The application form for the Outstanding Young Farm Woman award is basically a summary of the farm woman's involvement in the farming operation, viewpoints on key agricultural issues such as financing, marketing and public relations, and the individual's participation as a volunteer and leader in community, agricultural and FB organization activities.

With her eight years of involvement in the Genesee County Farm Bureau as a board member, Young Farmer co-chairperson, Genesee Mall display chairperson, and as a member of commodity, local affairs, membership, community action group and policy development committees, Pat demonstrated the outstanding leadership skills the judges were looking for.

Community involvement is fine, but Pat's real love is farming. She communicates that very clearly whether it's in writing or in person. From the time she was doing after school and summer chores on her parents' family farm in Marquette County, to working side by side with her husband and father-in-law on their Genesee County farm, she has spent her life doing what she likes best. Right now, though, she's decided on part-time involvement in the operation to give attention to another "love," the couple's three-year-old son, William.

"For now, the little barn is my responsibility. We have thirty

"It was hard for me when I had William because Bill and I had worked and talked together all day, everyday for seven years. Then I had to decide whether I was going to be a mother or be outside, but it was hard to step back from the acceptance in the farm that I had worked so hard for. Before, when we filled silos, I drove semi and in the spring at planting, my husband drove one tractor, my father-in-law drove one and I drove the third."

Thanks to her Young Farmer award and the free one year subscription to the MFB Agri-Com and AgriVisor information and market advisory service,



Pat's farm involvement is likely to take a new turn now that she is an AgriCom subscriber. She's excited about the money making and money saving possibilities. Above, AgriCom project leader Bob Craig explains the program to Pat and Bill.

ewes and a small veal calf operation. Anytime we get cattle in, I help Bill with the shots, but since I've had my son, I haven't been as active on the farm," Pat says. "Before, when Bill walked out the door in the morning, I walked out the door with him and we both came in about eight o'clock.

Pat's farm involvement is likely to take a new turn. She's excited about the money making and money saving possibilities of having up-to-date, daily information for the farm's marketing decisions. "I might even make enough money to renovate the whole house," she jokes, but there is the suspicion that she's just identified another goal to reach for.

The annual Michigan Agriculture Conference legislative reception to welcome legislators back to Lansing for the new year has been scheduled for Jan. 9 at the Civic Center in downtown Lansing. This year's event will feature exhibits sponsored by farm organizations, commodity groups and agribusinesses and an all-Michigan buffet dinner, a change from the traditional "ag bag" dinner. Gov. Blanchard will be part of the program, along with recognition of legislators for support of the ag industry. The reception starts at 5:30 p.m. Tickets are \$15 each, available from the Michigan Ag Conference, Room 11 Ag Hall, MSU, East Lansing, Mich. 48824, phone 517-355-3771.

Former U.S. Secretary of Agriculture Bob Bergland was the featured speaker at the MAFC annual meeting on Dec. 11 at the Lansing Hilton Inn. Bergland is now executive vice president and general manager of the National Rural Electric Cooperative Association.

Over 100 Young Farmer and Women's Committee officers participated in the Executive Club Conference at the Lansing Hilton Inn, Dec. 13-14. Workshops on effective organization building and volunteer involvement were conducted by Dr. Michael Kolivosky, Hillsdale College, and Roger Brown, Power Communications, Saginaw. MFB staff also conducted workshops on carrying out effective county programs.

AFBF President Robert Delano addressed participants of the County Leaders' Conference Dec. 18-19 at the Lansing Hilton Inn. Following Delano's address at the evening banquet, a new Farm Bureau Trivia game was introduced. Another highlight was a discussion by MSU Trustee Dean Pidgeon on leadership opportunities in Farm Bureau.

State policies adopted by voting delegates at the MFB annual meeting included one on water rights which supports enabling legislation that would identify critical water management areas, implement a water use permit program, and clarify that commercial agricultural irrigation for food and fiber production is in the public interest. The delegates also adopted policy calling for legislation to permit persons who pay their own health care costs to deduct them from state and federal income taxes.

MFB's recommendation on national farm policy calls for a market oriented agriculture with supply and demand, rather than government action, determining production and prices. The delegates said that government subsidized farm programs should eventually be phased out. On the national dairy program, they favored the price support program but said that the federal government should be prohibited from purchasing surplus milk products until all market needs are met. They also called for the price support level to be automatically adjusted by the secretary of agriculture according to the amount of net dairy products purchased by the government. These national policies have been forwarded to the AFBF Policy Development Committee for consideration at the national annual meeting in Hawaii, Jan. 7-10.

The Michigan Farm Bureau AgriCom Winter Marketing Seminar will be held Feb. 20-21, 1985 at the Lansing Hilton Inn. Topics include beginning and advanced marketing education, grain and livestock seasonal price patterns, workshops on agricultural options, a special dry bean marketing session and market outlook and strategies for the future.

All AgriCom Option 1 and 2 subscribers and family members are eligible to attend; all educational expenses are covered as part of their subscription. Other FB members are invited to attend, but they will be assessed a \$125 registration fee per person, plus room and meal expenses. If they subscribe within 30 days of the seminar to either AgriCom Option 1 or 2 service, the \$125 fee will be rebated.

For more information or registration forms, contact Michigan Farm Bureau AgriCom, P.O. Box 30960, Lansing, Mich. 48909, phone 517-323-7000, ext. 547.

Proud Grandparents Encourage Rural Reading

Forgive us our grandparents' pride but we thought perhaps this Rural Rascal "reading" an issue of Rural Living magazine might be something you could use.

Derek is the oldest of our three grandchildren. His daddy, Tracy, works at an auto supply store and helps us on the farm on his days off.

Derek doesn't really read, of course, but when he can he'll know what a great publication you have!

Bob & Myra Hand, Afton Cheboygan County



RURAL RASCALS — Making a repeat appearance is Anthony Young, son of PD Committee member Robert Young and his wife, Gayle, of Lapeer County. Anthony is discussing proposed policies with his mom (left) and Sherry Simmons, a voting delegate from Lapeer County.

cent history and the loss of programs and participants is real. But, there is no need to submerge ourselves in discussions of criticisms and blame.

What's needed now is new and aggressive leadership to build new and stronger programs, holding on to the strengths and positive characteristics of current programs while disregarding those that are not effective in bringing results. New technol-

ogy and strategies for education, as appropriate for 1985 and in the future, is what's needed.

I believe that together, with the help of Farm Bureau, we are going to make a difference in the lives of young people in this important Michigan industry.

Carroll "Jake" Wamhoff, Chr. Department of Agricultural & Extension Education, MSU



One-year-old Derek is the son of Cheboygan County FB members Tracy & Vicki Hand of Afton.

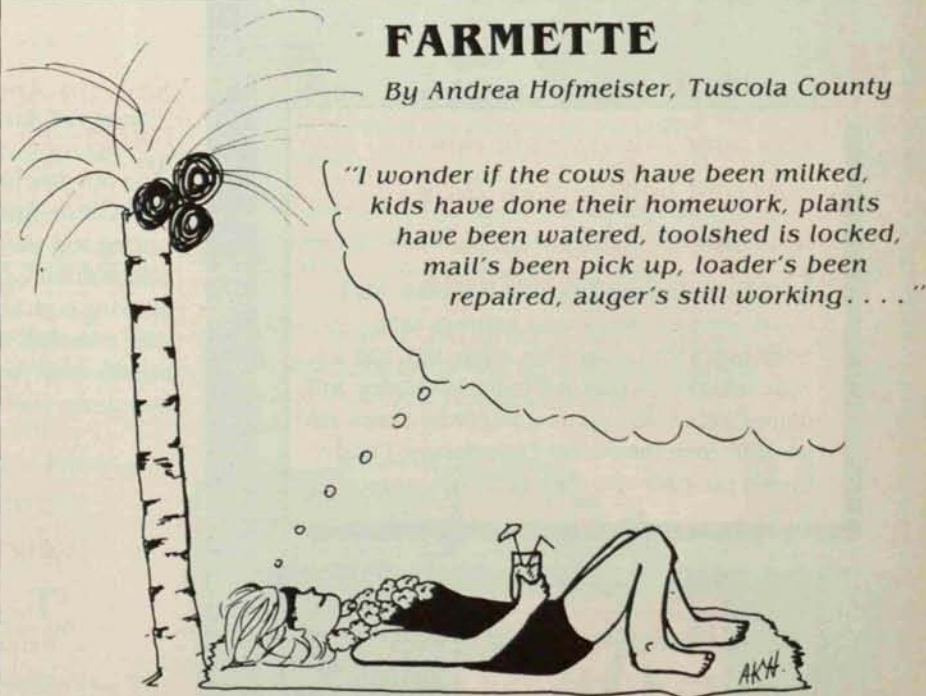
Support of Future Ag

Farm Bureau has definitely demonstrated its willingness and enthusiasm for agricultural education and the Future Farmers of America. Our recent meeting with the board of directors, the opportunity to write the November discussion topic and having a booth at your annual meeting in Grand Rapids is fine evidence of your continuing support.

We have a monumental task to perform as we work at strengthening and expanding quality ag education in Michigan schools. The list of problems and concerns relating to the re-

FARMETTE

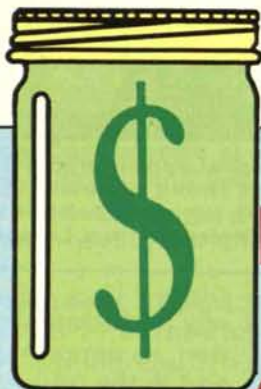
By Andrea Hofmeister, Tuscola County



Become A Michigan
Farm Bureau Member

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FIXIN'S TO
NUTS 'N BOLTS

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Discount savings right down to the nuts and bolts in your farm or home workshop

Use Farm Bureau's Discount Hardware Mail Order Service to stock your home or farm workshop with storage bins, repair kits, and a wide selection of nuts and bolts, sawblades, and more. Product descriptions and order sheets are available from the county Farm Bureau. Freight is even pre-paid on orders of \$50 or more.

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Farm Bureau's Buyer's Service program can save you 20% to 60% on your next purchase of furniture, appliances, carpeting, televisions, stereos, sporting goods and luxury items. The Family Saver Buyer's Service costs only \$20 per year; compare it to programs costing as much as \$795. Shop with the Family Saver "Quik Quote" system and save hundreds of dollars!



Save on American made cars and trucks—1% over dealer cost!!

You can save hundreds of dollars on your next New Car or Truck purchase with the Sav-On-Cars pricing and purchase system. For just \$9, request a personalized Car Option computer printout showing both wholesale and retail costs. Make your own deal with your local dealership, or buy directly from Sav-On-Cars at an average of just 1% over dealer cost!

Get top quality auto, truck and farm tires and batteries at group purchasing discount prices

These automotive products are available to Farm Bureau members and are sold under the "Safemark" brand. Safemark is a low-overhead, no-frills group purchasing program available through 53 Michigan dealers and vendors.

COUNTRY THRIFT AND OLD FASHIONED VALUE

Get Michigan's Farm-Best Foods at Direct-to-member SAVINGS!

Farm Bureau members can purchase high quality Michigan cherries, blueberries, strawberries, peaches, fresh asparagus, hams, and more through four local, county sales each year. In addition, special sale and shipment arrangements bring you fresh Florida citrus, juice concentrates and peanuts, Wisconsin cheeses, and pecans from New Mexico.



Choose Affordable protection and personal service for your family's health care needs

Michigan Farm Bureau members can choose from three Blue Cross/Blue Shield administered group health care plans designed to meet family health insurance needs at an affordable cost. Members are also eligible for group enrollment in one of seven health maintenance organizations (HMO's) throughout the state. Farm Bureau has been providing health insurance for members for over 30 years. Personal, expert assistance on benefits and claims is an important service plus of the Michigan Farm Bureau health care group.

Dollar-saving member-only insurance plans for your vehicles, farm and personal protection

You may already know that **Farm Bureau Insurance Group** is Michigan's largest farm insurer, offering exclusive programs for farmer-members, like Farmowners and Ag Work Comp insurance.

But even if you don't farm, you can take advantage of top quality, money-saving programs like:

- **Mutual Auto Insurance** provides complete coverage for your personal cars and trucks at competitive rates.
- **Special Auto Insurance benefits:** Farm Bureau Mutual auto policies also include a new benefit at no extra cost to you: \$10,000 of coverage per person for fatal injuries while properly wearing a seat belt. Another benefit of our Mutual auto insurance is emergency road service, which is included in comprehensive coverages at no additional charge to members.
- **Member Life Insurance** protects your whole family for just \$25 a year.

- **Accidental Death and Dismemberment** insurance provides no cost coverage for accidental death or injury (in participating counties).
- **Guaranteed Arrest Bond Certificate** guarantees bail for any member arrested for specific traffic violations.

FBIG Universal Life, homeowners, auto, farm, IRA, recreational vehicle and business policies protect people in communities across the state.

With 450 agents and agency managers throughout Michigan, you can always depend on hometown service from Farm Bureau Insurance Group.





Get the Information You Need to Challenge Agriculture in the Eighties With AgriCom

Michigan Farm Bureau's new, innovative communications system combines the latest in communications technology with the speed and accuracy of computers.

AgriCom's Goal:

to increase your net farm income

- **Successful Marketing** — Our goal is to provide you with the information and opportunities to improve the marketing of your commodities.
- **Educational Seminars** — As part of the AgriCom package, educational seminars will help you sharpen your marketing skills, focusing on both fundamental and technical market analysis.
- **Newsletters** — AgriVisor bi-weekly newsletter service provides additional information explaining the advice and the market outlook. This newsletter is for farmer subscribers who are on the Option 1 and Option 2 programs.

Farm Journal's 1984 comparison of the six largest marketing advisory services' track records and a survey of their farmer subscribers yielded AgriVisor the best in the nation!

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Hillsdale County — \$46

Berrien & Livingston Counties — \$47

Gratiot & Shiawassee Counties — \$50

Please bill me for my county Farm Bureau membership dues.

I am already a member.

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RETURN THIS FORM TO: Michigan Farm Bureau, P.O. Box 30960, Lansing, Michigan 48909
Phone 517-323-7000, extension 536 for more information!

Foundations for the Future

By Donna Wilber

"You are tomorrow's agriculture and you will build the foundation upon which your children will farm. That's an awesome responsibility, but it is one you will carry."

That yoke of responsibility was placed upon the shoulders of 100 FFA members who participated in the 1984 MFB/FFA Producers' Forum in Mt. Pleasant, Dec. 4-5, by keynote speaker Robert Driscoll, farm director of the Michigan Farm Radio Network.

This was the sixth annual Producers' Forum sponsored by the MFB Young Farmer Committee. According to outgoing chairperson Mark Smuts, the objective of MFB's sponsorship is to introduce the FFA'ers to Farm Bureau and have an impact on their lives through leadership training. "Getting them involved in Farm Bureau is a logical sequence in their leadership development," Smuts said.

State FFA President Bart Marshall says that objective is achieved. "I first went to a Producers' Forum when I was a sophomore in high school. Among the FFA activities, this is basically the 'backbone conference' because it's directed toward leadership and toward the production farmer," he said. "I got a lot out of it, things I could take back to my farm and say, 'hey, this is what we should be doing.' The forum meets the needs of agriculture in terms of where we are today."

This year's forum addressed those needs through workshops on: basics for a strong partnership, how to manage your credibility, your legal rights and responsibilities, marketing strategies, farm safety starts with you and farming with computers.



FFA students attending the Farm Bureau sponsored Producers' Forum displayed a "guarded optimism" about their futures in the agricultural industry. About half of the 100 participants plan a career in production agriculture, the other half in agribusiness. Mike Beagle (left), of Blissfield and Dan Bouck and Steve Grayari from Lakers, tackled the subject of how to deal with conflicts in a farm partnership.

Photo by Tom Watson, Courtesy of the Morning Sun

The Question of Survival

The major factor that separated this FFA group from their predecessors was an uncertainty about their future in the agricultural industry. The word "survival" has become a focal point of motion pictures, TV documentaries, political rhetoric and economic projections.

During his address, Driscoll conducted an informal survey that indicated that nearly all of the FFA students were aiming toward a career in agriculture — half in production agriculture and half in agribusiness.

But when he asked them what they thought the chances of survival are for young people entering the industry, only about 20% of the group planning a career in production agriculture and 40% of those planning to enter the agribusi-

ness field believed there was a 75% or better chance of survival. Yet, three-quarters of the total group indicated they would be making the investment to go to college to prepare for their chosen vocation.

This "guarded optimism," Driscoll said, was a sign of the times. "These are not the best times we've had in agriculture, but the thing that's going to change that is leadership and how you feel about your industry is going to be critically important. We've got to have confidence in our industry. If YOU don't have confidence in this industry, we're all in trouble."

Leadership Life After FFA

Driscoll also asked the FFA students if they intended to become involved in agriculture "beyond the farm gate."

(continued on page 30)

Farm Bill Discussions Dominate FB Agenda

USDA Deputy Secretary Sees International Trade as Key Farm Bill '85 Issue

GRAND RAPIDS, NOV. 29, 1984 — Analysis of U.S. international trade policies will be at the heart of discussion and development of Farm Bill '85, USDA Deputy Secretary Richard Lyng told MFB annual meeting delegates.

"We've always had the instability of weather and domestic markets, but now we have the added instability of doing business in a world market that is very difficult to predict," Lyng said. Conventional measures to correct oversupply in the U.S. agricultural plant, he said, are not working.

"When we take some land out of production in the United States they put land into production in Canada or Argentina or Europe. There's a question that needs to be asked — whether we should continue to take land out of production under what we call supply management."



Richard Lyng shared his views on Farm Bill '85 with the news media as well as delegates.

Lyng said that the interagency committee on Farm Bill '85 that he heads supports a more market-oriented farm legislation that depends on supply and demand forces to set the price. Such a system, he said, would give a clear signal of demand to producers so that rather than producing for the government, they would be producing for the market.

"But if we are going to ask the U.S. farmer to depend upon the market, we're going to have to see to it that in the international arena, the market is as free as it can possibly be," he said.

Conservation Issues in Farm Bill '85

GRAND RAPIDS, NOV. 28, 1984 — The choices that will be made in drafting Farm Bill '85 will have ramifications extending far beyond the farm gate, according to John Crowell, assistant secretary of agriculture for natural resources and environment.

Crowell, who spoke at the commodity session during the MFB annual meeting, said that farm bills have historically emphasized income support and considered conservation issues only in passing. Making conservation a "meaningful" part of Farm Bill '85 is a unique opportunity, he said, and cited Harris polls which indicated that 75% of the general public felt that the USDA should not provide benefits to farmers who do not properly protect soil and water resources.

"Many farmers are coming to accept the idea. Where once the term provoked intense opposition,

it is now being perceived in many quarters as an issue of fairness and good program management."



John Crowell addressed conservation issues related to Farm Bill '85 at the MFB commodity session.

Crowell discussed conservation measures which will likely be considered, including mandatory cross compliance, a conservation reserve using 10-year contracts with government payments and a voluntary cropland set-aside.

FB's Energy Co-op Faces Challenge of Change

GRAND RAPIDS, NOV. 27, 1984 — If the basic purpose of a cooperative is to enhance the economic position of the farmers who own and use it — why isn't it happening? That's the question President Elton R.

Smith posed to farmers attending the Farmers Petroleum Cooperative, Inc. annual meeting.

"Support your co-op because it is in your own economic self-interest is a theme we've promoted for years," he said, "but it leads to the obvious questions: if that's all there is to it, why don't cooperatives have 100% of the farm business? Why are they not all generating substantial

profits and returning generous patronage dividends to their member-owners?"

Smith said some of the challenges co-ops face include increasing competition from large, well-financed, diversified private businesses; an increasing tendency for co-ops to expand their territories and compete with each other; increasing difficulty in raising new equity to finance co-op growth;

and high interest rates on borrowed money.

"I believe we must expand the definition of member support to include not only the idea of members patronizing or using their cooperative, but for members to become more involved in the decision-making, and particularly in the development of long-range plans and objectives," Smith said.

Farmers 
PETROLEUM

FB Delegates 'Look to Tomorrow'

GRAND RAPIDS, NOV. 30, 1984 — MFB annual meeting delegates met the challenge of MFB Policy Development Committee chairperson Jack Laurie to "look to tomorrow" during their four-day policy-setting session. Delegates took action on 150 proposed policies.

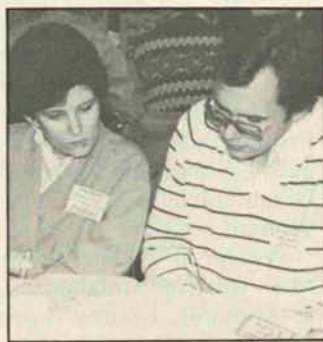
In his charge to delegates, Laurie said: "As we approach the end of the 1984 farming year and the beginning of a new Farm

Bureau policy year, we have the opportunity to reflect on the concerns of the last 12 months in our industry.

"Unusual and sometimes devastating weather conditions, declining commodity prices and continued increases in costs within our industry, hours of discussion on a new farm program, continued breakthroughs in technology, increasing concerns over the

quality of rural life — especially in the health care field, a nationwide economic recovery and recent gains in agricultural exports, all directly affect agriculture.

"With the opportunity for reflection, however, comes the responsibility to look to tomorrow," Laurie said. "Where do we go from here? How do we get the job done?"



MACMA Annual Draws Over 200

GRAND RAPIDS, NOV. 27, 1984 — Complex issues in domestic and international trade were discussed at the annual meeting of the Michigan Agricultural Co-operative Marketing Association. President Elton R. Smith reviewed MACMA's activities in defense of P.A. 344 before the U.S. Supreme Court and the high court's decision which upheld many major provisions of the law.

Smith also discussed the importance of new PACA trust amendments that provide some protection from processor bankruptcies.

The topic of fair trade practices was addressed by keynote speaker Thomas R. Graham, a Washington, D.C., attorney and former deputy general counsel of the U.S. trade representative's office.

"American farmers can match fair competition in our own market and around the world, but we need to make sure the competition is fair," Graham said. "It is not 'protectionist' to attack unfairly subsidized or dumped foreign competition, and we should not be defensive about doing so.

"We can use the trade laws, and influence trade policy, to ensure that competition is fair not only in our own market, but also in our export markets around the world. The administration has begun to confront the problem of European agricultural export subsidies. We need to make sure that trend continues," he said.

'Pyramid of Achievement' Built on Success

GRAND RAPIDS, NOV. 28, 1984 — Gold stars were glittering during the county FB awards program when the 13 counties earning two or more gold stars for program achievement built a "pyramid of achievement" recognizing their accomplishments.

But the pyramid, which was displayed on the delegate floor for the rest of the meeting, had no pin-

nacle because of an unprecedented three-way tie for "Top County Farm Bu-



reau of the Year." Earning six gold stars each were Cheboygan, Ogemaw and Sanilac counties.

Five lucky counties won free trips to Hawaii in a drawing based on the number of gold stars (by membership category). Winners were Copper Country, Presque Isle, Cheboygan, Gratiot and Ottawa.

AGRIPAC'ers Welcome 'Abe Lincoln'

GRAND RAPIDS, NOV. 29, 1984 — Knowing that members would be tired of campaign rhetoric following the 1984 elections, organizers of the 6th Annual AgriPac Breakfast put

together an AgriPac fundraiser to celebrate the success of the "Friends of Agriculture" in 1984.

Keynote speaker was "Abraham Lincoln," 16th

president of the United States. He shared his views on today's world. "Lincoln" was portrayed by Bruce Hanks, a distant relative of the late president.

Young Farmer Day Spotlights Achievements

GRAND RAPIDS, NOV. 28, 1984 — Over 40 young farmers participated in the final stage of competition in the three contests sponsored by the MFB Young Farmer Committee.



Selected as MFB's Distinguished Young Farmer was Neal Sanford of Jackson County. In addition to the title, Sanford won the use of an Allis-Chalmers tractor for one year and a trip to Hawaii to represent Michigan in national com-

petition at the AFBF annual meeting in January.

Sanford and his wife, Janis, have a 580-acre dairy farm where they raise corn, hay, oats, soybeans and speltz and milk about 100 of their 250 cows.



Patricia Sill of Genesee County was named Outstanding Young Farm Woman. With her title, Sill received a free year's subscription to AgriCom, MFB's computerized marketing information service,

and a computer terminal. She also won a trip to Washington, D.C., where she will serve as a legislative leader during MFB's annual Washington Legislative Seminar in the spring.

Sill and her husband, Bill, are part of a family partnership which operates 970 acres and annually feeds and markets 1,400 steers.

Arden and Geraldine Eadie of Muskegon County recorded a "first" in the contests. The Eadies, partners in a 600-acre cash crop and dairy operation, were individually recognized as first alternates in the Distinguished Young Farmer and Outstanding Young Farm Woman contests.

Winner of the Discussion Meet was Joel Holzhausen, a Midland County cash crop farmer. Joel talked his



way to victory in the finals competition on the topic: "What strategy should farmers use to seek consumer confidence in the products they produce and to defend them in the market place?"

First alternate in the meet was Gene Graham of Ingham County. Other finalists were Larry Priest of Berrien County and Dale Kettler of Saginaw County.

Governor Pledges Support for Agriculture

GRAND RAPIDS, NOV. 29, 1984 — Gov. James Blanchard delivered a "progress report" emphasizing the role of agriculture in the state's economic recovery and development for the future to MFB annual meeting delegates. He highlighted the state's support and involvement in the food processing industry, expansion of direct trade opportunities for Michigan agricultural products and expansion of the forestry industry.

He said food processing is one of three targeted growth industries identified in his administration's plan for economic development. Assistance to that industry has ranged from establishment of a food industry institute at

MSU to low interest loans and special assistance to the industry totaling \$12 million.

Blanchard said there is a growing awareness on the part of governors of the importance of the upcoming farm bill and how critical it will be to American agriculture.

"I pledge to you to put the full power of our office behind a cooperative effort to shape a better agricultural future in Michigan and greater influence in Washington," he said.

In concluding his remarks, Gov. Blanchard paid tribute to the state's young farmers. "I don't think there is any more important element to Michigan's future and America's future than our youth. It is



Gov. James Blanchard congratulates Young Farmer leaders David Lott (center) and Mark Smuts on program successes.

critical to all of us that through education, through opportunity and through your organization to do everything we can to build a future together."

MFB's young farmer program, the governor said, is encouraging and training tomorrow's agricultural

leaders by providing a variety of leadership development opportunities. He presented a written tribute to young farmers to David Lott and Mark Smuts, newly-elected and former chairpersons of the MFB Young Farmer Committee.

Dr. Nelson Receives DSA Award



Dr. & Mrs. Ron Nelson accept MFB's Distinguished Service to Agriculture award from President Elton R. Smith.

GRAND RAPIDS, NOV. 29, 1984 — Dr. Ronald Nelson, recently-retired professor and chairperson of MSU's Department of Animal Sciences, was presented with MFB's Distinguished Service to Agriculture award at the annual banquet before a crowd of

nearly 1,000 farmers and industry leaders.

In presenting the award, President Elton R. Smith cited Nelson for "not only improving the animal resources needed for teaching and research at a great land grant university, but also by attracting and

developing the department's outstanding, dedicated staff.

"His skill of working with people and his willingness to delegate authority has helped make the Animal Science faculty one of the most outstanding in the country," Smith said. "Dr. Nelson also did his part to improve the physical structure of the department, gaining support for the beef cattle research center, new facilities for dairy and the modernization of the poultry science building.

"But it is his impact on people — his colleagues, his faculty and his students — for which Dr. Nelson will be most remembered." Nelson has been at MSU since joining the Department of Animal Husbandry in 1949. He retired in July of this year.

Wittwer Projects 'A New Agriculture'

GRAND RAPIDS, NOV. 27, 1984 — Dr. Sylvan Wittwer shared his projections of "the new agriculture" in the 21st century with MFB annual meeting delegates, concluding that the creativity of people will be the greatest factor in feeding the world in the year 2000 and beyond. Wittwer is director emeritus of MSU's Agricultural Experiment Station and last year won AFBF's Distinguished Service to Agriculture award.

He told the farmers that there would be no dramatic changes in the food habits of people in the 21st century and no worldwide shortage of food.

"The future will see —

because of resource constraints, costs and availability — an inevitable shift from our now highly mechanized, labor saving, single crop or livestock production systems, to more science and biological opportunities, and a more diversified resource conserving set of agricultural production technologies."

Wittwer said that computers will have enormous impact at the farm level for management decisions, including communications, programming of operations, new sensors and instrumentation.

"Genetic engineering with associated developments in tissue culture will be reflected in the timely

development of new protective vaccines and hybridomas for the diagnosis and control of pests and diseases relating to both crop and livestock production," Wittwer said. "Genetic improvements and fertility in livestock will be revolutionized by hormonal treatments, non-surgical embryo transfers, cloning of embryos, multiple births and surrogate parenting."

A variety of new crop production technologies, resulting in a collective system of inputs, will have a significant impact on increasing food productivity by the year 2030, he said.

Elton R. Smith Re-elected MFB President

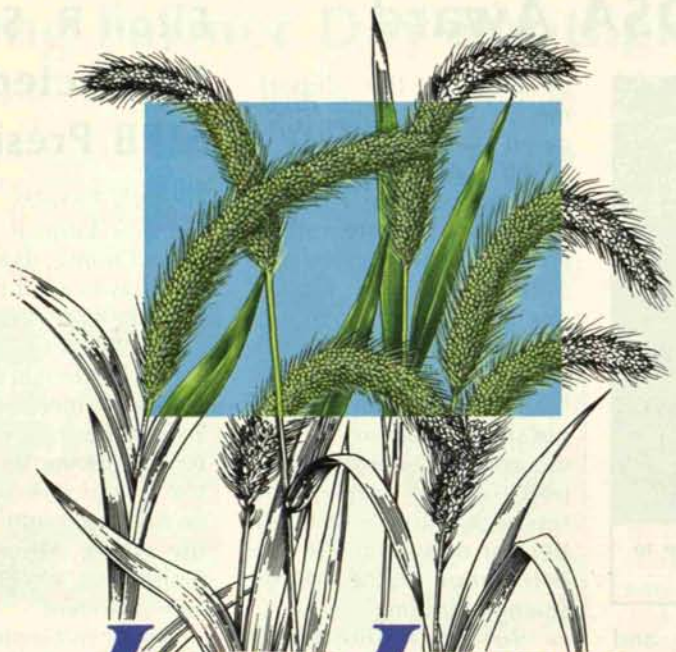
GRAND RAPIDS, NOV. 30, 1984 — Elton R. Smith, a Kent County dairy farmer who has headed the state's largest farm organization since 1964, was re-elected MFB president at a reorganizational meeting of the 16-member board of directors following the close of the annual meeting. Earlier he had been nominated by the voting delegate body. Smith also serves as AFBF vice president.

Also re-elected were John Laurie, Tuscola County dairy farmer, as vice president, and Donald Nugent, Benzie County fruit grower, as third member of the executive committee.

Directors re-elected to the board were Lowell Eisenmann of Lenawee County, Lyle LeCronier of Bay County, Margaret Kartes of Ogemaw County, David Conklin of Shiawassee County and Wayne Wood of Sanilac County.

Elections were also held during the week for executive committees of the MFB Young Farmer and Women's Committees. MFB Women's officers are Faye Adam, Sanilac County, chairperson; Diane Horning, Washtenaw County, first vice chairperson; and Charleen Thompson, Ionia County, second vice chairperson. Young Farmer officers are David Lott, Ingham County, chairperson; Andy Van Dyk, Ottawa County, first vice chairperson; and Gary Skinner, Gratiot County, third member. Adam and Lott also serve on the MFB board.

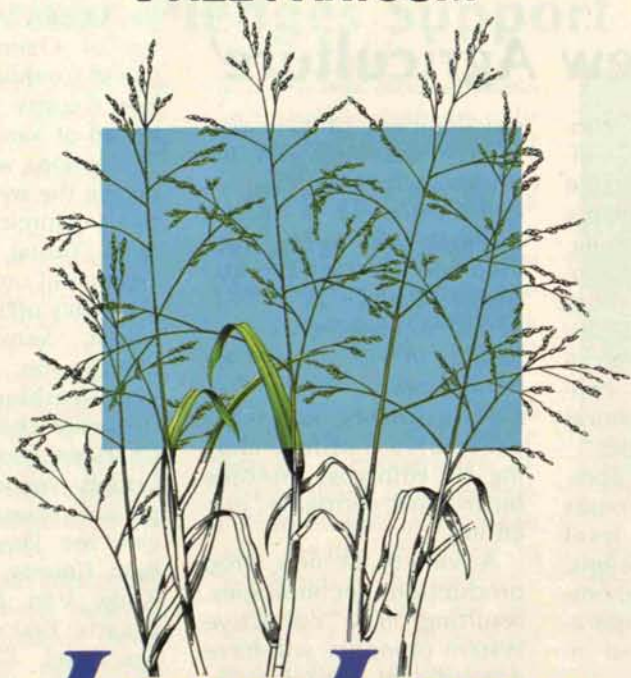
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FALL PANICUM



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Rural Route

(continued from page 4)

which we want our industry to move. If we want agriculture to decline, then we will seek greater government guarantees with high, rigid supports. If we want to be competitive, produce for a market, and have an industry where we as farmers are making our production decisions based on market demands, then we will choose a more flexible, market related support program.

Neither choice is all roses. Each has a cost. The cost of the guaranteed approach is a loss of personal freedom with income being politically determined, and a static or declining agriculture. The cost of a market related support program is the lack of a guarantee, the gamble of the market, uncertainty, and having to deal with wider fluctuations of prices in the market.

Please do not misunderstand what I'm saying. We need a proper farm program. But whatever that farm program is, it is not going to solve every problem facing farmers. It is not going to make every farmer successful. It is not going to assure us farmers that there will be markets for everything we want to produce.

One other belief that has been a part of Farm Bureau for many years is that fiscal sanity must be restored to government. This would be accomplished by reducing federal spending, balancing the budget and decreasing our national debt. We have not been very successful in getting these actions adopted by our lawmakers. Our national debt now stands at nearly \$1.6 trillion. It grew last year by \$175 billion. This was the second largest annual deficit on record.

We have just come through a long, long political campaign. To my knowledge, every candidate this year favored a reduction in our federal deficit. Demand that your elected officials keep their pledge to reduce that deficit. You may get a lot of

double talk when you contact your elected representatives. Don't settle for that kind of behavior. Demand accountability. Tell them, "We will judge you by your actions."

I am proud that FB members have recognized the need to reduce government spending. Our organization has been a leading force to bring pressure on officials to act for fiscal responsibility. This action is not only for the benefit of farmers, but is for the benefit of all Americans.

Finally, I believe that one ingredient we have that is crucial in our actions to support our beliefs is the freedom to think and the freedom to act. We have, in our Farm Bureau, the vehicle to multiply the efforts of each individual toward a common purpose of making agriculture better.

I encourage you to give of your time and talent to support your belief. Give of your time and talent not until you hurt, but until you feel good.

Legislative Review

(continued from page 7)

laws. New York and New Jersey have already passed the legislation.

At the MFB annual meeting in late November, voting delegates changed the organization's policy. Last year the policy stated that a seat belt law should be put on the ballot. A Senate-passed bill contained that provision. The 1985 policy passed by the delegates states: "We support the mandatory use of seat belts as an alternative to the mandatory installation of air bags."

Lansing legislative topics are reviewed by Robert E. Smith, senior legislative counsel.

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Life Is Just a PACA Pickles

*Peter Piper picked a peck of
pickle peppers.
If Peter Piper picked a peck of
pickle peppers,
Where are the pickle peppers
Peter Piper picked?
Perhaps Peter Piper proffered the
produce for processing
And is patiently pondering why
payment is postponed.*

Slow-pay, no-pay problems in the fruit and vegetable industry are no joking matter to producers and, unlike Peter Piper, their patience has run out.

Effective Dec. 20, 1984, producers (sellers) of perishable commodities will be able to make claims for payment against a statutory trust provided in amendments to the federal Perishable Agricultural Commodities Act (PACA). On that date regulations went into effect which require commission merchants, dealers and brokers to maintain a floating trust of assets as a source of payment to any unpaid supplier, seller or agent. The amendments also give sellers who have taken proper steps to preserve their trust rights priority creditor status in bankruptcy action.

According to Noel Stuckman, general manager of the Michigan Agricultural Cooperative Marketing Association, slow-pay, no-pay problems have been a financial thorn in the side of producers for a long while, but in the past few years three problems have changed a prickly problem to one that puts many producers at an abnormally high risk in marketing their products. He cites the problems outlined in the Nov. 20, 1984, Federal Register where final PACA regulations were published:

"Climbing overhead costs, including the cost of debt servic-

ing, are reflected by a marked increase in delayed payments for produce. Also, an increase in hidden security agreements which encumber buyers' assets result in the diversion of money owed for produce away from suppliers. Finally, business failures and bankruptcy losses with no possibility of meaningful recovery have shown steady increase. These factors combine to prejudice the seller's ability to obtain prompt payment for produce. It is these problems that the provisions of P.L. 98-273 (PACA trust amendments) are intended to overcome."

"This industry has been seeking similar protections to those of the meat packing industry," Stuckman says. "Now we have the opportunity and the law to effect fair payment practices in the fruit and vegetable industry. These amendments, approved by Congress last summer, are a major step in providing payment assurances and bankruptcy protection to producers." He stresses that the amendments are a self-help tool. "To take advantage of the prompt payment benefits the PACA amendments provide, producers should become thoroughly familiar with the responsibilities of buyers and sellers in the marketing chain to preserve their trust rights. It will also demand accurate recordkeeping and follow up on a shipment by shipment basis."

Stuckman points out that the PACA amendments and rules for implementation do not imply increased costs for consumers, the industries involved, or governmental agencies. The regulations do not change a buyer or receiver's liability to a supplier, seller or agent in underlying sales contracts. They

merely provide assurances that assets will be available to suppliers or their agents in the event of nonpayment by the receiver, he says.

Prompt Payment Standards

The PACA trust regulations establish time frames for payment to the principal supplier in direct transactions, through an agent, broker or in consignment/joint transactions. Transactions between cooperative associations and their members are exempted from the trust provisions.

Under the PACA regulations, the supplier is due payment for commodities within 10 days of receipt by the purchaser. If payment is not made in that time period, the supplier has 30 calendar days to file a notice of intent to preserve trust rights, that is, within 40 days of the date goods were received by the buyer.

For consignment and joint accounts, the regulations provide for accounts to be paid 10 days after the date of final sale of the individual shipment or within 20 days of acceptance at destination. Payment by growers' agents or shippers who distribute individual lots is considered past due if the principal supplier has not been paid within 30 days of receipt of the goods or within five days after payment has been received by the agent, whichever comes first.

Where harvesting, packing or distribution of entire crops or multiple lots is performed by the grower's agent or shipper, the 30 day/five day prompt payment schedule applies and the regulations further state that payment for subsequent shipments are due 10 days from the recorded date of initial

shipment. Final payment, in these cases, is due to the grower within 30 days of the date of the last shipment.

Eligibility for Trust Benefits

It is the intent of the legislation that trust coverage be provided to all transactions unless the principal supplier voluntarily waives rights to the trust protections. Trust rights are not transferrable, cannot be avoided by contractual agreement, nor are they nullified by the buyer's failure to keep accurate records.

However, the supplier must act within the time frames established in the regulations to preserve his rights to trust benefits. A notice of intent to file for trust benefits must be filed by a beneficiary within 30 days after the date payment under the terms of the contract became past due. The obligation for timely filing cannot be set aside or extended. If the notice is not filed within the established 30 day period, the supplier forfeits his trust rights. Any dispute involving contract performance can be resolved without adversely affecting a claim against trust assets.

It is important to note that a commission merchant, dealer, or broker acting as an agent for a seller or supplier must negotiate a contract on behalf of the supplier which qualifies for trust protection, unless the supplier previously waived its right to participate in the trust. The agent also has the duty to file timely notices to preserve the trust benefits on behalf of the supplier.

A supplier may elect to accept other payment arrangements, which exceed the 30 day statutory limit, and waive his trust rights. In such cases, the regulations require that the parties in the negotiations include a written statement of the terms in the agreement before

entering the transaction, and that the terms be disclosed on invoices, accountings and other documents relating to the transaction.

How to File

To claim trust benefits, a notice and copies of the intent to file must be sent to the debtor and filed with the secretary of agriculture at USDA headquarters or a regional office of the PACA branch of the Fruit and Vegetable Division, Agricultural Marketing Service. A sample form for notification of intent to preserve trust benefits

and a listing of the headquarters and regional office for this area appear below.

The regulations state that a notice of intent must include the following information: names and addresses of the trust beneficiary, seller-supplier, commission merchant, agent or agent and debtor; date of the transaction; commodity; contract terms; invoice; price; the date payment was due; and the amount past due and unpaid. In the case of a dishonored payment, the notice to file must include the date notice was received that payment was dishonored.

Perishable Agricultural Commodities Act Notification of Intent to Preserve Trust Benefits Single Transactions

Debtor's Name and Address: _____

Name and Address of Unpaid Seller, Supplier, Agent: _____

Commodity, Date, Price and Type of Transaction: _____

Date of Creditor's Receipt of Notice That Payment Instrument

Has Been Dishonored (if applicable): _____

Date Past Due and Amount Paid: _____

PACA Filing Offices Headquarters and Regional Branch

USDA Agricultural Marketing Service
Fruit and Vegetable Division
PACA Branch
Washington, D.C. 20250
202-737-4118

USDA Agricultural Marketing Service
Fruit and Vegetable Division
PACA Branch
330 Georgetown Square, Suite 103
Wood Dale, Illinois 60191
312-350-0850

The Discussion Topic is used by Community Action Groups for monthly policy discussions.

ACID RAIN

Simply defined, "acid rain" is the deposition of rain, snow, dew, gases and even dry matter with pH levels below 5.6. By way of background, scientists use a scale called a pH scale to measure the acidity or basic nature of solutions. The scale ranges from 0 to 14. A pH of 7 indicates neutral, that is, neither acid nor basic. Distilled water has a pH of 7. Other common substances such as lemon juice have a pH of 2, vinegar has a pH of 3, ammonia has a pH of 12.

A pH of 5.6 is considered normal for precipitation. Rain in the northeast region of the United States has an average pH of 4.0 which is the most acidic in the nation. Michigan's precipitation is only slightly better with an average pH of 4.2 to 4.4. A one point move on the pH scale represents a ten-fold change, which means Michigan's precipitation is more than 10 times as acidic as normal rain.

Most increases in acid rain are believed to be the results of emissions of sulfur and nitrogen oxides from motor vehicles, power plants and heavy industry. When these emissions mix with particles and gases in the atmosphere chemical reactions convert the emissions into sulfuric and nitric acids. These acids are then carried back to

earth in either a wet or dry process. Wet deposition includes rain and snow plus certain special events such as hail, sleet, dew, frost and fog. Dry deposition includes fallout of gases, aerosols and particulate matter.

The adverse effects of acid deposition have been well documented and include the acidification of lakes, die-off of fish and aquatic vegetation, reduced tree growth and crop yields, heavy metal contamination of water, and surface deterioration of buildings, monuments and automobiles. In a few case studies acid deposition was found beneficial as a fertilizer due to the deposited sulfate and nitrate.

Since coal-burning electricity generating plants are major sources of sulfur and nitrogen oxides, much effort toward reducing acid deposition has been directed at these plants. Emphasis in the United States has been on post-combustion technology. Typically, this involves smokestack "scrubbers" which remove 70% to 90% of the sulfur dioxide and copper oxide catalysts and reduce nitrogen oxide emissions by as much as 95%.

Except for special conditions such as related to smelter operations or volcanic emis-

sions, there is little documentation of effects of natural acid precipitation or acid deposition in crop yields in the field and little documentation of injury to the foliage of plants grown under field conditions and exposed to natural acid precipitation or deposition. Most attempts to judge the potential harmful effects of acid precipitation have involved artificial conditions. Various experiments with simulated acid rain have been conducted, many of them under laboratory and greenhouse conditions. Such results must be interpreted with care because environmental conditions and the growth and development of plants are not the same in a laboratory or greenhouse as in the field.

In experiments on the harmful effects of simulated acid rain on plants in greenhouses and growth chambers, the direct effects included damage to the cuticle that protects foliage surfaces, poisoning of plant cells by penetration of the acid into them, decreased photosynthesis, and decreased pollen viability. Indirect effects included accelerated leaching of mineral elements and organic substances from foliage, increased susceptibility to drought and other environmen-

tal stresses and alteration of host-parasite interactions.

Several experiments have been designed to study the effects of simulated acid rain on plants in the field. These experiments found that the sulfur and nitrogen in simulated acid rain increased the yield of field grown soybeans. Researchers observed reduced nodulation on roots of legumes exposed to simulated acid rain of pH 3.2, and they suggested that the acid reduced the food supply for nodule formation by causing the carbohydrates produced by photosynthesis to be directed elsewhere in the plants.

In research in which simulated acid rain was sprayed on plants three times weekly in addition to the natural rainfall in that area, which had an average pH of 4.1, the acidity of the simulated acid rain was adjusted to pH 5.7, 4.0, 3.1 and 2.7 by adding sulfuric acid. There was no significant difference in yields of radishes, alfalfa and kidney beans among pH values, but yields of garden beets were increased at pH 5.7 and decreased at lower pH values. The leaves of garden beets showed injury at pH 4.0, 3.1 and 2.7.

Research has also been conducted in which soybeans were shielded from the natural rainfall but were treated with simulated acid rain of pH 5.6, 4.1, 3.3 and 2.7. The yields trended downward with the pH, and the yield at pH 4.1 was significantly below that at pH 5.6. Injury to the leaves of young plants was noted at pH 2.7 and 3.3. When the plants were not shielded from the natural rainfall, which has an average pH value of 4.0, there was no significant difference in yield among pH values of the simulated rain applied.

Experimental results clearly show that simulated acid rain may be injurious to crop foliage

when the pH value is 3.0 to 3.5 or below. Such pH values are below those usually found in even the most acid precipitation. In a review of the scientific literature on the effects of acid precipitation on crops, some researchers have concluded that the effects appear to be very small "and that when responses are observed, they may be positive or negative."

The effects of acid rain on soils are offset largely because good management requires that soil pH values be kept high enough to favor the growth of the crops to be produced. In agricultural practice, control of soil pH is accomplished routinely by the addition of crushed limestone. Because of the practice of liming and the fact that additions of acidity from atmospheric sources are small relative to the additions from management practices and internal sources in soils, it generally is concluded that acid deposition will not have a measurable effect on the pH or cation content of cropped soils that are subjected to normal management practices.

The effects of acid rain on animal agriculture have also been the subject of research. Both sulfur and nitrogen are essential elements for protein formation in animals. Microorganisms in the digestive system of ruminants, such as cattle and sheep, can synthesize amino acids from inorganic compounds of nitrogen and can use inorganic forms of sulfur. Thus ruminants can make direct use of inorganic forms of sulfur and nitrogen that have been deposited on plant material.

Nonruminants, such as swine and poultry, require nitrogen as preformed amino acids and make only limited use of inorganic forms of sulfur. Nonruminants, however, consume mainly grains and seed by-

product feedstuffs, which are less likely than forages to accumulate deposits of inorganic forms of sulfur and nitrogen from atmospheric sources.

Grazing cattle and sheep are the domestic animals most likely to be exposed to acid deposits from atmospheric sources. The amounts of nitrogen deposited on growing forage or in water supplies from atmospheric sources are so small relative to the animals' requirement and tolerance for this element that there appears little possibility of widespread adverse effects in grazing ruminants from atmospheric deposition of nitrogen. No effects have been observed from the direct contact of acid precipitation on the skin of domestic animals.

The amounts of sulfur deposited from atmospheric sources are greater than those for nitrogen, especially when compared with the requirement or tolerance of ruminants for this element. However, there are no reports of ill effects from the present levels of atmospheric deposition in the United States.

In conclusion, while acid rain has not yet been proven to be a serious problem to agriculture the potential does exist. The cumulative effects must not be ignored. If they are ignored, by the time acid rain effects are noticed the processes may have reached a point where they cannot be reversed.

Questions for Discussion

- How serious do you think the acid rain issue is to agriculture?
- Do you have any indications acid rain is affecting your farm operation at the present time? What are those indicators?
- Should sources emitting sulphur and nitrogen oxides which contribute to acid rain be rigidly controlled or should more research be conducted before such action is taken?

Producers' Forum

(continued from page 19)

"Agriculture is what it is today because of leadership," he said. "We're one of the most productive industries that mankind has ever seen and sometimes we take for granted that we always will be. That's not a good thing to do. The reason that we are what we are is because of leadership within the agricultural industry — from the production side of agriculture all the way through the agribusiness sector. That's why you are so important because you represent the future of our industry."

People with solid leadership abilities . . . are going to be critical in the future of agribusiness.

He urged the young people to look for leadership involvement opportunities "right at home" through township government, community groups and county FB committees. Using MFB Pres-

ident Elton R. Smith as a role model for those planning to enter production agriculture, Driscoll reminded them that Smith started his climb to national prominence as an agricultural leader at the grassroots — his neighborhood community group — and progressed through county, state and national involvement opportunities.

Those interested in an agribusiness career also have opportunities to use the leadership skills they've learned in FFA, Driscoll said.

"People with solid leadership abilities who understand agriculture are going to be critical in the future of agribusiness because agribusiness goes where production agriculture goes. If they didn't know that before, they know it now, and agribusiness is hungry for leaders who care about agriculture," he said.

What It's All About

"Developing leadership is what I feel Farm Bureau is all about," FFA President Marshall said. "I look at Farm Bureau involvement as a continuation of FFA's leadership development."

Marshall attended the MFB annual meeting this year and was "flabbergasted by the ability of the members and the size of the gathering." He says he became a strong supporter of Farm Bureau right then and there.

"My dad has been involved in Farm Bureau for a long time, but I never sat down with him and asked, 'What is the Farm Bureau stuff anyway?' so I didn't know what to expect. Wow!"

Marshall, who was raised on a Hillsdale County farm specializing in purebred Suffolk sheep and cash crops, is a freshman at MSU enrolled in pre-veterinary medicine. He hasn't made his career decision yet, but he knows Farm Bureau will be a part of his future. His participation in the Producers' Forum and his attendance at the state annual meeting firmed up that decision.

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REYE SYNDROME

Reye syndrome is a rare but dangerous condition that can develop from *flu* or *chicken pox*. It occurs mainly in children under 16, usually when they appear to be recovering. Watch for these signs:

- Persistent vomiting
- Fatigue
- Confusion and belligerence.

If your child displays any of these symptoms, **consult a doctor immediately.**

Some studies indicate that there may be an association between the use of **aspirin** for flu and chicken pox and the development of Reye syndrome. Further studies are being conducted on this possibility. In the meantime, the **U.S.**

Surgeon General suggests that you check with your doctor before using aspirin or any medication when your child has flu or chicken pox.

—A message from the Food and Drug Administration.

FARM BUREAU MARKET PLACE

FARM EQUIPMENT

Hog Equipment — Del-Air Heat Exchangers, Osborne Feeders, K.G. Johnson Farrowing Crates, Chore-Time Feeding, Mix-Mill Systems, Hamilton Distributing Company, 616-751-5161.
(6-12t-23p-ts)

Grain Dryers — Stormor Ezee-Dry, Farm Fans Automatic, Used Dryers, PTO and Automatic, Hamilton Distributing Company, 616-751-5161. (6-12t-17p-ts)

Complete Line of New and Used Equipment — Also equipment for manure pumping and spreading by gun, tanker, or injection. Plummer Supply, Inc., 1-800-632-7731. (1-12t-23p)

Starr Flush Trays, farrowing stalls, nursery pens. Free literature includes weights, pricing. Some dealerships available. Starr National, 219 Main, Colchester, IL 62326. Phone 309-776-3446. (1-23p-ts)

LIVESTOCK

Duroc Boars and Gilts sound and durable. Delivery available. Jim Pre- vich, 8147 Forrister Road, Adrian, Mich. 49221. 517-265-4112. (6-12t-18p)

Corriedale Sheep breeding stock. Blue ribbon fleeces. Phone 313-429-7874. (3-12t-8p)

Free Catalog — Wholesale prices, reds, cornish cross, barred rocks, sexlinks, white rocks, leghorns, turkeys, ducks. Reich Poultry Farms, R.D.L., Marietta, Pennsylvania 17547. (12-6t-22p-ts)

FOR HOMEMAKERS

Delicious potato casserole made with hash browns. Recipe \$1.00. SASE, Resden's, 1887 Blazer Road, Monroe, Mich. 48161. (9-5t-17p)

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Attorney — Farm Born and Raised. Familiar with dairy, cash crop, beef and most farm programs. Engaged in general practice of law with emphasis on estate planning, bankruptcy, financial problems and associated areas. Desire to work with agricultural related clients. Available statewide. Call or write Thomas Budzynski, 25550 N. River, Mt. Clemens, Mich. 48045, 313-463-5253. (1-2t-52p-ts)

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"Grow your own sweet potatoes" Varieties — Portricans, Algold, Nuggetts, "Bunch," Centennial, Nancyhall, Coperskins; 50 plants — \$7.98; 100 — \$11.98; 500 — \$22.95. Post paid. Fred's Plants, Dresden, Tennessee 38225. Phone 901-364-5419. (1-28b-ts)

Berry Plants — Raspberries, strawberries, blueberries, currants, gooseberries, others. Free catalog. Makielski Berry Nursery, 7130 Platt Road, Dept. RL, Ypsilanti, Mich. 48197. Phone 313-434-3673. (11-12t-22b)

Hybrid poplar starting at 13 cents each. Other trees and shrubs. Cold Stream Farm, 2030T Freesoil Road, Freesoil, Mich. 49411. Phone 616-464-5809. (11-3t-A-20p)

DOGS

For Sale: Purebred Australian Shepherd pups. Good cattle dogs and super with children. Blue-merle and black and white. Zielland Farms, 517-874-4616, Port Austin, Mich. (1-23p)

REAL ESTATE

For Sale: 320 acre farm. Peck, Michigan. Only \$170,000. For information call Century 21 at the Lakes and ask for Theo, 313-698-2111. (1-21p)

CLASSIFIED AD POLICY

- Farm Bureau members pay 25 cents per word for all classified advertisements.
- All other advertisers pay 50 cents per word for one insertion and 45 cents per word for two or more consecutive insertions of the same ad.
- All advertisements are subject to a 15-word minimum charge, including member ads.
- Please indicate if you are a Farm Bureau member.
- **The deadline for ads is the first Monday of the month preceding publication.**
- **All ads must be pre-paid** and may be pre-paid up to one year in advance.
- It is the responsibility of the advertiser to re-insert the ad on a month-by-month or year-by-year basis.
- The publisher has the right to reject any advertising copy submitted.
- No ads will be taken over the phone.

Send ads to:

Rural Living, P.O. Box 30960, Lansing, Mich. 48909

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Address _____

Farm Bureau member Non-member

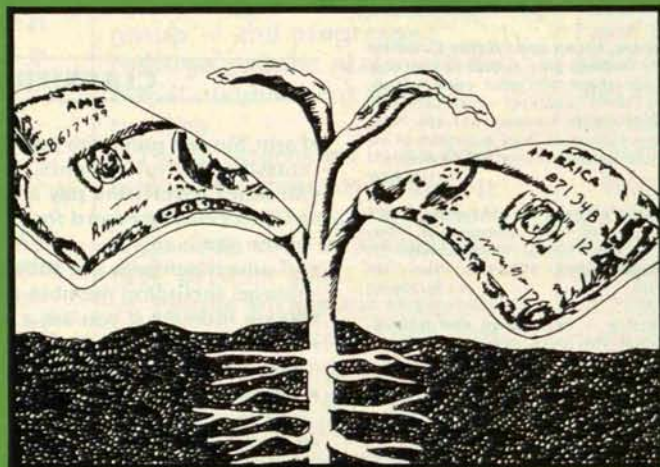
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Words _____ Insertions _____ Total Due _____

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