YEUTTER CALLS ON MICHIGAN AGRICULTURE

"We're in a global marketplace. We've got to learn to function in that environment," says Yeutter.

United States Secretary of Agriculture Clayton Yeutter was in Michigan recently, stopping at the MSU Beef Research facility to meet with staff and reporters before heading to the Cord'Eubank dairy farm and Bil-Mar Farms in Western Michigan on a Republican Party campaign blitz.

International trade seemed to be the theme during his address at MSU, where Yeutter touched on the 1990 Farm Bill, the Uruguay round of GATT trade talks, and a $73 million boost in budget for research efforts.

Farm Bill

Yeutter expressed praise and optimism that agriculture had fared quite well, overall, in developing a farm bill that's equitable for everyone, likening the degree of difficulty to reaching a budget compromise.

"We spent a lot of time on the 1990 farm bill in a very complex situation this year, with budget deficit considerations, environmental concerns, and the international trade negotiations," said Yeutter. "There was a reduction of just over $15.6 billion for agriculture over the next five years."

Yeutter pointed out that a billion dollars in cuts is credited to the Acreage Reduction Program, about $3 billion to changes in programs, making agriculture's real cut more like $9 billion. Yeutter estimated that a one point drop in interest rates would soften the blow to agriculture by over $750 million in savings per year.

Trade Talks

Yeutter doesn't feel the current Uruguay round of trade talks, which are to be completed by Dec. 1, 1990, will produce the results agriculture is looking for.

"Right now, I would say the whole round of trade talks will self-destruct because we're so far apart in views between the European Community and ourselves," said Yeutter. "The biggest subsidizer in the world, by far, is the European Community. They spend more on export subsidies each year alone than we spend on all of our farm programs combined."

According to Yeutter, the EEC is spending over $11 billion annually for export subsidies, outspending U.S. agriculture 20 to 1. Yeutter also gave an example of the seemingly thoughtless export subsidy program by the EEC.

"The European Community just made a sale of some surplus meat products in the Middle East at a negative price," explained Yeutter. "In other words, they used a subsidy that was so large they paid that mid-east country to take the beef off their hands!"

Research Funding Increases

Yeutter was pleased to announce a $73 million increase in allocations for research, although they had originally asked for $11 billion, adding that any kind of an increase this year didn't come easy. The funds will be allocated amongst the nation's land grant institutions.

"We can't expect special advantages and favors to carry us in international markets," said Yeutter. "We have to carry ourselves. To do that, we need to make sure we have the research, technology and management skills to maintain our competitive base, all of which starts with research."

Yeutter reiterated his stance on international markets, and the role that research will play in making U.S. agriculture more competitive, adding that by the turn of the century there will be 6.2 billion people to feed in the world and that only .2 billion will actually be in the domestic markets.

"If agriculture is going to be a growth industry in the United States, it's going to have to come from selling outside the U.S. It's that simple," said Yeutter.

MICHIGAN'S RIGHT TO FARM

Farmers Beware, Over 300 Complaints Filed With MDA

Michigan's Right-to-Farm Act, originally passed into law in 1981, underwent major revisions in 1987 to provide farm operations protection from lawsuits when they are following generally accepted agricultural practices. However, some farmers may be in for a rude awakening because they're not meeting their obligations under Right-to-Farm, according to MFB livestock specialist Kevin Kirk.

"Over 300 complaints have been filed with the MDA in the last 12 months," says Kirk. "Oddly enough, most of those complaints are being filed by other farmers in their community. Eight of those complaints have been turned over to the Michigan Department of Natural Resources, because farmers haven't complied with MDA recommendations developed during inspections.

According to Kirk, of the 300 complaints filed, 40 percent have been hog operations, 32 percent pertain to dairy, and 9 percent respectively to beef, horse, chicken, and turkey operations.

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Areas of concern under the guidelines most often cited include:

- Lack of records on manure application
- Lack of soil tests on a regular basis
- Lack of manure analysis
- Livestock which have free access to streams, lakes and waterways
- Not controlling runoff from livestock facilities.
- Not incorporating liquid manure when possible

"MDA's role in Right-to-Farm is to assist farmers in obtaining protection under the act," says Kirk. "If MDA can't document that a farmer is following those guidelines, then a reciprocal agreement with the DNR requires that the complaint be turned over to the DNR for further investigation."

If the DNR finds the facility is causing pollution, they will initiate regulatory action. Those facilities are also open to nuisance litigation initiated by concerned citizens or local units of government. Recent passage of the "Polluters Pay" legislation makes that threat even greater.

MDA Procedures:

1. An inspector is sent to the farm to investigate the complaint.
2. A farmer is not obligated to allow on-site inspection.
3. MDA inspector reports findings to program manager.
4. Program manager determines if operation...
That’s the bottom line of this whole discussion—now is the time for us to give back to the citizens of this country, in terms of a safe, efficient and plentiful food supply, then county commissioners need to hear, from you the farmer, the importance of their local government. All three levels need to witness a renewed commitment by members of the Cooperative Extension Service (CES) to each of us personally, to the agricultural industry and to the future well-being of our entire country.

By its very nature CES depends upon support from the federal, state and local levels of government. If Michigan farmers accept the responsibility of sharing what the CES has meant to us and importantly, those of us in agriculture need to stand up and tell others how important CES is to each of us personally, to the agricultural industry and to the future well-being of our entire country.

The Cooperative Extension Service (CES) has served Michigan farmers for over 75 years. During that time, CES has demonstrated the ability to take the research of our landgrant university and Agricultural Experiment Station and deliver it in a practical and usable package to farmers across the state. This service has had a more positive impact on our lives than any other public program.

The CES has an urgent need—for you! The need isn’t for financial contribution, or your commitment of time and energy in a volunteer program, although they’re important. More importantly, those of us in agriculture need to stand up and tell others how important CES is to each of us personally, to the agricultural industry and to the future well-being of our entire country.

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FEDERAL BUDGET SUMMARY

Although they were 27 days late, Congress finally passed the new federal budget for the year, taking effect Oct. 1. The bill contains provisions to reduce the deficit by $492 billion over 5 years, through a combination of spending cuts and tax increases.

The vote in the U.S. House was 228 to 200 and the U.S. Senate vote was 54 to 45. Farm Bureau strongly opposed the bill, calling for a spending freeze without any tax increases. Details of the package include:

**Tax Increases**
- Increases the top marginal income tax rate to 31 percent.
- Increases the amount of income subject to the 1.45 percent Medicare payroll tax from the current $51,300 to $125,000.
- Limits the amount of itemized deductions and personal exemptions for upper income taxpayers.
- Increases the federal gas tax by 5 cents per gallon.
- Permanently extends the telephone excise tax.
- Renews and increases the airline ticket tax.
- Doubles the beer tax from the current 16 cents per six-pack to 32 cents.
- Increases the wine tax from the current 3 cents per 750 milliliter bottle to 21 cents.
- Increases the tax on 100-proof distilled spirits from the current $12.50 per gallon to $13.50 per gallon.
- Imposes a 10-percent luxury tax on certain price levels of boats, planes, cars, furs and jewelry.
- Increases the cigarette tax in two phases from the current 24 cents per pack to 24 cents per pack.

**Tax Exemptions**
- Extends to January 1, 1992, the current deduction of 25 percent of health insurance premiums for self-employed persons.

**Agriculture Spending Reductions**
- Establishes user fees to recover the costs of inspecting common carrier passengers arriving in the U.S. for agricultural products and pests by the Animal and Plant Health Inspection Service.
- Establishes a service fee on CCC dairy purchases of 5 cents per cwt. in 1991 and 11 cents per cwt. thereafter to offset costs of the dairy support program. The fee would be refunded annually to producers who did not increase production from the previous year’s level.
- Limits the amount of itemized deductions and personal exemptions for upper income taxpayers.
- Increases the federal gas tax by 5 cents per gallon.
- Permanently extends the telephone excise tax.
- Renews and increases the airline ticket tax.
- Doubles the beer tax from the current 16 cents per six-pack to 32 cents.
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- Increases the cigarette tax in two phases from the current 16 cents per pack to 24 cents per pack.

**Budget Process Changes Include:**

For fiscal year 1991, which began October 1, 1990, through fiscal year 1993, all discretionary spending will be divided into three categories: defense, international and domestic. Caps would be placed on each of these spending categories. Automatic across-the-board spending cuts at the end of each Congressional session would be used to enforce the caps, however, the cuts would only apply to the offending category of spending (i.e. defense, international and/or domestic).

For fiscal years 1994 and 1995, there would be a single cap over total discretionary spending rather than the three separate caps for defense, international and domestic spending.

Requires that any increase in spending or reductions in revenues must be paid for or offset elsewhere by spending cuts or higher taxes. If this new "pay-as-you-go" technique is not met, automatic spending cuts will be used to make up for the increased deficit.

**MFB’S YOUNG FARMER FINALISTS SELECTED**

MFB’s eight finalists in the Young Farmer’s Outstanding Young Farm Woman and the Distinguished Young Farmer contests have been selected by judges, with the final decision to be made at MFB’s state annual in Grand Rapids, after further interviewing. MFB presents the award annually to selected young farmers based on their farming background, leadership and community involvement. The award is sponsored by Great Lakes Hybrids, Inc.

**Outstanding Young Farm Woman**

Carmen C. Conant  
Central Lake, Atrium County  
**Agricultural Background:**  
Herdsman on a 40-cow dairy operation with a total of 850 acres operated. Conant also works as a field technician with the Amazin’ Acres ASCS office.

Patricia L. Fisher  
St. Louis, Grant County  
**Husband:** Troy Fisher  
**Agricultural Background:**  
Currently employed as a florist with Heritage Flowers in addition to working with her husband on the family’s 1330 acre cash crop, livestock operation.

Barbara J. Hoskins  
Adrian, Lenawee County  
**Husband:** Mark E. Hoskins  
**Agricultural Background:**  
Employed as a herdsman with her husband on a 90 head registered holstein dairy operation, in addition to working with her husband on the family’s 1330 acre cash crop, livestock operation.

Yvonne Jakubik  
Whittmore, Iosco County  
**Husband:** Jeff Jakubik  
**Agricultural Background:**  
Actively involved in the daily management of a 90 cow dairy operation with her husband in a family partnership, assisting with one of the three milking operations on a daily basis. The operation also includes 375 acres of crops.

**Distinguished Young Farmer**

Matthew Dutcher  
Owosso, Shiawassee County  
**Agricultural Background:**  
In a family partnership on a 115 head dairy operation, in addition to raising 533 acres of corn, 165 acres of soybeans, 41 acres of wheat and 180 acres of alfalfa. Graduate of MSU’s Agricultural Technology Dairy Course.

Mark Lauwers  
Almont, St. Clair County  
**Wife:** Christie  
**Agricultural Background:**  
In a family partnership on a 2,398 acre cash crop operation, raising 990 acres of corn, 750 acres of soybean, 340 acres of wheat, 55 acres of navy beans and 110 acres of sugar beets. Past District sales manager for a seed company. Graduate of MSU with an Agricultural Engineering degree.

Phil Tuggle  
Ithaca, Gratiot County  
**Wife:** Lisa  
**Agricultural Background:**  
Owns operator of a registered Angus herd, and employed as herdsman on a 300 cow farm to finish operation, raising 17 acres of corn, 30 acres of hay, 10 acres of dry beans, with 13 acres of improved pasture. Graduate of MSU’s Agricultural Technology Livestock Program.

Louis E. Wirbel  
Midland, Midland County  
**Wife:** Kathleen  
**Agricultural Background:**  
Involved in a cash crop/farm market operation, including 68 acres of corn, 20 acres of sugar beets, 70 acres of dry beans, 42 acres of soybeans, 4 acres of strawberries, 2 acres of mixed vegetables, 6 acres of melons, 16 acres of sweet corn, 1.5 acres of potatoes.
Disappointing Fruit Yields

Most Michigan fruit growers were finding smaller yields than anticipated as they continued harvesting fall fruit crops, according to the Michigan Agricultural Statistics Service. Poor pollinating weather this spring apparently had a bigger effect than many realized. Only the plum crop picked out slightly higher than earlier forecasts. Quality of the apple crop was excellent. Many growers reported surface blemishes on plums. Cool, cloudy, rainy days during harvest slowed sugar development in grapes.

The Michigan apple crop is forecast at 750 million pounds, over a fifth lower than last year's harvest, and 6 percent less than expected on Aug. 1. Nationally the crop is forecast at 9.47 billion pounds, 5 percent below a year ago. The latest National Weather Service 30-day outlook calls for temperatures on the cool side, with a 55% to 60% chance of below normal readings. At Marquette, normal daily highs range from 45 F to 30 F by the end of November; normal lows decreasing from 30 F to 17 F. At Detroit, normal daily highs start out at 56 F falling to 41 F by month's end; normal lows beginning at 37 F, ending the month at 27 F.

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Working for yourself, you can't afford unscheduled time off for a major illness. Regular health care is vital. That's where we can help, with the health care insurance you need, at the down-to-earth membership rates you can afford.

As sure as you're on your own, you're not alone . . .

As a Farm Bureau member, you can choose from three traditional Blue Cross Blue Shield Comprehensive Major Medical plans, starting as low as $60.12 a month.

Each plan offers you Blue Cross Blue Shield comprehensive major medical insurance at low group rates. The main difference is: as the deductible goes up, the premium goes down. But, whichever plan you choose, you'll be able to afford the regular health care you need to stay viable.

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**WHERE**
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**Election 1990 Results**

**Engler's Victory Called A Victory For Agriculture**

"John Engler's successful bid for Governor is a victory for Michigan agriculture!" That was the reaction of Michigan Farm Bureau President Jack Laurie to Engler's estimated 19,134 vote win in the gubernatorial race. The governor-elect had received Farm Bureau's AgriPAC endorsement as a "Friend of Agriculture."

"The Farm Bureau members on our county candidate evaluation committees across the state told AgriPAC in September that their industry would fare better with Engler as governor," Laurie said. "His record of service in the Senate, where he proved he was indeed a friend of agriculture, was a major factor in their endorsement recommendations. They also believed that his farm background provided him with a better understanding and appreciation of what is needed to make Michigan agriculture a viable, growing industry and a major contributor to the state's economy."

Laurie said he was proud that Farm Bureau members followed through on AgriPAC's endorsement by going to the polls and voting for Engler.

"Farm Bureau looks forward to working with the governor-elect. His positions on issues important to us -- issues such as tax reform and education -- closely parallel our farmer-developed policies, so we are confident that this working relationship will be productive for Michigan agriculture," he said.

MFB's AgriPAC endorsements fared quite well in the general election. Unofficially, of the 110 endorsements made, 99 candidates were successful in their bid for an elected position, a 90% success rate.

**California Voters Reject "Big Green"**

California voters rejected "Big Green," an ambitious environmental proposal that would have given the state the strictest pesticide and auto emission standards in the United States.

Environmentalist and state assemblyman Tom Hayden, the major sponsor of the bill, hoped the measure would help eliminate California's pollution woes and make foods free of substances that cause cancer, no matter how small the risk.

But opponents of the bill said the plan was too expensive and would have raised food and energy prices significantly. Critics also said the measure would have cost state taxpayers an additional $10 billion annually.

MFB's director of Commodity Activities and Research, Ken Nye, says defeat of Big Green should help to blunt similar efforts in other parts of the country, but that farmers can't let their guard down.

"In the long run, we want to do some things that are good for the safety of the food supply, but those things are going to protect the environment even more," says Nye. "However, we have to make sure those things are balanced and equitable for both producers and consumers."

Big Green had national and international trade implications because it would have prevented farm products treated with banned pesticides from being exported or transported through the state. Of the $22.7 billion worth of foreign farm products entering the U.S., 73% came through California ports. Another 84% of the $3.3 billion worth of U.S. goods exported from California ports were produced in the state.
CATTLE

An unusual situation, to say the least. Cattle prices -- like their red meat counterpart, pork -- have been remaining unusually strong at a time when everyone expects them to be soft. With wholesale attention turning to turkeys, the market expected to see wholesale beef demand and prices to display some sluggishness. At best, the cutout has been able to lose only about $2 off recent highs. Because these prices have held firm, packers have been able to maintain cash bids just under the $80 mark in most locations.

Nearly everyone has been painting a negative picture for the cattle market based on ideas that supply and demand were becoming, or going to become, imbalanced. The key features behind this reasoning were the increasing placements in the feedlots and deteriorating demand due to recessionary factors.

It may be that the recession variable has been overplayed. As explained in the hog article, meat demand has gotten more inelastic, i.e., not as responsive to price. A recession may eventually impact beef demand, but it may not happen as quickly as some envision. The 1987 crash on Wall Street is an example. Retail sales that holiday season were very good despite fears that an economic collapse was on the horizon.

SOYBEANS

The "triple base" farm bill will allow program participants crop flexibility on 15% of base farmland by Japan was $22 million in 1982, according to USDA analyst Christine Bolling. Overall, Bolling said about $1 billion worth of U.S. farmland, that USDA researchers know about, has been bought with Japanese money, partially through joint ventures that help to about the 1987 increase, according to a recent Labor Department report. Other substantial factors in the rising cost of living were medical care, school tuition and entertainment. Food and housing also rose by smaller amounts.

Activities and Research Division

WHEAT AND FEED GRAINS

United States agricultural policy is in turmoil. The Washington budget fracas has forced cuts in U.S. farm payments and GATT negotiations are uncertain, but still proceeding. The significance is, in order to make us uncompetitive, Europe doesn't have to concede anything, because of the extraordinarily high seasonal price, you should be an active buyer of feed grains. Futures traders have chosen to focus on the idea that an energy-driven recession is at hand, and that it will soften the demand for not only pork, but all meats. That's down from 3 1/2% a decade ago. Red meat alone has dropped to 2% from 3% over the same period. The portion is becoming small enough that meat demand is becoming more inelastic in relation to disposable income and economic performance.

Without the expansion in the pork industry and the relatively small inventories in the freezer, the future still has a certain amount of optimism. In another 30 days, the focus in the market will be calling for more bean acres in 1991, not worrying about too many soybeans in balance.

SOYBEANS

The October crop report was friendly -- the national average yield was shaved by 0.18 bushel/acre -- but the market shrugged it off under harvest pressure. Harvest pressure has peaked. Three of the five largest soy producers, Illinois, Iowa and Minnesota, are all but done with their bean harvest.

The "triple base" farm bill will allow program participants crop flexibility on 15% of base acres. Some of those flex acres will be planted to soybeans. Unless new-corn futures fall substantially, we do not expect major acreage shifts. If demand meets our expectations, the market will be calling for more bean acres in 1991, not worrying about too many soybeans planted on base acres.

A soybean marketing loan at $4.92 ($5.02 less a 2% origination fee) -- will not come into play in the coming months. That means that cash prices will have to go higher yet during the winter to keep the two in balance.

MARKETS

Seasonal Commodity Price Trends

Wheat 1?
Corn
Soybeans BT
Hogs TP
Cattle TP

Index: + Higher Prices, - Lower Prices; TP = Topping; BT = Bottoming; 7 = Unscored

Record Net Income

The USDA says net farm cash income will probably be a record high this year, somewhere between $39 billion and $42 billion. However, higher prices paid for oil and other production inputs as well as other factors darken prospects for 1991, according to USDA's Outlook Report.

E.E.C. Bans U.S. Pork And Beef Imports

Under the guise of health standards, the European Economic Community (E.E.C.) is banning all U.S. meat imports, effective Oct. 31, Nov. 30, Dec. 31, 1991. According to MFB livestock specialist, Kevin Kirk, the ban will mean a trade loss of $10 to $12 million in pork sales, and a loss of $100 million in beef sales when combined with a previous hormone ban.

American Farm Bureau has joined with other members of the Meat Industry Trade Policy Council to request that U.S. Trade Representative, Carla Hills, reactivate a complaint filed in 1987 against the E.E.C.'s Third Country Meat Directive. That directive establishes unfailingly stringent inspection requirements for meat imported from non-E.E.C. countries.

Because the same strict standards do not apply to E.E.C. meat processing facilities, the E.E.C. inspection directive effectively serves as a non-tariff trade barrier, according to Kirk.

South American Soy Acreage Declining

Even if Argentine farmers plant more soybeans next year, the continuing economic crisis in Brazil will cause the total South American output to fall by 9-11%. Analysts say prices are not high enough to encourage Brazilian farmers to grow soybeans, and they have little money to finance planting. The Brazilian government has placed increased emphasis on food stuffs such as corn and wheat at the expense of soybean acreage.

CFTC Reauthorization Falters

Efforts by the Senate to secure passage of a bill to strengthen and reauthorize the Commodity Futures Trading Commission (CFTC) appears to be dead for this year. Controversy over efforts by the Treasury Department to gain control over some futures markets had created tremendous opposition among agricultural groups. The reauthorization package, approved by both the Senate and House agricultural committees, was held hostage in the Senate by Senators supporting transfer of some jurisdiction from CFTC to the Security Exchange Commission.

Without reauthorization, CFTC will operate under its old authority. Many of the changes called for by the reauthorization have already been implemented by the CFTC and the exchanges.

Japanese Farmland Investments Up

Japanese investors bought about $456 million worth of U.S. farmland last year, compared with $289 million spent in 1988. Prior to that, the biggest single-year investment in U.S. farmland by Japan was $22 million in 1982, according to USDA analyst Christine Bolling. Overall, Bolling said about $1 billion worth of U.S. farmland, that USDA researchers know about, has been bought with Japanese money, partially through joint ventures that help to mask the extent of Japanese ownership.

CPI Takes Another Jump

Led by skyrocketing gasoline prices, the consumer price index for September jumped 8%, equal to the August increase, according to a recent Labor Department report. Other substantial factors in the rising cost of living were medical care, school tuition and entertainment. Food and housing also rose by smaller amounts.

The combined effect of the consumer price index increases was to raise the annualized inflation rate to 6.2% over the past 12 months, compared to a 4.7% rate for the 1989 calendar year. Analysts agree that, barring a sudden resolution of the Middle East crisis, the inflation rate for 1990 will almost certainly exceed 6%.

Dairy Market At A Glance

The current price slide on the National Cheese Exchange is hurting the M-W price badly. The down side potential shaved $2.02 off October's M-W price series when it was announced in November, bringing the price near $10.50 per hundredweight for 3.5 milk. Milk production bounced back suddenly in mid-summer at the same time cheesemakers were staring at massive inventories and the collapse of nonfat-dry milk prices last summer. Some stabilizing of cheese prices is likely in the coming weeks.

While the trade language in the budget is aimed at keeping the pressure on the EC and other trading partners to reach a successful conclusion to talks under the Uruguay Round of the GATT that are ending in December, Congress also inserted some loopholes to get around these strict requirements.

For example, the provisions can be dropped if Congress uses a parliamentary maneuver to delay quick passage of any agreement ultimately signed by U.S. trade negotiators. Currently, a so-called "fast-track" arrangement requires Congress to take a vote, without any amendments to the pact, within 60 to 90 legislative days after the agreement is signed.

A primary U.S. export subsidy is the export bonus program, which targets the sale of commodities, such as wheat, to foreign markets where the EC is also attempting to sell its subsidized commodities. USDA will be authorized to spend 475 million dollars on the export bonus program during fiscal 1991.
DISCUSSION TOPIC: "Inheritance Tax"

State planning is difficult enough without having to worry about coming up with the money to pay the state inheritance tax. Your Farm Bureau organization will make inheritance tax reform a major priority in the coming legislative session.

The current system has a major impact on estate planning. Nelson said, "Many people who have liquid assets will set up residence in another state, such as Florida, to escape Michigan's death tax. But a farmer can't really pick up and move his farmland or other business facilities to another state." Nelson said a review of nearly 40,000 taxpayers who left Michigan for other states in 1984-85 found that 86 percent had moved to states that had eliminated their death or inheritance tax. It is estimated that Michigan will have lost nearly $700 million in income generation between 1985 and 1990 because of this net out-migration of taxpayers, he said.

Legislative efforts to reform the state inheritance tax have focused on three bills: S.B. 1, introduced by Sen. Nick Smith, provided for a 50 percent reduction in the inheritance tax to be phased in over three years beginning in 1991; a 37.5 percent level on Jan. 1, 1992, and the full 50 percent beginning Jan. 1, 1993. Michigan Farm Bureau strongly supported the bill, but it was vetoed by Gov. Blanchard. The Senate overrode the Governor's veto, but the House override attempt was unsuccessful.

Following the veto of S.B. 1, Sen. Smith introduced S.B. 1024. This bill would phase in the "pick-up tax." It is very similar to that of other states that have adopted the "pick-up tax".

"The superb new Crown Odyssey will take you to the most breathtaking of the festivities along the Mexican Riviera. You'll thrill to dazzling Acapulco, feel the romance of Puerto Vallarta and fall in love with sleepy Zihuatanejo. Included is a unique call at the festive resorts along the Mexican Riviera. You'll thrill to the festive resorts along the Mexican Riviera. You'll thrill to dazzling Acapulco, feel the romance of Puerto Vallarta and fall in love with sleepy Zihuatanejo. Included is a unique call at the festive resorts along the Mexican Riviera. You'll thrill to the protective resorts along the Mexican Riviera. You'll thrill to dazzling Acapulco, feel the romance of Puerto Vallarta and fall in love with sleepy Zihuatanejo. Included is a unique call at the protective resorts along the Mexican Riviera. You'll thrill to the festive resorts along the protective Riviera. You'll thrill to dazzling Acapulco, feel the romance of Puerto Vallarta and fall in love with sleepy Zihuatanejo. Included is a unique call at the festive resorts along the protective Riviera. You'll thrill to the protective resorts along the festive Riviera. You'll thrill to dazzling Acapulco, feel the romance of Puerto Vallarta and fall in love with sleepy Zihuatanejo. Included is a unique call at the festive resorts along the protective Riviera. You'll thrill to the protective resorts along the festive Riviera. You'll thrill to dazzling Acapulco, feel the romance of Puerto Vallarta and fall in love with sleepy Zihuatanejo. Included is a unique call at the festive resorts along the protective Riviera. You'll thrill to the protective resorts along the festive Riviera. You'll thrill to dazzling Acapulco, feel the romance of Puerto Vallarta and fall in love with sleepy Zihuatanejo. Included is a unique call at the festive resorts along the protective Riviera. You'll thrill to the protective resorts along the festive Riviera. You'll thrill to dazzling Acapulco, feel the romance of Puerto Vallarta and fall in love with sleepy Zihuatanejo. Included is a unique call at the festive resorts along the protective Riviera. You'll thrill to the protective resorts along the festive Riviera. You'll thrill to dazzling Acapulco, feel the romance of Puerto Vallarta and fall in love with sleepy Zihuatanejo. Included is a unique call at the protective resorts along the festive Riviera. You'll thrill to the festive resorts along the protective Riviera.
PROTECT YOURSELF WITH SMOKE DETECTORS AND FIRE EXTINGUISHERS

If a fire breaks out in your home, smoke is one of the first products to form. That's why one of the earliest stages of a fire are the easiest to contain and put out, keeping property damage in a fire to a minimum. A recent review of 699 fires in residences protected by smoke detectors showed a reduction for damage in a fire to a minimum. A recent review of 699 fires in residences protected by smoke detectors showed a reduction for damage in a fire to a minimum.

Batteries or wired?

Both ionization and photoelectric detectors can be wired into home electrical systems, but only the ionization type will operate on batteries. Battery-powered smoke detectors are easily installed usually with a pair of one-inch screws. They're also easy to move.

Units with UL or FM labeling are designed to beep at one-minute intervals when the battery needs replacing—usually once a year. Battery replacement is cheap and easy.

Smoke detectors wired into the home should be on a separate circuit so that a blown fuse or tripped circuit breaker will not make the alarm fail. In most cases, smoke detectors will sound the alarm before a fire causes power to fail, so any alarm wired into an existing circuit or plugged into a wall outlet (but not control-

led by a switch) is reliable unless circuits overflood. Most such units have a small light indicating that they have power.

Installation:

A smoke detector installed on the ceiling just outside all sleeping areas will provide basic protection. You might also install a unit at the head of the basement stairs. Ceiling-mounted units are usually more effective than wall-mounted units because smoke enters the detection chamber more quickly.

Fire Extinguishers: Know the ABCs

What should you do if you discover a fire in your home? First, get everyone out. Second, turn in an alarm for fire-fighting help. Third, attack the fire—but only if you can do so with the extinguishing materials at hand.

You should have a multipurpose ABC fire extinguisher on hand which uses a dry chemical—usually ammonium phosphate—as its extinguishing agent.

The ABC designation means that the extinguisher is suitable for attacking these classes of fire:

A—ordinary combustible materials such as wood, paper, or trash.
B—flammable liquids such as gasoline, oil, grease, and other petroleum products.
C—electrical equipment.

An ABC extinguisher should be adequate for use on a variety of home and farm fires.

Installation:

A smoke detector installed on the ceiling just outside all sleeping areas will provide basic protection. You might also install a unit at the head of the basement stairs. Ceiling-mounted units are usually more effective than wall-mounted units because smoke enters the detection chamber more quickly.

Five reasons why insurance service is so good in Michigan...

Farm Bureau Insurance is proud to honor five agents for their long and distinguished records of service to their communities and the Farm Bureau Family. They have been serving Farm Bureau members and the people of Michigan for 25 and 30 years, offering protection for farm, home, life, auto, business, retirement, and more.

For their dedication, their caring, and their many contributions to the Farm Bureau Family, we extend our deepest appreciation.

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