

# MICHIGAN FARM NEWS

February 15, 1991



## A New Era - MSU's Veterinary Clinical Center

**"These veterinary professionals will emerge ready to serve the people of Michigan and meet the challenges of the twenty-first century."**

Animal owners throughout Michigan and the Midwest will reap the benefits of a newly expanded, \$47 million Veterinary Clinical Center (VCC), which just went through grand opening ceremonies.

### Vet Clinic Fact Sheet

\* The three story, 72,000-square-foot addition enlarges MSU's Vet Clinic Center to 350,000 square-feet.

\* Ground-breaking ceremonies took place June 1988, after a 1986 appropriation of the nearly \$47 million for the project.

- \* Features of the addition include:
  - A lecture hall with 116 desks, each equipped with its own inlaid computer monitor.
  - A large and small animal student surgery area with up to 32 tables.
  - Twenty-eight laboratories, including 10 for investigating animal disease and toxic contamination.
  - Improved animal care facilities such as dog runs and stalls.
  - A gross anatomy-pathology suite with coolers, walk-in freezer and rooms for storage and radiographic anatomy.
  - A library and learning laboratory with 27 interactive videodisc units.
  - Administrative and faculty offices, including a dean's suite and conference rooms.

\* Another 29,000 square feet of existing facility is being remodeled to improve clinical facilities for large and small animals, including new emergency and intensive care units and larger surgery, radiology, pharmacy and clinical pathology areas.

MSU President John A. DiBiaggio, who addressed the capacity crowd during dedication ceremonies, called the completed 72,000 square foot expansion project a magnet that will draw the finest teachers, researchers and students.

"When this university first opened its doors in 1855, vet-med classes were among the first offered," said DiBiaggio. "Not only the state, but the nation, has looked to Michigan State University for leadership in this field of study. I'm convinced that this facility will restore us to our appropriate place as the leader in the field of veterinary medicine in our country."

The VCC, a teaching and research facility, is Michigan's primary referral center for animal care. The expanded facility will also enhance the College of Veterinary Medicine's research capabilities.

The entire renovation and expansion price tag of \$47 million came from a state of Michigan appropriation in 1986, and also allowed for remodeling of approximately 29,000 square feet of the old facility and \$14 million worth of new equipment.



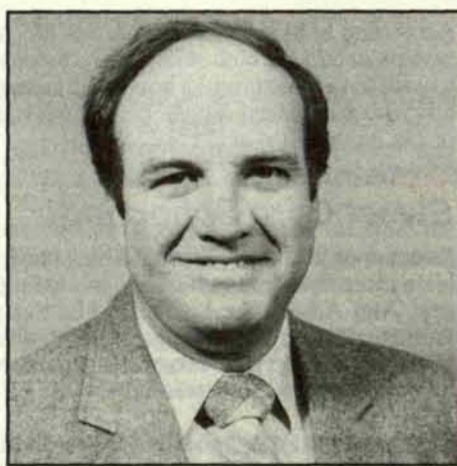
Dr. Emmet Braselton (left), Governor John Engler and President DiBiaggio viewing toxicology testing equipment

Governor John Engler, also in attendance for opening ceremonies, called it appropriate that his first ribbon-cutting ceremony as governor was at an educational facility.

"The specialists here at MSU have been instrumental in providing information on transmittable diseases like rabies, lime dis-

ease, tuberculosis and the lab plays a crucial role in safeguarding Michigan's animal agriculture industries," said Engler. "I look forward to adding to the research capabilities of MSU in the years ahead as we move forward with our production agriculture initiative, an important compliment to agriculture and our new research facilities."

## Dave Conklin Appointed Michigan ASCS Director



Dave Conklin has been appointed director of Michigan's Agriculture Stabilization and Conservation Service, according to U.S. Rep. Dave Camp (R-Midland), Michigan's only member of the House Agriculture Committee.

With his new appointment, which takes effect Feb. 1, 1991, Conklin will administer federal farm programs for the state of Michigan. Conklin, owner-operator of a 600 acre dairy and feedcrops farm in Shiawassee County, has been active in a number of farm organizations. Most recently, he served as an at-large director on the Michigan Farm Bureau Board of Directors

since 1980 and was third member on the Executive Committee, as well as chairman of the MFB AgriPac Committee.

"Dave Conklin is a good friend and will be an outstanding administrator for Michigan farmers," says Camp. "As a farmer, he has a broad knowledge of the agricultural industry and has a unique understanding of the needs of Michigan farm families."

Conklin also served on MFB's Policy Development Committee, and the American Farm Bureau Dairy Advisory Committee and is past president of the Shiawassee County Dairy Herd Improvement Association.

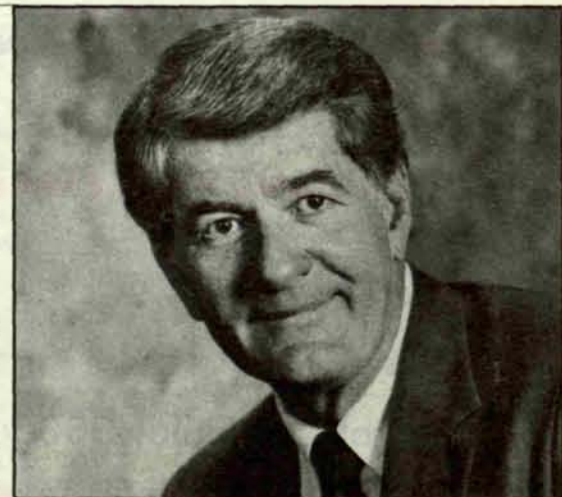
### Madigan New USDA Secretary

Illinois congressman Edward Madigan became President Bush's nominee for the post of Secretary of Agriculture to replace outgoing USDA Secretary Clayton Yeutter.

Madigan, 55, has won high praise from the American and Illinois Farm Bureaus and many of his colleagues in Congress. An 18-year congressman, Madigan served 16 years on the House Agriculture Committee and for the last 8 years was that committee's ranking minority leader.

House Ag Committee Chairman Kika de la Garza praised the selection of Madigan, giving him credit for sponsoring the amendment to the 1990 farm bill which maintained the market-orientation that characterized the 1985 farm bill.

According to a USDA spokesman, Yeutter will remain as Agriculture Secretary until March 1. That is the congressional deadline for the completion of the Uruguay Round of international trade negotiations in which Yeutter has been a key player.



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## In Brief...

### Farm Program Signup Dates Announced

The USDA has announced the signup period for its acreage reduction program is March 4 to April 26, 1991, and bids for the conservation reserve program (CRP) must be submitted between March 4 and March 15.

Agriculture Secretary Clayton Yeutter said farmers should be aware of competition for this program and that different conditions prevail this year than in previous sign-up periods.

New enrollments in the CRP will expand land eligibility requirements beyond highly erodible land to include cropland acres that would otherwise impair water quality and acres that improve wetland protection. The USDA will have 30 days to evaluate and accept bids for additions to the CRP.

### EEC Ready To Say Give?

The European Economic Community's apparent acceptance of some reforms in its trade policies now have GATT negotiations on the "verge of a major breakthrough," according to current U.S. Agriculture Secretary Clayton Yeutter.

EC's trade commissioner said the group has not asked the United States Congress to extend the "fast track" provisions of its trade laws because they hope to conclude an acceptable trade agreement before the March 1, 1991 deadline. Yeutter said there would be no point in a fast track extension unless there's substantial progress soon.

### Gail Imig Named New CES Director

Gail Imig, Cooperative Extension director at the University of Missouri, has been named director of Michigan State University's Cooperative Extension Service, effective July 1.

Calling Imig a "highly qualified individual," MFB President Jack Laurie, praised the appointment, adding that Imig comes to MSU with 25 years experience in Extension. "I've had the opportunity to visit with Dr. Imig and she is very aware of the needs of agriculture and rural Michigan," Laurie said.

Since 1988, she has served as associate vice president for academic affairs—university extension at Missouri—Columbia, where she previously held posts as professor of home economics and associate dean and program director for home economics extension.

Imig was assistant director of Extension at Kansas State University from 1976 to 1979, and prior to that, worked in Michigan as an Extension home economist, as an Extension specialist, as a district supervisor and as program leader with the Michigan Cooperative Extension Service.

Imig, who holds three degrees from MSU -- a bachelor's in home economics, a masters in family studies and a doctorate in family ecology, was praised by Dr. James Anderson, MSU's vice provost and dean for agriculture and natural resources.

"I think she'll do a super job and will work effectively with the agricultural and natural resources industries, as well as with other areas that interface with the Extension Service," said Anderson.

Says Imig, "I'm looking forward to working with the team at MSU in the process of redefining the role of the landgrant university in contemporary society. I think MSU is far ahead of other universities in this effort, and I welcome a chance to be a part of that."

*Imig says she will focus her efforts in five areas:*

- Target programs to meet critical needs and concerns of Michigan's citizens,
- Encourage teamwork among Extension faculty, staff and local advisory committees to create and achieve ambitious goals,
- Explore new relationships for Extension with colleges and other university units,
- Provide support for a major Michigan initiative to help the animal industry,
- Enhance opportunities for collaboration with appropriate state agencies and organizations.



### Japan's Defense Offensive To Some

Japanese farmers are fearful of losing some of their monopolized rice market to foreign competition, so fearful that Zenchu, the large Japanese union of agricultural cooperatives, has launched an advertising attack in the United States to defend their closed markets.

The Japanese co-op's choice of CNN as its vehicle for the advertisement may have been due to the cable network's initial popularity surge for its war coverage. At any rate, American rice producers and farmers in general see the ads as inappropriate and untimely during the final days of the multilateral GATT negotiations which are still in progress and could set a precedent for other commodities.

According to Don Parrish, director of AFBF's Rice and Sugar Department, U.S. rice producers are very concerned about the health of their industry. "They are seeing rice prices continue to go down despite declining production in this country. That apparent contradiction to normal marketing trends is the direct result of protectionist policies in other rice producing countries," he said.

### The Well-Defined Farmer-Employer

Generally, you are considered an employer of farm workers if you employ workers who:

- raise or harvest agricultural or horticultural products on a farm,
- care for your farm and equipment, when most of the care is done on a farm,
- handle, process or package any agricultural or horticultural commodity and you produced over half of the commodity,
- do housework in your private home if it is on a farm that is operated for profit.

Crew leaders are also considered employers of farm workers. A crew leader furnishes and pays workers who do farm work for the farm operator. This can be done on his/her own behalf or on behalf of the farm operator. You are a crew leader if there is no written agreement between you and the farm operator stating that you are his/her employee and if you pay the workers.

Publication 51 (Circular A), Agricultural Employer's Tax Guide, has more details and can be ordered by calling 1-800-TAX-FORM. Source, 1991 IRS Tax Supplement.

### Hospital Expenses Outdistance Medicaid

The American Hospital Association reports that Medicaid payments were \$4.3 billion short of full reimbursement to hospitals for care of indigent persons in 1989. According to a recent *Wall Street Journal* report, that record shortfall caused 9 out of 10 hospitals to lose money in providing service to the poor.

On average, Medicaid payments covered 78 percent of treatment costs in 1989, compared to 90 percent between 1980 and 1985, according to the report. In 1984, 39.1 percent of all hospitals received total reimbursement for treating Medicaid patients.

### Professional Cattle Feeding/Marketing Shortcourse

"Beef Safety and Quality Assurance: Creating a Positive Image in the 1990s" is a course where beef producers can obtain information on factors influencing the quality of product they produce in their feedlots. Two sessions of in-depth training for cattle feeders in the 1991 Professional Cattle Feeding and Marketing Shortcourse, sponsored by MSU's Dept. of Animal Science, is planned.

Producers can choose from one of three locations including: Kalamazoo, Holiday Inn, February 28 and March 12; Mt Pleasant, Ember's Restaurant, February 27 and March 13; Cass City, Colony House, February 26 and March 14.

According to MSU's Dr. Harlan Ritchie, there will be a \$15 pre-registration fee for each session or \$25 for both sessions. Participants who complete both sessions will be awarded a certificate indicating 12 hours of training on management practices that maintain a safe and wholesome beef supply. For complete program information, contact Dr. Harlan Ritchie or Dr. Steven Rust at (517) 355-8401.

### Sweet Corn Schooling!

Sweet corn producers from Michigan and surrounding states will have an opportunity to learn more about production and marketing techniques on March 2, 1991 at Domino Farms near Ann Arbor. The Southeast Michigan Sweet Corn School, part of the Professional Farming Program at Michigan State University, will tackle items such as insect control, managing harvest labor, controlling production costs and a review of a statewide 1990 corn borer monitoring study results.

Keynote speakers include Gary Sweet and Donald Ahrens, sweet corn producers from Ohio and Illinois respectively, who will share their innovative management and marketing strategies. In addition, a panel of sweet corn buyers will be on hand to help participants evaluate a number of sweet corn varieties shipped directly from Florida for this school.

Contact the Washtenaw County Extension office at (313) 971-0079 for complete program and registration information.

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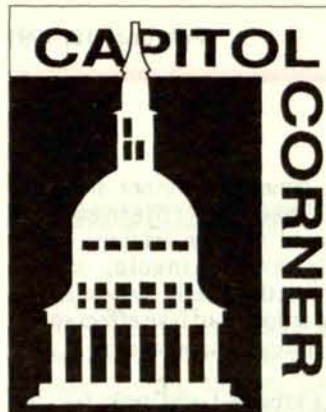
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## Bush's 1992 Budget — An Agricultural Perspective

### 1991 Export Bonus Increase Proposed

The Bush administration has proposed that the \$425 million cap on the export bonus program for fiscal 1991, which began Oct. 1, 1990, be eliminated, and USDA be allowed to spend \$900 million to subsidize U.S. farm exports; otherwise, the U.S. could lose out on additional sales. Program spending rose sharply this year because of a large world wheat crop, which has required larger subsidies to promote U.S. exports.

### 1992 Budget For Farm Program Spending Pegged at \$10.66 Billion

The Bush administration has forecast farm program costs at \$10.66 billion dollars for fiscal 1992, which begins Oct. 1, 1991, down from original estimates of \$11.79 billion. Direct payments to producers of feedgrains, wheat, rice, cotton and milk make up more than half of the forecast outlays.

### Federal Crop Insurance Program

In a continuing effort to cut losses of the Federal Crop Insurance Program in fiscal 1992, the Bush administration has proposed that the government be required to pay only 15 percent of producer's premium subsidies in 1992 as opposed to the current 30 percent. In addition to dropping rates, the farm law also allows Federal Crop Insurance Corp. to raise fees by up to 20 percent depending on the crop.

### 13-Cent "User's Fee" on Futures and Options Contracts

Bush's 1992 budget proposal also calls for a 13-cent fee on each contract traded on commodity futures and options exchanges. The suggested "user fee" could raise \$48 million in 1992 and would have to be approved by Congress to take effect. The administration proposed the fee to cover the costs of activities regulated by the Commodity Futures Trading Commission.

### Means Test Would Tie Farm Subsidy Levels to Non-Farm Income

U.S. farmers would be eligible for fewer federal subsidies if their non-farm income rose above \$125,000 a year, according to a proposal in Bush's budget plan for fiscal 1992. Such a cut in eligibility for commodity subsidies could save the government \$36 million in fiscal 1992 and \$90 million each year for fiscal 1993 through 1996.

*Farm Bureau Position:* Farm Bureau continues to analyze and monitor the budget proposal as of this writing. However, AFBF President Dean Kleckner has already sent a letter to President Bush voicing opposition to the means test portion of the proposal.

*Farm Bureau contact:* Al Almy, extension 2040.

## CAPITAL GAINS

*Status:* A couple of enterprising congressional members will not say die when it comes to reducing the capital gains tax. Sen. Malcom Wallop (R-Wyo.) and Rep. Tom Delay (R-Tex.) are trying again to salvage the capital gains tax rate reduction by introducing the "Economic Growth and Jobs Creation Act of 1991."

The legislators say the measure is intended to encourage economic growth, create jobs and increase government revenue. Wallop says he is prepared to battle for the legislation in what he terms an uphill fight. "I'm sure some will try to resurrect the class issue," said Wallop, referring to the argument that capital gains tax cuts benefit only the wealthy.

Another provision in the legislation would reduce the Social Security payroll tax from the current 12.4 percent to 10.6 percent. The payroll tax cut would generate new revenues to help pay for the capital gains tax cut and other provisions, according to Delay.

In his State of the Union Address, President Bush also proposed a capital gains tax cut. Details of the Bush proposal are expected to be similar to last year's proposal that would have reduced the capital gains rate from 28 to 19.6 percent for assets held over three years.

The administration is not expected to push as hard for the cut as it did during last year's budget debate. Democratic leaders have already made it clear that they will bring up the surtax on millionaires proposed last year. The administration isn't expected to want another public debate on taxing the rich after losing in the last round.

*Farm Bureau Position:* Farm Bureau supports the reinstatement of capital gains treatment but has taken no position on new legislation at this time.

*Farm Bureau contact:* Al Almy, extension 2040.

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## INHERITANCE TAX

*Status:* Senator Nick Smith has reintroduced S.B. 1 to provide Michigan residents with a more equitable inheritance tax structure, as he has for several past legislative sessions. In the 1989-90 legislative session, S.B. 1 passed in both the Senate and the House but died with a veto by the governor. Efforts to override the veto were successful in the Senate, but failed in the House.

All U.S. residents are subject to the federal inheritance tax. However, Michigan residents are also charged a state inheritance tax. To date, 29 states have abandoned a state inheritance tax.

*Farm Bureau Position:* Farm Bureau supports the repeal of the Michigan inheritance tax.  
*Farm Bureau contact:* Ron Nelson, extension 2043.

## MI-OSHA

*Status:* In early January, the governor's office discussed elimination of the MI-OSHA program as part of the administration's budget-cutting plans. In a meeting with a liaison of the governor's office, Farm Bureau reviewed MFB MI-OSHA policy and stated opposition to funding alternatives based on increased fines for rules violations.

While an agreement may have been reached to fund MI-OSHA from the Safety, Education and Training (S.E.T.) fund for the remainder of the current fiscal year, increased fines could be favored as the future funding mechanism of choice, should the program be continued. Farm Bureau strongly opposes this alternative as it might encourage inspectors to look for areas where fines could be levied to increase revenue.

While addressing the need for better representation on the MI-OSHA health and safety commissions, the administration agreed to review the commission's composition regarding agricultural representation. (Currently, there is no required position for agricultural representation.) The administration also stated its support for Farm Bureau policy favoring educational programs and no penalty first-time inspections, in addition to opposing MI-OSHA regulations that are more strict than existing federal OSHA standards.

*Farm Bureau Position:* Farm Bureau policy does not call for the dismantling of MI-OSHA and returning its enforcement to the federal government. However, Farm Bureau would not oppose such efforts.

*Farm Bureau contact:* Howard Kelly, extension 2044.

## NO-FAULT AUTO INSURANCE REFORM

*Status:* Legislation relating to auto insurance rollback is expected in the 1990-91 legislative session. House Speaker Lew Dodak (D-Montrose) has formed a Democratic Task Force on Auto Insurance Rates to address the "high prices" of coverage in Michigan. The task force will conduct hearings on rates in developing a rate rollback proposal. The task force, chaired by House Insurance Committee Chair, Rep. Mary Brown (D-Kalamazoo), includes: House Consumers Committee Chair Ken DeBeaussaert (D-Chesterfield Twp.); Reps. Nick Ciaramitaro (D-Roseville), Dave Anthony (D-Escanaba) and Clark Harder (D-Owosso).

*Farm Bureau Position:* Farm Bureau remains firm in the position of supporting "Reform, Not Rollbacks," and strongly opposes mandated auto insurance rate rollback legislation to reduce auto insurance costs. Draft legislation reflecting Michigan Farm Bureau policy has been developed to counteract rollback legislation.

*Farm Bureau contact:* Darcy Cypher, extension 2048.

## MICHIGAN LEGISLATIVE COMMITTEE ASSIGNMENTS

Listed below are the new committee appointments of particular interest to agriculture. These important committees will often times draft and/or make recommendations on new legislation, as well as hold hearings on key agricultural issues.

### HOUSE COMMITTEES

*Agriculture, Forestry and Minerals:* Hickner, Anthony, Alley, Byrum, DeBeaussaert, Gagliardi, Harder, Niederstadt, Gnodtke, Bobier, London, McBryde, Ouwinga, Randall, Walberg

*Appropriations:* Jacobetti, R.A. Young, Berman, Ciaramitaro, Emerson, Harrison, Hollister, Hood, Kilpatrick, Mathieu, O'Neill, Owen, Porreca, Scott, Webb, J. Young Sr., Ostling, Allen, Bender, Gilmer, Johnson, Knight, Oxender, Sparks

*Conservation, Recreation and Environment:* Alley, Yokich, Anthony, Bartnik, Brown, Byrum, DeBeaussaert, Hickner, Hunter, Kosteva, Varga, Middaugh, Bodem, Dolan, Gnodtke, Nye, Sikkema, Trim, VanSingel

*Taxation:* Jondahl, Kosteva, Bennane, Brown, P. Bullard, Clarke, Gubow, Hickner, Jonker, Profit, Wallace, Bryant, Brachenridge, W. Bullard, Dobb, Munsell, Shugars, Strand, VanSingel

### SENATE COMMITTEES

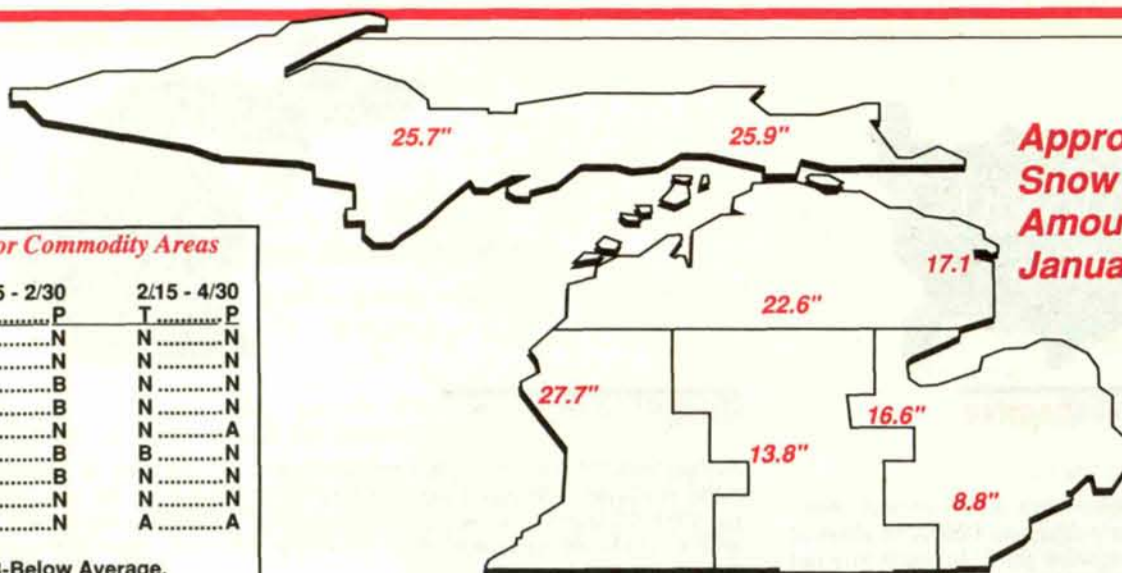
*Agriculture and Forestry:* N. Smith, McManus, Van Regenmorter, Koivisto, Barcia

*Appropriations:* Gast, Geake, DeGrow, Ehlers, Schwarz, Cisky, McManus, Arthurhultz, Holmes, Conroy, Faxon, Vaughn, Pollack

*Natural Resources and Environmental Affairs:* Wartner, Ehlers, Gast, Barcia, Dingell

*Finance:* N. Smith, Carl, Emmons, V. Smith, Stabenow

From MFB's Public Affairs Division (517) 323-7000



**Outlooks For Major Commodity Areas**

T - Temp.	2/15 - 2/30	2/15 - 4/30
P - Precip.	T.....P	T.....P
W. Corn Belt	A.....N	N.....N
E. Corn Belt	A.....N	N.....N
Wint. Wheat Belt	A.....B	N.....N
Spr. Wheat Belt	A.....B	N.....N
Pac. NW Wheat	A.....N	N.....A
Delta	A.....B	B.....N
Southeast	N.....B	N.....N
West Texas	A.....N	N.....N
San Joaquin	A.....N	A.....A

A-Above Average, B-Below Average, N-Normal, MA-Much Above, MB-Much Below, NP-No Precip.

For January 1991	Temperature		Dev. From Normal	Precipitation	
	Avg. Max.	Avg. Min.		Actual (inch.)	Dev. From normal
Alpena	25	12	+1.0	0.96	-0.69
Detroit	31	20	+2.5	1.38	-0.48
Flint	28	16	+0.5	1.49	-0.10
Lansing	28	16	+0.5	1.24	-0.50
Grand Rapids	28	18	+1.0	1.35	-0.56
Houghton Lake	25	10	0.0	1.23	-0.26
Pellston	24	11	+1.5	0.78	-1.50
Sault Ste. Marie	20	7.0	0.0	1.23	-0.97
Traverse City	27	16	+1.5	1.52	-0.34
Marquette	18	4	0.0	0.88	-1.23

High Temp. = 46 at Grand Rapids on 1/20/91  
Low Temp. = -25 at Marquette on 1/30/91

January was generally warmer and drier than normal across much of Michigan, with the exception of western sections of the western Upper Peninsula, where predominant northwesterly winds led to above normal amounts of lake effect snow-fall and near normal temperatures.

The latest extended outlook for the remainder of February calls for above normal temperatures and near normal precipitation. The warmer than normal temperatures are most likely early in the month. Normal daily highs in February range from the mid 20s in the Upper Peninsula to the mid 30s in the southern Lower Peninsula. Normal lows range from near 0 in the western U.P. to the upper teens in the southern Lower Peninsula. Normal February precipitation generally ranges from 1 to 2 inches across the state.

Looking further ahead, the latest 90-day extended outlook for February through April is calling for near normal temperatures and precipitation for nearly all of the Great Lakes States.

*Jeff Andresen*  
Agricultural Meteorologist  
Michigan State University

# Weather

**AFBF Commodity Committee Appointments**

Thirty Michigan farmers were appointed to 15 AFBF Commodity Advisory Committees. The committees are designed to allow producer input regarding policy issues affecting their respective commodity. Emphasis is placed on solving production and marketing problems and research projects. Appointments include:

Committee	Delegate/City	Alternate/City
Nursery & Greenhouse	James Ackron Belleville	Gerald Raker Litchfield
Aquaculture	Bob Baldwin Big Rapids	Steve Ouwinga Grant
Dairy	Diane Horning Manchester	Wayne Wood Marlette
Egg	Jerry Heck Monroe	Dave Eichler Pigeon
Feed Grains	Mark Smuts Charlotte	Marlin Outman Constantine
Forestry	Stanley Johns Barga	David Dyer LeRoy
Fruit & Nut	Joshua Wunsch Traverse City	Les Dowd Lawrence
Honeybee	Ray Buell Milford	Donald Reimer Hemlock
Poultry Meat	Harold Walcott Allendale	Dale Grabill Grant
Sheep	Mark Chapman South Rockwood	Duane Tirrell Charlotte
Soybean	Richard Leach Saginaw	Gary Albright Bronson
Sugar	Denis Netzley St Louis	John Knoerr Sandusky
Swine	Blaine VanSickle Marshall	Larry Snider Hart
Vegetable & Potato	James Sayre BelleVille	Arthur Duyck Essexville
Wheat	Tom Guthrie Delton	Terry Bellville Whittemore



The difference between apples and oranges can be spotted at a glance. Unfortunately, it's not quite as easy to tell the difference between health insurance policies. That's why we recommend that you take a moment to read the fine print if you're offered health insurance for less than Farm Bureau rates. Chances are you're being asked to compare, well . . . apples and oranges.

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**WHERE BELONGING MAKES A DIFFERENCE.**

MICHIGAN FARM BUREAU FAMILY OF COMPANIES

## Management Strategies Headline Young Farmers' Conference

Michigan Farm Bureau's Young Farmer Committee is once again conducting their annual "Young Farmer Leaders' Conference," March 7-9, 1991, at the Midland Valley Plaza Inn, according to MFB Young Farmer Dept. Manager Vic Verchereau.

"The state Young Farmer Committee has put together an outstanding 2 1/2 day program for young farmers from across Michigan, 18 to 30 years of age," says Verchereau.

Workshop sessions will include: Estate Planning; Ground Water and Farmer Liability, with MFB's Vicki Pontz; Aiming Your Farm at Success with Mike Salisbury of Salisbury Management; Solving the Tax Question, with Mike Kelsey of Michigan State University's Ag Economics Dept.; Congressional Insight with Brad Eckart of the American Farm Bureau; and Building Better Working Relationships in Farm Families, with Dr. Ron Hanson, professor of Farm Management and Ag Finance at the University of Nebraska.

Verchereau noted that several other workshops are also available that deal with the food safety issue and leadership development. The conference kicks off with registration at 5:00 p.m. on Thursday, March 7, and concludes on Saturday, March 9, with wrap-up speaker Dr. Ron Hanson who will present "The Unspoken Words in Family Farming."



Participants will have time for relaxation and meeting other young farmers from across the state. A bowling tournament is planned for the first evening, with a dance and casino planned for the second night.

Total conference costs are \$150.00 per person, which many county Farm Bureaus will help pay. For complete program and registration information, contact your county Farm Bureau office or call 1-800-292-2680, ext. 3234.

## Agricultural "Summer Institute For Educators"



structor, Dr. Eddie Moore, Professor, Dept. of Agriculture and Extension Education, at (517) 355-6580. Chamberlain adds that enrollments should be made by April 15 to ensure a spot in the class.

Chamberlain also urges farmers to play an active role in promoting the institute and recruiting teachers from their local school system. "Farmers agree there is a tremendous need to educate young people about agriculture," says Chamberlain. "Now we have a proven way to put agriculture information back into the school system on a year-around basis, but teacher awareness is crucial and farmers themselves are key to the success of this program by getting the word out."

Michigan's agricultural industry has a unique opportunity to teach teachers how to implement agriculture into their existing curriculum for kindergarten through the 12th grade. The second annual "Summer Institute For Educators" will be held June 19-28, 1991, at Kinawa Middle School in Okemos, near the Michigan State University campus.

Twelve urban and rural K-12 teachers attended the first institute, piloted in 1990, from Lansing, Gaylord, Kalamazoo, Saginaw, and other schools.

According to MFB Promotion and Education Dept. Manager Julie Chamberlain, educators who attend the institute learn how to use real life examples from the food and fiber system to teach science, social studies, economics, math, language arts and a host of other subjects.

"The institute, offered by Michigan State University, is a three credit course that can be counted as undergraduate, graduate or continuing education credits for teachers," says Chamberlain. "All lessons correspond to science and social studies M.E.A.P. (Michigan Educational Assessment Program) objectives."

Interested teachers need to get an enrollment form from Julie Chamberlain at Michigan Farm Bureau by calling 1-800-292-2680 ext. 3213, or by calling the in-

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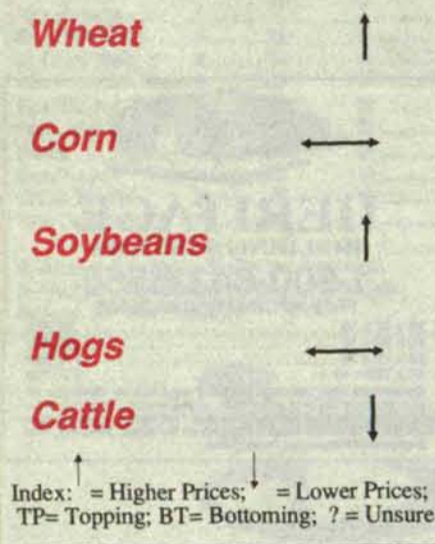
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# MARKETS

## Seasonal Commodity Price Trends (long term)



### Cattle

Cattle feeders face market supplies about the same as last year and even tighter profits in 1991, according to Texas A&M ag economist Ernie Davis.

Davis says feedlot placements and marketings in late 1990 indicate higher marketings of fed cattle in this quarter. Scarce feeder calves for the first quarter of 1991 mean continued high prices for feeders while market prices of fed cattle for the year could average \$2 to \$3 per cwt. lower than 1990 figures.

Imports from Australia, Canada and Mexico were up more than 40 percent in the first eight months of 1990 while exports to those countries were down 38 percent and sales to Japan dropped 19 percent.

Davis says per capita beef consumption dropped to 67.8 pounds last year, while chicken grew to 71.8 pounds per person, and expects that trend to continue this year.

### Hogs

Typically, market-ready hog numbers are at their low point in early February. After that time, the increase in numbers and the passing of winter weather conditions usually bring pressure to bear on cash prices. With the increase in competing meat supplies this spring, that is likely to be the case again this year.

Pork has enjoyed a good burst of demand from retailers during January. Its wholesale price was the most attractive of the three major meats. However, since the early part of the month, the price of both beef and poultry has slid and is likely to attract retail interest in those items during February.

Still, the picture for pork is not all bad. Although the odds of a dip into the mid-\$40's are good this spring, the late-year recovery should be good in light of the experience of the war's impact on markets. The break in energy prices is especially important. That, coupled with declining interest rates and "war production," may bring the economy out of recession in the second or third quarter of 1991.

### Dairy

Milk production in the U.S. totalled 148.6 billion pounds during 1990. This represents a 3 percent increase from 1989's drought-reduced milk production level and a 2.3 percent increase from milk production during 1988.

USDA has reported that the nation's milking herd averaged 10.14 million head during 1990, a 17,000 head increase over 1989 average number of milk cows. Production per cow during 1990 was reported at 14,646 pounds, up 402 pounds from the previous year's average.

Dairy farmers will find 1991 price trends similar to 1990 although somewhat lower (\$2-\$3 annual average). The large increases in milk production during the last half of 1990 appear to be headed into 1991. The mail box price will bottom out in February and gradually move higher toward spring. Look for prices to decrease in mid-summer and then rise into fall.

The March M-W price dropped 3 cents to settle at \$10.16

### Wheat and Feed Grains

The USDA reports on 1990 crop production, winter wheat seedings and grain stocks that were released in January (see table) combined to give a much needed boost to the grain markets. The Persian Gulf war has improved agricultural exports, along with "new" thinking by the European Community to restart GATT negotiations.

Instead of an early February low with March corn futures in the \$2.20-\$2.25 area, prices should hold in the \$2.30-\$2.35 area. Technically, the winter lows should now be in place. There will be corrections but recent lows should hold.

#### U.S. Crop Production Report (in billions of bushels)

	USDA	Pre-report Average	Sept. USDA Estimate
Soybeans	1.922	1.907	1.904
Corn	7.933	7.924	7.935
Wheat	2.739	na	(Nov)2.744

#### U.S. Grain, Soybean Stocks (in billions of bushels)

	USDA	Pre-report Average	1990 Production
Soybeans	1.684	1.67	3.239
Corn	6.940	7.100	1.344
Wheat	1.909	1.857	2.402

#### Winter Wheat Seedings (in millions of acres)

	USDA	Pre-report Average	1990 Production
Total Wheat	51.018	50.95	56.99

### Dry Beans

Michigan's dry bean production estimate was reduced three percent from December 1990. Class estimates were also revised to better align class breakdowns with current check data, according to the Federal/State Michigan Agricultural Statistics Service. The change was based on the availability of new data. End of season survey data was analyzed along with information from the Michigan Department of Agriculture's

"Grain Dealers Daily Position Reporting Form" and inspection data from the Michigan Bean Shippers Association. A report of dry beans stocks on hand as of December 31, 1990 was released January 29 showing 3,150,000 cwt. in commercial storage compared to 2,500,000 cwt. the previous year.

Nationally, dry bean production is estimated at 32.4 million cwt., up 37 percent from last year and 68 percent above two years ago. Harvested acreage was up 26 percent from last year while the average yield gained 8 percent.

#### MICHIGAN 1990 DRY BEAN PRODUCTION

Commercial Class	Planted Acres	Harvested Acres	Yield Lbs./Acre	Production 000 Cwt
Navy	234,000	223,000	1,590	3,545
Lt. Red Kidney	11,000	10,000	1,600	160
Dk. Red Kidney	9,000	8,000	1,880	150
Cranberry	18,000	17,000	1,880	320
Black Turtle	54,000	51,000	1,780	910
Small White	9,000	8,000	1,880	150
Pinto	10,000	9,000	1,670	150
Other	4,000	4,000	1,500	60
<b>All Classes</b>	<b>350,000</b>	<b>330,000</b>	<b>1,650</b>	<b>5,445</b>

Source: Michigan Agricultural Statistics Service

### Soybeans

Many analysts believe that the Persian War is bearish for soybeans and other agricultural markets. Run-a-way petroleum prices were also expected which fortunately has not occurred (as of this writing). The Bush administration's successful handling of the war along with calling for energy conservation, use of alternative fuels such as ethanol and tapping the U.S. Strategic Petroleum Reserve all have caused crude oil prices to plummet.

"Higher crude oil prices mean fewer dollars left to spend for other import" was the logic used by many analysts, however the opposite has occurred giving a slight boost to soybean prices.

Weather in South America is a key fundamental factor affecting U.S. soybean prices. Many are watching to see if recent rains erase the fear of drought.

### Export Credit Sales Lagging

Exporters have sold only \$529 million worth of farm commodities under the government's short term credit program in the first quarter of fiscal 1991, beginning Oct. 1, 1990. That's down 60 percent from a year earlier, with estimates that there is still about \$800 million in credit available. Not included in that report, however, is the \$716 million worth of farm goods purchased by the Soviet Union in the first 20 days of January. Since the USSR didn't participate in the "GSM-102 Program" last year, its purchases are not reflected in the report. Reasons cited for the slump include cheaper commodity prices, allowing countries to buy the same amount for less, the trade embargo against Iraq and credit problems with Egypt and Pakistan.

### Sheep Producers Told To Focus On Key Issues

A panel of experts spoke to sheep producers recently at the American Sheep Industry convention during a session called "Concentrating on the Lamb Market." Marketing specialist Roy Meek warned producers that lack of consistency is a big problem in lamb marketing, calling it an industry problem, not just a packer problem. Meek also warned producers about overfed lambs, adding that producers need to be aware of consumer demands for a lean product.

Economist Dr. Wayne Purcell told producers that additional data is needed to conduct effective economic research and to take advantage of price signals that are often missed by producers due to lamb packer concentration. Purcell presented statistics revealing that while live lamb prices are the same as in 1977, retail prices have doubled. What this means, he said, is either the middleman is making the profit or production is much less efficient.

"You have to be well informed," Purcell said. "I don't see as much research and analysis being done with your commodity as others." He also suggested that the nation's decrease of 25 million sheep since 1960 will cause sheep producers to determine if they want to become a hobby industry or maintain a bulk industry status.

Packer Phil Cohn of Ellensburg, Washington, said, "Producers need to figure out a way to have lamb distributed to grocery stores more evenly throughout the year," telling the audience that 68 percent of all lambs reach the feedlot between August 15 and November 15. He also encouraged producers to examine what the consumer wants and figure out ways to prepare a product that meets those needs. Cohn concluded by saying, "As a packer, I want to tell you that I think this industry can be fixed."

Indiana cattleman Sam Washburn advised sheep producers to concentrate on the special benefits of lamb and look for niche marketing opportunities. "Capitalize on your strengths, lamb is a specialty product. Don't apologize for it - capitalize on it. You can become a price maker - not a price taker."

## DISCUSSION TOPIC: UNDERSTANDING COMMERCIAL DRIVER LICENSE REQUIREMENTS

Farmers have gone through a fall hauling season under Michigan's Commercial Drivers License (CDL) law. But as we approach spring many questions remain.

### — Who exactly is exempt?

You're exempt from the CDL law if you transport farm products, farm machinery or farm supplies using a vehicle under 26,001 pounds GVWR, with a trailer over 10,000 pounds GVWR. And you must operate the vehicle within 150 miles of home.

### — Are there other restrictions?

The vehicle must be controlled and operated by a farmer (includes an employee or family member). The vehicle cannot be used in the operation of a common or contract motor carrier.

### — Are any vehicles completely exempt from the law?

The vehicle is exempt if it's less than 26,001 pounds GVWR, even if pulling a trailer of any size. Or, it's exempt if it is a single truck of any GVWR (unless hauling hazardous material or hauling a trailer).

### — What if I'm hauling hazardous material?

Then you need to get a CDL with a hazardous material endorsement, but only if you're carrying hazardous materials in amounts requiring placarding.

### — How do I get an endorsement?

You must pass a written test about the hazardous materials transportation rules. To pass the test, you must know how to recognize shipments of hazardous materials, safely load shipments, correctly placard your vehicle and safely transport shipments.

### — What else should I know for the hazardous materials test?

Plenty. The Commercial Driver License Manual available from the Secretary of State has detailed information.

### — What other circumstances require an endorsement?

— If you're traveling more than 150 miles from home.

— If you're driving a combination vehicle (truck over 26,001 pounds GVWR) or semi.

— If you're hauling for hire.

Minding your "p's and q's" on the CDL is just part of having a safe, and legal, trucking season, according to Ron Nelson, legislative counsel for Michigan Farm Bureau. "Make sure you have the correct plates on your vehicles," he said. "Regular farm plates (74 cents per hundredweight of the empty truck) are sufficient for use in a farmer's farming operations. But Farm Crop Transportation plates (\$15 per plate) must be used for transportation of farm crops from field to storage."

Farmers should be aware of the provisions of Michigan's Covered Load Law. "Loads must be covered, unless they are agricultural commodities," Nelson said. "But the tricky part is that even though your load of onions or beets or whatever isn't required to be covered, you are in violation if you spill any of the product."

Finally, Nelson said that equipment on your vehicles must be in good shape to avoid not just a ticket, but also potentially

costly delays during the busy trucking season. "Make sure your brakes are in proper working order, and check the condition of all lights, turn signals and glass on your rigs," he said.

How to avoid hassles before you hit the road? "The Motor Carrier Division of the Michigan State Police has been very helpful in assisting farmers to identify defective equipment and possible violations. In some cases, they'll even come out to your farm before the trucking season to inspect your vehicles."

Another option to consider is to have your Community Action Group sponsor a "truck inspection," Nelson said. "This could involve a number of farmers driving their equipment to a central location where a Motor Carrier Division officer could do all the inspections at once."

## DISCUSSION QUESTIONS:

1. What percentage of your group's members have a CDL?
2. What percentage of your group's members have a hazardous material endorsement for their driver license?
3. Does your group feel loads of farm commodities should be covered?
4. What is the biggest hazard farmers face when transporting farm products, machinery and supplies?
5. What percentage of your group's members have had a safety inspection on their truck within the last year?

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### Shippshewana - Saturday, April 13, 1991 Cost \$69 per person

After a pleasant and relaxing drive, we'll arrive at the Dutchman Essenhouse in Middlebury, Indiana. Here we will be treated to a marvelous Amish-style lunch. Bring your appetite and save room for homemade pie! After lunch, we will take a short drive to the famous Shippshewana outdoor flea market where you can find many treasures, new or antique!

### Holland Tulip Festival - Thursday, May 16, 1991 Cost \$69 per person

The festival will be in full swing today as we visit Windmill Island and Dutch Village. We will view the parade from comfortable lawn chairs, enjoy our included dinner at the Old School House and much more.

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## 8 Don't Let Farm Noise Ruin Your Hearing

Modern agriculture is a noisy business. Mechanization has brought tractors, harvesters, grinders, choppers, blowers, conveyors, chain saws, power mowers and other tools of the trade that disrupt the legendary peace and quiet of the country.

Along with all the noise comes the potential for serious damage to your hearing. Studies show that farmers suffer permanent hearing loss at a higher-than-average rate. Those losses could have been minimized or prevented with proper protection.

Damage varies with the extent and nature of exposure to noise. Exposure to too much noise for long will dull your hearing. The effect of excessive noise is nerve deafness, which occurs when cilia -- the tiny hair-capped cells that act as sensors within your inner ear -- become damaged.

If the sound is not too loud or too prolonged, the fatigued cells may recover in a few hours. As the hair cells are repeatedly overstimulated, however, they

begin to deteriorate. The result over a period of years will be substantial permanent hearing loss.

### Studies show that farmers suffer permanent hearing loss at a higher-than-average rate.

How do you know if you need ear protection? If noise drowns out normal speech, if your ears ring or you hear a rushing water sound in your head after you shut down equipment, or if your speech or the speech of others seems muffled when you talk after work, you need to take preventive steps.

#### RECOMMENDATIONS

— Use ear protection -- either ear inserts or acoustic muffs -- whenever you will be exposed to high noise levels. Cotton is ineffective and shouldn't be substituted for

properly designed hearing protection.

— Regard quiet operation as an asset when you shop for tractors, machinery and other equipment. Consult the Nebraska tractor tests, which include sound level measurements.

— Keep equipment well-lubricated and well-maintained.

— Add acoustic insulation to uninsulated tractor and combine cabs.

— Promptly replace defective mufflers and exhaust system parts. Don't use a straight pipe; you'll get ear-damaging sound and no significant power increase.

— Quiet noisy stationary equipment by erecting acoustic barriers



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or heavy partitions. Stay away from the noise when you can.

— Limit the length of your exposure to noise if you are without ear protection.

— Stay as far away from noise sources as possible. Doubling your distance from the source will reduce the sound pressure level to one-fourth.

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## 1990 Fruit Harvest Down

Overall output of Michigan's seven major fruit crops in 1990 declined sharply from 1989's harvest. Total production of apples, grapes, peaches, pears, plums, sweet cherries, and tart cherries dropped 20 percent in 1990 to 548,000 tons. The grape harvest showed the only gain. Production decreases are attributed to a week of warm weather in March of 1990 which accelerated fruit development but was stunned by a frost in early May. Most crops suffered damage to bloom as a result, while cold, wet, windy weather resulted in poor pollination which is largely to blame for the reduced harvest.

#### Apples

Production in the state, at 750 million pounds, was down 21 percent, ranking Michigan third in apple production behind Washington and New York. The national crop totaled 9.5 billion pounds, down 5 percent from 1989.

#### Tart Cherries

Production, estimated at 160 million pounds, was 11 percent below last year. Michigan production accounted for 77 percent of U.S. production which was placed at 209 million pounds, down 21 percent from 1989.

#### Sweet Cherries

Production, down 36 percent from 1989 levels, totaled 160,000 tons and ranked Michigan fourth in the nation behind Washington, Oregon, and California. Nationally, 1990's crop of 157,000 tons was down 19 percent from 1989 levels.

#### Peaches

Production was estimated at 45 million pounds, down 18 percent from the previous season. Nationally, the crop reached 2.21 billion pounds.

#### Grapes

1990 output increased 7 percent from 1989 levels to 46,000 tons, while the U.S. crop output dropped 6 percent from the previous year.

#### Prunes and Plums

Production for both prunes and plums, at 6,000 tons, was off 54 percent from 1989 figures, while pear production, at 2,500 tons, was down 69 percent from 1989.