"First Of-A-Kind" Saginaw Bay Watershed Project Unveiled

At an MFB sponsored meeting in Frankenmuth to discuss the project, ever-increasing sedimentation levels and phosphorus loading were identified as "overwhelming problems" in regard to non-point source pollution, according to EPA's Dale Bryson, director of the agency's water division.

"Agricultural interest and support are absolutely critical to the success of what we're trying to accomplish, so we (EPA) want heavy involvement from the agricultural community," said Bryson.

Agriculture will have representation on the management committee, which will also provide technical assistance from the Saginaw Bay Watershed Project, with a total of 22 Michigan counties to be active participants in the program.

"This will be the first freshwater estuary program in the nation, which is significant," said Bryson. "It's going to bring attention to this project and, I hope, stir all sectors of the community within the watershed to be active participants in the program."

A total of 22 Michigan counties would be included in the watershed project, with a primary goal of enhancing and protecting the water quality and natural resources of the Saginaw Bay and its watershed. The project would involve identification of threats to water quality, including analysis of point and non-point sources of pollution, with recommendations from a "management committee" to resolve those concerns.

Michigan State Fair - On the Road to Recovery

In a year that many considered "do or die" in rebuilding an ailing state fair, the event may be on the way to recovery, in terms of attendance and corporate sponsors, according to Dick Allen, the state fair's general manager.

"We had approximately 452,000 people in attendance, up just slightly over last year," said Allen. "Our attendance stabilized, since it had been in a decline over the last several years."

According to Allen, corporate sponsors donated $234,000 to this year's event compared to only $93,000 last year. Allen hopes to see that aspect of the state fair continue growing, adding that a major goal next year will be to include sponsorship from the big three automakers.

"We essentially invited business to take over the show. They'll be strongly involved in future fairs in terms of what kind of programs we have here. Sponsors want happy people, and that will ultimately make a better state fair," said Allen.

A professional $10,000 exit survey, donated by Research Data Analyst, was conducted at this year's state fair, with some interesting findings.

"Most significant to agriculture was that the number one reason people told us they came to the state fair was for the livestock exhibits which they also said they were very pleased with," said Allen. "It can certainly be said that having a fair in a large metropolitan area is an important outreach activity for agriculture."

The survey also showed a more upscale audience in terms of income than previously thought and the average age of 41 years was surprisingly higher than previously perceived.

In addition to seeing a continued growth in attendance and corporate sponsors, Allen says the misconception about the lack of safety and security is another obstacle that needs to be addressed.

"We've really been hurt in recent years by concerns of people who might come here, but hesitate because of safety fears," said Allen. "Statistically, according to the State Police who handle security, the state fairgrounds is the safest city of its size in the entire state of Michigan."

The surveys reflected a more positive attitude regarding safety, because of the State Police involvement and on-site parking, Allen said safety fears are unfounded since those attending the state fair are more of a family crowd, there for the livestock exhibits, food and fun, which is also a good base to build attendance on.

Once the survey results are compiled and fully analyzed, Allen will be drafting a report for the State Fair Council and Gov. John Engler, with additional recommendations for next year's state fair.

"If this event can be stabilized, perhaps even grow slightly and be held in the 500,000 attendance range, the state fair can be financially successful in the long run," said Allen. "It can also continue to remain a very important tool for bringing together the rural and urban population, which is to agriculture's benefit."

According to an exit survey, many people came specifically for the livestock exhibits. Below, Eaton County farmer Duane Terrell (at left) in the show ring with an entry!
In Brief...

USDA Advances Soviet Credit Dates

Grain futures markets soared in response to an Agriculture Department announcement that it will allow the Soviet Union to use its immediately $315 million in export credit guarantees originally scheduled for use in October and next February.

The dollar amounts allocated included $150 million for feed grain; $45 million to wheat or flour; and $90 million to soybean meal, according to a recent Wall Street Journal report. The remainder of the $315 million will pay the freight.

Those dollar amounts will allow the Soviets to purchase 1.3 million metric tons of corn, about 500,000 tons of wheat flour, and about 425,000 tons of soybean meal. The latest credit allocation will leave the Soviet Union with only $450.8 million remaining of the total $2.5 billion in export credit authorization from the United States.

Lower Set-Aside Likely Means More Wheat Acres

Industry officials are saying lowering the acreage-set-aside requirements will likely cause hard red winter wheat producers to plant more acres this fall, regardless of whether or not soil moisture shortages in plains states are erased by planting time, according to Knight-Ridder News.

Winter wheat seeding has begun in the western fringe of the southern plains and will continue for two months. The set-aside requirements to maintain eligibility for farm program benefits was reduced, from 15 percent in 1991, to 5 percent for 1992 production.

USDA Secretary Edward Madigan has declined comment on the likely feed grain-set-aside requirement levels for the 1992 farm program. Debate has spread through the grain industry in recent weeks about the pending ARP, with groups calling for levels ranging from zero to 7.5 percent of program acreage.

Asked after a speech at the Growmark Inc. shareholders meeting whether USDA would make an announcement on ARP before the Sept. 30 deadline, Madigan said "anything is possible." USDA has until the Oct. 31 deadline to determine the percentage of sorghum, corn and other feed grain acres that farmers must idle this year to qualify for government subsidies.

Farm Prices Down 3.3 Percent From August 1990

The index of prices received by U.S. farmers for their products in August fell 2.7 percent from July 1991 levels, down 3.3 percent from August 1990, according to USDA estimates.

Lower prices in August for cattle, hogs, and potatoes were partially offset by higher prices for oranges, wheat and milk, USDA said in its monthly Agricultural Prices report.

USDA said the average price was the lowest monthly price since August 1988. Hog prices also fell substantially from July. Milk prices increased from July but continued well below August a year ago. Orange prices, however, were higher again this month, and feedgrains showed moderate increases from July, while oilseed prices were down. Wheat prices increased from July. Lower prices for cattle, milk and hogs were major contributors to the decline from year ago levels and were partially offset by higher prices in oranges, lemons and apples.

European Corn Borer Resistant Corn a Possibility

Michigan State University (MSU) researchers from departments of Crop and Soil Sciences and Entomology and the Pesticide Research Center are trying to develop a genetically engineered corn hybrid that will be resistant to European corn borer damage.

According to Mariam Sticklen, the research project leader and professor of Crop and Soil Science and Entomology at MSU, if the next series of tests prove current theory, the corn borer larvae that feeds on genetically engineered corn plant will get a "stomach ache," causing it to stop eating. If the corn borer can't eat, its growth will be retarded until it dies. The means by which they wish to accomplish their end is not justifiable or in good taste. With today's economy, we know very well the income generated by the sale of a full page ad is difficult to turn down. In this light, we applaud those who do stand by their convictions and encourage you to deny PETA's request for publication of their propagandas.

The letter also reminded the paper's management that today's agriculturists are professionals who can only benefit from the humane treatment of animals. "Most farmers carefully study the nutritional needs and space requirements for the general well-being of the animals in their care. Only by these methods can farming in today's world be respected and profitable," the letter said.

The Kent County Farm Bureau took a reasoned and proper approach to this issue. They did not scrawl protest signs and march the sidewalks, as animal rights protesters did around the Amway Grand Plaza during the National Livestock and Meat Board meeting.

Nor did the farmers try to deny the animal rights activists an opportunity to express their beliefs. Rather, the Kent County Farm Bureau letter focused on the ad's poor taste, and said, "We urge the Grand Rapids Press for making an economic sacrifice in rejecting the advertisement."

This approach can be contrasted with what happened in Iowa after the original ad ran in the Des Moines Register. When farmers objected to the ad, the paper, in a follow-up editorial, accused farmers of trying to suppress the right of free speech.

Kent County Farm Bureau members deserve a salute for helping to further polish the professional reputation of farmers as clear-thinking individuals who use policy to guide their actions, not sensationalism. Their proper conduct helped defuse what could have been a messily public fight. Instead, their actions reinforced the image of agriculture as an industry that cares about the animals it raises and is professional about its conduct and demeanor.

Kent County Farm Bureau members recently demonstrated that farmers really are "professionals From the Ground Up." They skillfully and sensitively handled an animal rights activist to place an advertisement in the Grand Rapids Press that compared the slaughter of animals to the Dahmer mass murders and cannibalism in Milwaukee.

The controversial advertisement, which previously ran in the Des Moines Register, was headed "Meat Stinks...Ask Jeffrey Dahmer's neighbors." It went on to state "you can shake it, boil it, or boil it, but it's still the decomposing corpse of an abused animal."

Luckily, the Grand Rapids Press rejected the ad because of its sensationalism and bad taste. Kent County Farm Bureau President Jim May and Information Chairperson Michelle Francisco hand-delivered a letter to the paper's general manager expressing the concerns of the area's farm families.

"We are petitioning you to exhibit the high standards your paper has shown in the past and resist PETA's advertisement," the letter said. "Please consider the actions and ultimate goal of PETA. The means by which they wish to accomplish their and is not justifiable or in good taste. With today's economy, we know very well the income generated by the sale of a full page ad is difficult to turn down. In this light, we appealed those who do stand by their convictions and encourage you to deny PETA's request for publication of their propagandas."

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**Dairy Legislative Update**

Congress was unable to pass dairy legisla-
tion prior to the August recess. Negotiations
between key senators, members of the
House and the administration failed to
resolve the major points of contention.
These points of contention include the fol-
lowing:

- The appropriate price support level.
- Whether a two-tier approach relying on
  the creation of mandatory quotas and
  bases should be utilized.
- The use of assessments on dairy producers
  to fund food and nutrition programs
  and/or red meat purchases.
- The role of the producer board in supply
  management functions.
- Exempting high Class I utilization regions
  from the two-tier provisions.

There is a consensus within the producer
segment of the dairy industry for certain
changes which have been included in most
proposals. These include:

- Increasing the solids content of fluid
  milk.
- Inclusion of dairy producers in automa-
tic trust provisions of the Packers and
Stockyards Act.

Currently, there are many state legislative
proposals which are receiving the most
discussion. The following is a summary of
those bills:

**H.R. 2837**

As passed by the House Agriculture
Committee, the bill proposes:

- Price support: $12.60
  Est. Base Price: $12.55
  Assessments: $0.70
  Net Price: $11.85

  - Two-tier production controls if purchases
    exceed 7 billion pounds. An exemption from
two-tier for areas with an 80 percent
  Class I utilization.
  - Industry Management Board to manage
    surpluses between 5 and 7 million pounds.
  - California standards for fluid milk.
  - Heifer Export Program.
  - Dairy trust provisions to protect farmers
    at time of handler/processor bankruptcy.
  - Assessments to fund WIC and nutrition
    programs.
  - Assessment to fund program to minimize
    impact on cattle industry.

**H.R. 3131**

As introduced by Reps. Gunderson,
Dooly, Boehner and Walsh (no committee
consideration to date), the bill proposes:

- Price support: $10.10
  Est. Base Price: $11.93
  Assessments: $0.11
  Net Price: $11.82

  - Voluntary diversion program mandated
    when purchases are projected to exceed 8
    billion pounds to adequately reduce pur-
    chases to 4.5 billion pounds. Secretary
    has discretion to implement a diversion at
    any time purchases exceed 5 billion pounds.
  - Industry Management Board to advise
    the secretary on management of surpluses
    between 5 and 8 million pounds. Tools
    provided include paid diversion, Class IV
    pricing system, domestic donations and
    handler bases.
  - California standards for fluid milk.
  - Heifer Export Program.
  - Dairy trust provisions to protect farmers
    at time of handler/processor bankruptcy.
  - No assessments for red meat purchases.
  - No mandatory production controls.

**S. 1527**

As introduced by Sens. Leahy and Jeffords
(not yet considered by the Senate Agricul-
ture Committee), the bill proposes:

- Price support: $12.60
  Est. Base Price: $12.55
  Assessments: $0.70
  Net Price: $11.85

  - Government purchases up to 5 billion
    pounds.
  - Mandatory two-tier production controls
    when purchases exceed 7 billion pounds.
  - Exemptions from two-tier for areas with
    high Class I utilization.
  - Third tier for producers who choose to
    reduce production (diversion type pro-
    gram).
  - California standards for fluid milk.
  - Heifer Export Program.
  - Assessments to fund WIC and nutrition
    programs.
  - Assessment to minimize impact on cattle
    industry.
  - Producer board to control certain levels of
    surpluses.

The administration has consistently indi-
cated through USDA that they would veto
any bill similar to either H.R. 2837 or S.
1527. The primary reasons for this opposi-
tion are market-distorting increases in
the support price, mandatory production
controls, and increased solid standards in
which is either unconstitutional or usurps
the power of the Secretary of Agriculture.

The administration has responded more
favorably to H.R. 3131. Although they do
not favor all sections of the bill, they have
indicated it is a place from which discussion
can start. However, since many members of
Congress are reluctant to abandon their
goals of raising support prices and estab-
lishing a two-tier system, a political
stalemate has evolved.

**American Farm Bureau Position**

H.R. 3131 is clearly more consistent with
AFBF policy than either H.R. 2837 or S.
1527. In addition, H.R. 3131 is a program
which has a chance of becoming law. It,
therefore, allows the industry a better op-
portunity to obtain the solids standards in-
crease, the Packers and Stockyards protec-
tions and increased heifer export.

What will happen when Congress returns in
September is far from clear at this point.
Several House committees including Ener-
y and Commerce, Ways and Means and
Education and Labor, have requested refer-
r of H.R. 2837. This will delay its con-
ideration until late September.

H.R. 3131 will likely be offered as an
amendment to H.R. 2837 on the floor of
the House. The Senate consideration of
dairy legislation could go in any direction since
no action at the committee level has been
taken. S. 1527 will be the likely framework
for committee action although that could
easily change.

At its August meeting, the AFBF Dairy
Advisory Committee reviewed the various
bills currently being considered by Con-
gress.

Based on extensive discussion, the com-
mittee made the following recommendations to
the AFBF Board of Directors:

**AFBF Recommendation**

The committee recommends that the fol-
lowing provisions be supported in future
dairy legislation:

- A support price level which would be
  budget neutral, thus eliminat-
ing the need to subject dairy
  producers to additional assess-
  ments. It should not encourage in-
  creased production in any area of
  the nation;
- Use of a voluntary diversion pro-
  gram if inventory management is
  required;
- An industry board to work with the
  Secretary of Agriculture in the
  conduct of the program;
- Higher solids standards for fluid
  milk, using the California stand-
  ards as guidelines;
- Use of a dairy heifer export pro-
  gram;
- Inclusion of milk processors in the
  automatic trust provisions of the
  Packers and Stockyards Act;
- No assessments other than those that
  might be needed to fund a diver-
sion program; and
- Provisions for the timely disposal of
  excess product in a manner so as not
to depress prices with
  proper credi, given to the in-
dustry.

The AFBF Board of Directors approved
these recommendations on August 27, 1991.
The recommendations are consistent with
the 11 criteria previously adopted by
the board, and provides clarification in
several areas.

**State Issues**

**Motor Vehicle Code**

**Status:** House Bill 5044, currently in the House Transportation Committee, would prohibit
a person or an animal from riding in the bed of a truck or in the enclosed area of a motor
vehicle.

The bill, as introduced, would prohibit the transport of livestock or persons in the back of
a pickup, having a significant impact on various agricultural operations. The transport-
ing of animals to fairs, exhibits and market would be prohibited. The proposal would also be
a severe blow to the transportation of seasonal agricultural workers from field to field, and
from farm to farm. Of further concern is the fact that many migrant workers often only have
one form of transportation - a pickup. If the bill is passed as introduced, it would prohibit them
from using the vehicle as a means of transportation.

**Farm Bureau Position:** Farm Bureau opposes the measure in its current form, and is
encouraging members to contact their representatives and advise them of Farm Bureau's
opposition to the measure.

**Farm Bureau Contact:** Ron Nelson, extension 2043

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

**AFBF's Toll Free Capital Hotline Service 1-800-245-4630**

**MIOSHA**

**Status:** Senate Bill 459, sponsored by Sen. Honigman (R-Bloomfield), would continue the
Michigan OSHA (MIOSHA) contract with Federal OSHA and requires Michigan's agricul-
tural field sanitation rules to be the same as federal standards. The current MIOSHA
program will expire Oct. 1, 1991, without successful passage of this package.

The bill requires Michigan to immediately adopt federal rules promulgated by OSHA,
including a seven-fold increase in penalties that OSHA is already enforcing in non-contract
states. MIOSHA has stated that contract states must implement the higher penalties, although
there are no penalties for non-compliance. In situations where Michigan would need more
stringent rules, a mechanism is proposed that would require the Department of Health and
Labor to consider the request.

The bill is scheduled for a hearing on Sept. 12, before the Senate Labor Committee, with full
Senate consideration expected shortly afterwards. The bill's success in the House is less certain.

Organized labor is supporting the measure to keep MIOSHA under state control, and
sufficient support to pass the measure in its present form is expected because of the Oct. 1,
deadline. Governor Engler has indicated support for any measure that the Legislature agrees
on, provided the legislation adopts the federal agricultural field sanitation standards.

**Farm Bureau Position:** Farm Bureau supports the current version of the bill.

**Farm Bureau Contact:** Howard Kelly, extension 2044
Michigan and Major Commodity Area

Extended Weather Outlook

- Winter Wheat Belt
- North Belt (N B N A)
- West Corn Belt (N N N N)
- West Texas (N N N N)
- Spring Wheat Belt (A B N N)
- Michigan (N N N A A)
- Southeast N/B (A A N)

A = Above Average, B = Below Average, N = Normal, MA = Much Above, MB = Much Below, NP = None

No Precipitation

Source: National Weather Office

Forecast in these outlooks across much of Michigan experienced occasional scattered rainfall. Drier than normal conditions were the rule over the remainder of the state during August.

The latest 30-day outlook is calling for near normal temperatures and precipitation ranging from below normal in the south to above normal in the western Upper Peninsula. In the longer term, above normal temperatures and near normal precipitation are forecast for the 90-day September through November period.

The reasonable dry and warm conditions generally forecast in these outlooks across much of Michigan would favor maturation, drydown and harvest of most field crops. Fall harvest should begin and end earlier than normal (assuming at least normal weather during the next couple of months), due mainly to this resulting rapid pace of crop growth and development. It is important to note, however, that warmer than normal conditions had been forecast during much of the recent cool spell and that extended forecasts are statistically weakest during the transitional fall and spring months, which are oftentimes characterized by rapid swings from one weather extreme to another.

Jeff Andresen, Ag Meteorologist, MSU

August Weather - A Month of Extremes

August was characterized by highly variable weather, with temperatures ranging from much below to much above normal. Abnormally warm weather returned to all of the state during the last week of the month, reversing a cooler than normal trend. Base 50°F growing degree day totals surged during late August, with many southern stations reporting accumulations of 30 or more units per day. Seasonal (since April 1) growing degree day totals as of Aug. 31 ranged from 1800 in the northern Upper Peninsula to just over 3000 in the extreme southeast Lower Peninsula. These totals are generally 250 to 450 units greater than the normals at this point in the growing season and literally represent two to five weeks of extra growing season.

The seasonable dry and warm conditions generally forecast for 40 years of trust.

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Jeff Andresen, Ag Meteorologist, MSU
Farmers Evaluate "Right-To-Farm" Draft Proposals

In a recent survey, Michigan Farm Bureau leaders said they believe the draft proposals of Generally Accepted Agricultural and Management Practices for Pesticides Utilization and Nutrient Utilization under the Right-To-Farm Act "are a common sense approach to agriculture, especially with regard to the environment and neighbors," according to Ron Nelson, legislative counsel for Michigan Farm Bureau. "Most of the comments indicated that individuals were already doing what the draft recommendations suggested," he said.

The survey respondents also expressed some concern about the paperwork and recordkeeping burden that would be created under the proposals. "Two-thirds of the responses indicated that the paperwork requirements would be excessive, difficult and unrealistic," said Nelson. "Several farmers suggested there should be a formalized system, format or model which they could use to satisfy recordkeeping requirements."

Nelson said a number of individuals indicated the proposal would be expensive and, in some cases, cost prohibitive. "They indicated the recommendations would create a cost without any financial return," he said.

Other concerns raised included a belief that small farm operations in particular would be unable to implement or afford the recommendations, that storage time was unrealistic and limited for small amounts; a need for specific storage requirements and the need for a cost-share program to build on-farm storage facilities; that nutrient guidelines, especially for manure, were unrealistic; a belief that MSU should not be the only entity of record approved for soil testing and nutrient recommendations; that the draft rules should give additional allowance for weather events; and that nutrient practices are applicable to field crops and vegetables, but didn't address fruit production.

MFB shared the survey results with Bill Schuette, director of the MDA, and offered a technical analysis of the draft proposals. "In many cases, we suggested changing the word 'shall' or 'must' to the word 'may,'" Nelson said. "That's important because the Right-to-Farm guidelines are strictly voluntary. If farmers choose to follow them, there should be a substantial measure of protection from litigation."

Nelson said the Michigan Commission of Agriculture reviewed the Farm Bureau comments and may incorporate the concerns into a future draft of the proposals. "It may be several months before the draft is finalized," he said. "Until that happens, Michigan Farm Bureau will reserve indicating a position and will continue offering input and suggestions on the proposals."

Farm Bureau Commodity Committees Review Policies

Michigan Farm Bureau's advisory committees on wheat, feedgrains, dry beans, soybeans, sugarbeets, fruit, vegetables, agricultural nursery, and livestock met in Lansing on Aug. 25-29 to review current commodity issues and the organization's policies on those issues. Several resource people visited with the committees, including Paul Drazek, international trade specialist for American Farm Bureau Federation; and Robert Craig, director of agricultural policy and special projects for the Michigan Department of Agriculture.

Drazek told the farmers that while the attention of administration leaders and those in the trade fields have been focusing on ongoing developments in the Soviet Union, the GATT talks are still an area of major concern.

"There will be intensive debate in Geneva during September and October and if the director of GATT feels there is the possibility for compromise, he will put forward a paper which will outline an agreement," Drazek said. "Basically, that will be it. The countries will either have to accept that paper or the Uruguay Round of trade talks is liable to fail."

Craig told livestock producers that the animal care issue will be an upcoming concern for their industry. "We do not have any practices that have been adopted by the Michigan Agriculture Commission on the care of farm animals and that's an area that needs to be addressed to give farmers certain protections," he said. "Right now, we're concerned that they may not have the protection they need."

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**Michigan Farm News**

**September 16, 1991**

**Market Outlook**

Dr. Jim Hilker, Dept. of Agricultural Economics, Michigan State University

### Seasonal Commodity Price Trends (long term)

**Wheat**

- **Corn**

**Soybeans**

**Hogs**

**Cattle**

- Index: $ = Higher Prices; $ = Lower Prices; $ = Topping; BT = Bottoming; ? = Unsure

### Wheat

- The wheat market has had a positive trend since the middle of July. The question becomes, how long will it last? History shows it seldom pays to hold wheat into the new year, so consider using that as a date to complete sales.

### Dairy

- The dairy market has had a positive trend since the middle of July. The question becomes, how long will it last? History shows it seldom pays to hold wheat into the new year, so consider using that as a date to complete sales.

### Soybeans

- The wheat market has had a positive trend since the middle of July. The question becomes, how long will it last? History shows it seldom pays to hold wheat into the new year, so consider using that as a date to complete sales.

### Hogs

- The outlook for fiscal 1992 is "about the same as 1991" in both volume and sales value. Lower coarse-grain and cotton exports are expected to offset higher soybean, soymeal and high-value product sales.

### Cattle

- Cattle slaughter was running only 1-2 percent above year ago levels as late August, but dressed weights are running nearly 3 percent above year ago levels, which adds up to 4-5 percent more beef. Beef production, along with fairly weak demand, will likely keep cattle and pig prices depressed throughout the fall. Sales to China are forecast to fall to 700 million, from 900 million in fiscal 1990, due mainly to lower wheat prices this year.

**USDA Predicts 1991 Farm Exports Down 6.5 Percent**

U.S. agricultural exports are forecast to fall to 37.5 billion dollars in fiscal 1991 (Oct.-Sept.), falling nearly 6.5 percent from last year's 40.1 billion dollar record, reversing 5 years of steadily rising sales. Factors behind USDA's quarterly Agricultural Export report:

- Reduced grain exports, because of expanded production around the world, are blamed for 34 percent of the expected drop. And despite the recently improving outlook for soybeans, overall U.S. soybeans and product sales are also expected to fall this year, U.S. agricultural imports are forecast at $22.6 billion dollars, down from 1990 but because of declining exports, the U.S. agricultural trade surplus is expected to fall to 15.0 billion from 17.6 billion in fiscal 1990 - also the first drop in 5 years.

###Mathews Company Purchases Kan-Sun Product Line

Mathews Company has purchased the Kan-Sun Dryer product line from Butler Manufacturing, Kansas City, Miss. The purchase includes all inventory, tools, prints, fixtures and parts for the Kan-Sun Grain Dryers. Effective immediately, parts for Kan-Sun Dryers will be available from Mathews Company in Crystal Lake, Ill.

- The purchase comes after numerous requests from Kan-Sun dealers and customers for the continuation of the Kan-Sun Dryer. Mathews plans to market the new M-C Kan-Sun product line in the Spring of 1992. Mathews Company was established in 1954 and is one of the pioneers in continuous flow grain dryers.

**Swine Research to Reduce Phosphorus Losses**

Animal scientists at Michigan State University are experimenting with a phosphorus enzyme produced by genetically engineered bacteria which can virtually eliminate phosphorus pollution problems that occur when too much swine manure is applied to cropland. Elwyn Miller, professor of animal science at MSU, is conducting research on phytase, an enzyme that allows swine to utilize phosphorus in corn and soybean meal. Miller says there's enough phosphorus in a typical swine diet if it's made available to the animal by phytase. The cost of supplementing phytase is expected to be about the same as the cost of supplementing inorganic phosphorus. Unfortunately, phytase is only produced in Finland, and isn't available commercially in the United States.

### Hog Slaughter

Hog slaughter was running around 6.5 percent above year ago levels in late August, but dressed weights are running nearly 2 percent above year ago levels, which adds up to a 5-6 percent increase in total beef production. Hog slaughter, along with fairly weak demand, will likely keep cattle and pig prices depressed throughout the fall. Sales to China are forecast to fall to 700 million, from 900 million in fiscal 1990, due mainly to lower wheat prices this year.

- The outlook for fiscal 1992 is "about the same as 1991" in both volume and sales value. Lower coarse-grain and cotton exports are expected to offset higher soybean, soymeal and high-value product sales.

**USDA Predicts 1991 Farm Exports Down 6.5 Percent**

U.S. agricultural exports are forecast to fall to 37.5 billion dollars in fiscal 1991 (Oct.-Sept.), falling nearly 6.5 percent from last year's 40.1 billion dollar record, reversing 5 years of steadily rising sales. Factors behind USDA's quarterly Agricultural Export report:

- Reduced grain exports, because of expanded production around the world, are blamed for 34 percent of the expected drop. And despite the recently improving outlook for soybeans, overall U.S. soybeans and product sales are also expected to fall this year, U.S. agricultural imports are forecast at $22.6 billion dollars, down from 1990 but because of declining exports, the U.S. agricultural trade surplus is expected to fall to 15.0 billion from 17.6 billion in fiscal 1990 - also the first drop in 5 years.

Total sales to Japan, the leading importer of U.S. agricultural goods, are forecast at 7.8 billion dollars, down from 8.1 billion. The outlook for fiscal 1992 for meat goods, says USDA, soybeans. Soybean, U.S. soybean and product sales are expected to fall to 19.9 billion dollars, from 20.0 billion in fiscal 1991, due mainly to lower wheat prices this year.
Chicago Exchanges Closer on Unified Trade Clearing

Chicago's two major futures exchanges are a step closer to common clearing of trades after a dispute between the Chicago Board of Trade and its clearing organization apparently has been resolved, according to Knight Ridder News.

CBT and Board of Trade Clearing Corp. officials have formed a new committee to meet with the Chicago Mercantile Exchange, exchange officials said. The new panel will work on combining the Exchange's now separate clearing systems.

The Clearing Corp. also decided at a recent meeting that the CME should be an equal partner in a unified clearing system.

Combined clearing would reduce the cost of trading futures on Chicago's markets. The two exchanges have been meeting for a year on ways to combine the systems.

However, differences of opinion between the CBT and its clearing organization on how to approach common clearing have put discussions on hold for the last three to four months, an industry source said.

"A major hurdle is out of the way and we can begin to address the issues." about unified clearing, said Jack Sandler, CME chairman and Futures Exchange Common Goals Committee co-chairman.

CBT Chairman William O'Connor has been actively campaigning in favor of a unified system, saying in a letter to members that the potential cost savings are "necessary to our very survival as a financial institution."

O'Connor said unified clearing would bring a bigger capital base to the exchanges, improve the analytical capacities of the clearing systems and enhance the CBT's international profile.

U.S. Pork Exports to Japan May Improve

Japanese consumers are having their pork and eating it, too. A Tokyo daily recently reported that increased volumes of imported pork have been responsible for keeping Japanese summer pork prices in check.

"A shortage of market hogs in July and August, combined with the popularity of summer barbecues in Japan, usually sends prices soaring during this time of year," said Toshi Tanaka, director of the U.S. Meat Export Federation's Tokyo office.

Japanese chilled pork imports come primarily from Taiwan and the U.S., with some from Denmark. Last year, U.S. chilled pork accounted for 30.7 percent of all U.S. pork exports to Japan, while Taiwan exported only 15.7 percent of its pork as chilled product.

"Recently, U.S. packers have been employing technology and streamlining slaughter techniques to increase the shelf life of U.S. chilled pork, enabling the U.S. industry to compete with countries whose shipping time is far less," said Tanaka.

Tanaka feels U.S. pork producers have reason to be optimistic about growing export opportunities in Japan, particularly for chilled product. He points to the size of and thus the uniformity in quality of U.S. pork packing operations.

High land prices, pollution and labor shortages make it likely that Japanese pork production will continue to decline. Taiwan, Japan's largest pork supplier, plans to reduce production due to the country's industrial revolution and pressures brought on by a rapidly developing economy and limited land supply, said Tanaka.

The 95 horsepower Quadram power engine features a new design combustion chamber and piston head that achieves more complete air/fuel mixing for economical, powerful, and cleaner combustion.

A 12-speed syncromesh transmission is simple in design and rugged in construction, providing carefully chosen gear ratios with logical, sequential gear and speed progression.

A new, optional four-wheel drive can be manually engaged-on-the-go, a real time saver when you need extra traction to get through slippery spots or up an incline. A 50-degree steering angle gives excellent maneuverability in tight quarters, while the front tires keep a full footprint on the ground through a complete turn.

A "Hydralock" differential gives total control at all times since it's activated automatically whenever the rear differential lock pedal is engaged. When not engaged, it works like a conventional differential. This avoids the scrubbing and tire wear associated with a "limited slip" type of differential lock.

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- Discount prescription drugs
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- Farm, auto and life insurance
- Farm Bureau - always there and proven effective...

For your nearest Farm Bureau office call 1(800) 292-2680 extension 3237
As farmers harvest corn for silage, they need to be wary of the dangers of nitrogen dioxide - silo gas - that can accumulate in the silo. Exposure to silo gas can cause permanent injury or death.

"The highest concentrations of nitrogen oxides usually occur 48 hours after the silo is filled," says Howard J. Doss, Michigan State University Extension agricultural safety specialist, "but no one should go into a silo for four to six weeks after filling."

When silo gas is highly concentrated, it can kill a person in a matter of seconds - and it can also kill anyone who attempts a rescue. In low concentrations, silo gas damages the respiratory system when nitrogen dioxide combines with moisture in the lungs to form nitric acid. This acid eats away at lung tissue and can cause permanent damage.

Nitrogen oxide is heavier than air, so it may form yellowish layers of mist above the silage or drop down the silo chute if hatches are leaking or missing just above the top of the silage. Anyone who must enter a silo during or just after filling should follow these procedures:

- Open a silo door above the silage level to allow any silo gas present to drain out of the silo.
- Run the blower at the base of the silo 15 to 30 minutes before entering to let fresh air in above the silage.
- Always wear a self-contained breathing apparatus when entering the silo within four to six weeks after filling.
- When entering the silo, be sure to ventilate the silo chute for 10 to 15 minutes beforehand, and open several hatches to move out any pockets of gas.
- Never work alone in a silo. Always work in pairs so that someone can go for help in an emergency.

Beware of Silo Fires, Too

Silage with moisture content between 25 and 35 percent can ignite and burn spontaneously. Most silo fires occur in conventional cement silos within the top 10 feet of the silage.

If you discover a silo fire, you should call your fire department immediately. In the early stages of fire, the silo and perhaps some of the silage may be saved. Hot silage can be unloaded without damage to the silo or silo unloader, but the fire department should be standing by to douse any hot embers.

Unfortunately, silo fires are frequently well along before they are discovered. Then the silage is ruined or reduced to ashes, and the silo itself can be damaged or destroyed.

Because of the danger of poisonous silo gas, any farmer or firefighter who enters the silo must wear a self-contained breathing apparatus. Firefighters should not walk on the silage because of the danger of cave-in above burned-out pockets.

If the fire is well established, large amounts of water will be needed. Make sure all those aware of any farm ponds, creeks, or swimming pools in the area from which they might be able to draft water. The large size of modern silos can be a complicating factor for firefighters. The smaller the silo, the better the chance of controlling and extinguishing the fire.

In oxygen-limiting silos, fires are rare - but they do occur occasionally. Such fires are extremely dangerous because of the explosive gases contained by the silo. The lack of oxygen in the silo may be the only thing preventing an explosion. All one must do is to allow more oxygen to enter.

Water should not be used. In many cases, the fire will burn itself out within 24 hours due to the lack of oxygen.

If you have a fire or suspected fire in an oxygen-limiting silo, call the fire department immediately, and then call your silo dealer or manufacturer for advice on handling the situation.

Beware and Remember – Fresh Silage Can be a Deadly Health Threat

TRAVEL SPECIALS

Tour the Grand Canyons of North America by Rail - See America by train - this 12 day package will take you through Grand Canyon, Oak Creek Canyon, Copper Canyon and Chihuahua. The two departure dates are: October 16, 1991 and November 2, 1991. The train leaves from Chicago and includes recliner coach seats with leg rests, seven nights at first class hotels, seven meals and full escort service. Private sleepers on the train are available for an extra fee. Also, departure can be arranged from the train are available for an extra fee. Also, departure can be arranged from other midwest cities based on availability. *Form of payment must be check only.

Regular Rate for Oct. 16th: $1135. pp*
FARM BUREAU Member Price: $1112. pp*
Regular Rate for Nov. 2nd: $1095. pp*
FARM BUREAU Member Price: $1073. pp*

Go Chicago, it is Your Kind of Town. Leave Friday on the Train from your favorite midwest city and return Sunday. This 3 day/2 night package includes round trip rail, two nights at the Palmer House and based on double occupancy. The Palmer House is located close to the Art Institute and the famous Marshall Fields Department Store. The Palmer Hotel offers a delicious buffet breakfast and evening meal. Regular Price: $147 pp*
FARM BUREAU Member Price: $140 pp*

Caribbean Cruise.

Carnival Cruise Lines is offering a very special 7 day cruise aboard FESTIVAL SHIP. The departure dates are November 10, 1991 and November 17, 1991. The ship departs from San Juan and stops in St. Thomas, St. Maarten, Dominica, Martinique and Barbados. The price includes round trip airfare from Detroit, cabin, meals and entertainment. *Port taxes are additional. On this cruise you will experience the breathtaking aqua waters of the caribbean to the lush island mountains.

Regular Rate, inside cabin: $1369 pp*
F B Member Price: $1056 pp*
Regular Rate, outside cabin: $1429 pp*
F B Member Price: $1161 pp*

*Per Person
Note: All packages are subject to availability. Prices are subject to change or variation.
Two Farm Credit Banks Continue Merger Talks

Directors of the Farm Credit Banks of St. Louis, Mo., and St. Paul, Minn., are exploring a possible merger. At the same time, the Farm Credit Banks located in Omaha, Neb., and Sacramento, Calif., dismissed the possibility of a merger with the four-bank study project.

Dan Kelley, an Illinois farmer who chairs the Merger Steering Committee, said that "Directors of the St. Louis and St. Paul banks were committed to determining whether a single bank would provide more efficient and effective credit services to farmers and ranchers in the combined seven-state district."

The Farm Credit Bank of St. Louis is the single largest source of credit and related services to farmers in Iowa, Nebraska, South Dakota, and eastern Idaho, said, "We have appreciated the opportunity to engage in serious merger dialogue with our sister banks in St. Louis, Omaha and St. Paul. Our decision is to redirect efforts and resources toward enhancing district profitability with a reduced near-term emphasis on evaluating merger options."

"We will continue to monitor merger progress between other districts with the full intent of keeping our district's options open," Pinkham said.

Kelley said that representatives of the two Farm Credit Banks actively pursuing a merger will meet next week in St. Paul to discuss a number of strategic and technical questions. Additional meetings involving the St. Louis and St. Paul banks and Farm Credit Services are scheduled for September.

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The series of connected barns pictured above are just part of a much larger complex that houses close to 2,000 cows, all basically under one roof. According to Bickert, large facilities such as these were previously owned by the past German Democratic Republic government.

With the crumbling of the Berlin Wall and the German Democratic Republic (GDR), and large farm cooperatives.

One of the biggest problems with the farms, Bickert said, is the design of facilities. One barn that he toured had over 4,000 cows, all in one barn. These buildings, constructed entirely of cement, have poor ventilation and slatted, slippery floors.

"My goal is to gradually introduce some of the ideas in housing here that have proven to be successful here," Bickert said. "Their climate is very similar to ours, so they could use the same type of barns that we use."

According to Bickert, the poor environment and inefficient facilities have kept a lid on milk production. Compared to Michigan's yearly average of about 13,500 pounds per cow, the yearly average in Germany is 10,000 - 12,000 pounds per cow.

Most of the milking parlors, Bickert said, are rotary parlor and some rotate up to 60 cows at once. Again, ventilation is a problem and so is maintenance.

Maintenance problems fall into three areas, Bickert said. Some stem from poorly constructed facilities. The feeding systems, are generally unreliable, using outdated equipment. The ventilation systems are labor intensive and typically poorly managed, he said.

"Part of the labor situation comes from when they were East Germany. In that society, everyone had a job and everyone got paid," said Bickert. "They have to cut back on labor and increase production."

Bickert explained that besides cutting back on labor, farmers in Eastern Germany must also build better facilities, take better care of animals and also improve the genetics of animals raised. He said the East Germans now have a mixed black and white breed but should move toward more western Holstein breeds.

"They need a long term management plan. If they are going to be competitive," added Bickert, "they need to make a gradual movement toward lower costs and less complicated systems."

**Reducing the Risk of Poor Wheat Yields**

It was a poor year in 1991 for wheat yields across the state, according to MSU's Cooperative Extension Service. Overall production for Michigan was down 20 percent from last year. The problems with diseases in wheat and unfavorable weather, coupled with prices, have greatly discouraged growers.

To evaluate winter wheat as a viable enterprise for your farm, remember that unusual weather was responsible for most of the problems. Then do everything you can to prevent disease and insect pest problems from developing.

Learn how to scout your fields for problems to catch them early. Develop written resources or contact with people who can quickly help you diagnose and treat problems. Reduce market risk by developing marketing skills that allow you to capture favorable prices whenever they occur during the period of about one year before and one year after harvest.

Some wheat production tips from MSU crop specialists include using quality seed, germination tested, cleaned and treated with Vatavax or Baytan. Select high yielding, disease resistant varieties from annual MSU variety trials. Harris, a soft white variety, has been near the top the last few years due to good disease tolerance. Chelse is a new soft white variety developed by MSU with good disease resistance and top yields. Among the red wheats, top varieties in the last two trials have been Freedom, Pioneer 2534, Tawn and GR 876.

Avoid planting prior to the Hessian fly-free date or allowing volunteer wheat to persist through the fall. Volunteer wheats should be controlled in the fall with either tillage or herbicides to prevent the successful overwintering of the Hessian fly according to MSU Entomologist Doug Landis.

Apply P and K by soil test and add only 20 to 25 lbs. of N. Soils that get over 10 tons or 3,000 gallons of manure don't need any fall N. In the spring, apply 50-60 lbs. of N to soils over 4 percent organic matter (O.M.), 60-80 lbs. to soils with 2 to 4 percent O.M. and 80-90 lbs. to soils with less than 2 percent O.M. Check this on all fields about every 5 years. Organic matter information is necessary for some herbicide rates, too.

For more information about proper fertilization practices, refer to Extension bulletin E-2188, "A Production Guide for Michigan Wheat," or contact your local CES office.

**Table 1. Michigan State University Wheat Breeding Program, 1991 Variety Trial Summary.**

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<th>1990</th>
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<th>3 year</th>
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| 1. Data for 1989 and 1990 are from MSU trials (white wheats) and 3 (red wheats). 1991 data all from MSU trials 10 except those marked *, which are from MSU trial 9.
| 2. Test weights are averages across years.
| 3. For additional information contact Dr. Rick Ward, Department of Crop and Soil Sciences, MSU, 517-355-2231. |
Retailers, Foodservice, Packers: "Help Us Sell Your Meat Products"

One of those rare occasions occurred in the meat industry Aug. 18 and 19. The various segments of the meat industry sat in the same room and came to the same conclusion: increasing demand for meat has to include stimulating producers, packers, processors, retailers, and food service operators to put consumer-responsive meat into the supply channel. The big questions was how?

This discussion occurred during the product technology workshop, titled "Is What We've Got, What They Need?" during the National Live Stock and Meat Board's Demand Strategies '91 meeting, in Grand Rapids. Instead of starting the discussion from the production side of the equation, the session began at the consumption end of the meat channel.

One of several speakers included Dr. Jack Allen, Ph.D., of the Food Marketing Institute at MSU. Allen, although critical of the product variability common at the retail level, said the industry is about to roll out important information to retailers that will be valuable.

Allen commented that a recent study of meat cases found meat that was six to 40 days old, of various grades, fat and bone content, and tenderness. He said one key to reducing meat variability is for the meat industry to move toward central fabrication and packaging. But he said, no strategy will succeed without change. "So we can't expect to keep doing what we've always done and be successful."

William C. Hale, a food industry consultant, summed up focus group research conducted for Demand Strategies '91 with leading foodservice companies. He said the meat industry needs to help remove barriers to increasing demand through the foodservice channel including:

- End confusion consumers and foodservice operators have about meat, including diet and health concerns.
- Stimulate interest and desire for meat both from the consumer and the foodservice operator.
- Get the decision-makers' attention about the benefit of promoting meat.

On the other hand, retailers face a different problem, although often with the same themes. "Fresh is the wave of the future, and will have implications for packaging and merchandising," said Chuck Hendryx, meat product development vice president of H.E. Butt Grocery Company. "The commonality of all consumers is that they want quality, value and variety," he added.

Hendryx's message to producers and packers was to give retailers improved boxed and case-ready meats. "Retailers are on the cutting edge of merchandising techniques to sell product and make a profit. Just help us with new products that have variety, value and quality."

"Everyone needs to get into a partnership with the consumer," said Paul Clayton, manager of product integrity and food safety at ConAgra Red Meat Companies. "The consumer teaches us, not necessarily the other way around. The meat industry must move away from a commodity mind-set and become more product-driven from the perspective of the consumer."
"Adopted" Cherry Trees 
Perform Well for Record-Eagle

(EDITOR'S NOTE: Since 1986, Michigan Farm Bureau has conducted an "Adopt-An-Acre" program, under which media participate in the whole operation from planting to picking. Michigan Farm Bureau President Brent and Peg Wagner from whom the Record-Eagle adopted an acre of corn last year. "Both of us felt very happy because we were going to help the person who was to adopt their acre."

It was a happy ending that Marg was able to write for the adopt-an-acre series, the day of reckoning, she called it, when the analysis would show what the adopted acre's bottom line would be. She wrote:

"We would be figuring in both varied costs 
- machinery operation, harvesting, 
- storage and transportation, 
- and fixed costs, including machinery, 
- tax interest on orchard investment, depreciation 
- and taxes.

Since the Koberniks do their own work, 
their labor is not figured into the costs. 
It is not considered a cash expense. 
If they were to figure their labor costs, it would be based on 
30 hour work, the base pay rate of $7 an hour plus fringe benefits. 
We did figure in the costs of babysitting when Alan and 
Cheryl worked in the orchard.

While this year's 9,515-pound crop wasn't as heavy as some in past years, 
the 45-cent-per-pound price (based on an average 89 grade) was the highest the 
Koberniks have received since buying their 
40-acre orchard six years ago. The 45-cent-per-pound price they got this year is 
almost three times as much as the 15.5 cents per pound they received last year 
when they harvested 14,000 pounds on the same acre. 
It is more than five times the 8.6 
cents per pound they got in 1987. In 1989, 
the year the frost almost wiped them out, 
they grossed $436.16 from the same acre, 
based on a price of 16.4 cents per pound.

And the bottom line for the adopted acre: 
a net profit of $2,959.97 or $41.4 cents per pound. 
Because the industry has had so 
many lean years, back-to-back, most of the 
profit will go to pay bills and to pay off 
interest in loans, the Koberniks said.

Wrapping up the adopt-an-acre series was 
a bitter-sweet experience, Marg said. 
A strong, skilled family had formed 
around her writer and subject's interests through the years. 
When the families were reaching out beyond the boundaries 
of their own fence lines to address the 
cultural and social concerns of their industry through 
Farm Bureau activities, and what their dreams were for the future. 
They learned in the "Adopt-an-Acre" series.

It's not likely that the relationship between Marg and the Kobernik family will end. 
She still keeps in touch with the Michigan Farm Bureau President Brent 
and Peg Wagner from whom the Record-Eagle adopted an acre of corn last year. 
It was a happy ending that Marg was able to write for the adopt-an-acre series. 
Often there was a piece of homemade cherry pie to go with the coffee 
and Marg always enjoyed being the "mystery customer" in the Kobernik's kitchen. 
She's already looking for another "Adopt-an-Acre" series.

The "KINGWOOD" includes: All the same framing lumber for you to construct the home on your foundation. This package includes wood exterior siding & trim, fiberglass asphalt shingles, hardware and 5 sets of blueprints. Tax, lot and labor are extra.