Policy Development Highlights

Among the policies presented, discussed, and eventually adopted, was a school finance policy that supports reduction in property taxes with a shift to other sources to replace the lost revenue. Those sources of revenue could include an increase in the state income tax, sales tax or other taxes.

The delegates also approved policy encouraging the closing of the State Police Detroit Freeway Patrol Post and redistributing those personnel and resources to rural posts that are suffering from budget problems.

Policy was approved in favor of exempting property of those personnel who are suffering from budget problems.

Missouri physicians and farmers in this year's county Farm Bureau conventions were asked to support the state's 10 percent personal income tax increase.

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There is a tremendous challenge ahead of us in agriculture. Demand for food is going to continue to rise in tandem with world population increases and greater affluence in the formerly impoverished nations of Eastern Europe. The agricultural industry can't afford to be a bound giant. Too much is at stake for us, and for the people we feed here in the U.S.

By the year 2020, I believe farmers will have to more than double the production of food in order to feed more people demanding better nutrition than ever before. In some developing countries, food demand will increase as much as four percent a year.

Before the 20th century, almost all of the increase in food production came from bringing more land into production. In the past 90 years, technology has helped make productivity soar and more keep up with population growth.

But, despite this record of success, can agriculture keep up with the explosion of demand that we see coming in the future? Can farmers continue to boost their productivity to meet the food demands of the 21st century? I think we can. But there are significant "chains" that have to be cast aside if we are to be successful.

First of all, environmental and land use constraints will make it more difficult to improve productivity in the future simply by adding inputs or putting more land into production. As all of you well know, the environmental movement is strong, aggressive and beginning to target agricultural practices. Last year, contributions to environmental groups hit $2 billion, double the amount they received in 1987.

Before the election, the Gallup poll reported that 57 percent of voting-age Americans wanted to elect politicians who would impose more environmental restrictions on business. And 59 percent of the respondents, if forced to choose, would take environmental quality over economic growth. Right or wrong, consumers feel very strongly about the environment.

The second major hurdle for agriculture is profitability. Unless we as farmers become more profitable, it's going to be difficult to maintain the vibrant agricultural economic base needed to meet the food needs of the nation's indebtedness.

The government will reach its borrowing limit early next year and all those new members of Congress who have been elected will have to consider the same sort of cuts as the then-President and Congress did in 1985. The law requires the secretary to open the reserve when the average wheat price drops below 120 percent of the wheat loan rate for 90 days preceding the announcement and the estimated wheat ending stocks-to-use ratio in January is more than 37.5 percent. If either one of the conditions is met, the secretary may open the reserve, if both are met, he must. But in the case of 1992 wheat, neither condition will be met, so there is no authority to allow entry into the reserve, according to a USDA release.

Late Corn Harvest Could Yield Shipping Problems

The large volume of corn and the weather delayed harvest could mean much of the corn will not be shipped by rail after the upper Mississippi River is closed to shipping by cold weather. The glut of corn and lack of water transport could mean a shortage of rail cars to transport the grain, especially if there is a surge in exports.

Experts say more than half the U.S. corn exports move down the Mississippi, but that upper tributary is expected to be closed by ice by the end of this month. The late movement of grain from country elevators to ports may put a strain on available hopper cars.

One Of New Congress' First Duties A Sorry One

One of the first things the 103rd Congress will have to do is raise the ceiling on the national debt, if it doesn't want to avoid shutting the government down and defaulting on the nation's indebtedness.

The new labeling rule will define such nutritional terms as light, lite, low fat and high fiber to the new labels by the middle of next year. The same requirements will apply to meats and poultry products regulated by the Agriculture Department as for other packaged foods regulated by the Food and Drug Administration.

Consumer groups praised the new rule, calling it a victory for consumers over special interests. Health and Human Services Director Louis Sullivan said the new labeling requirements will cost the food industry about $2 billion, but he said the amount will be offset by the many billions of savings in health costs resulting from improved nutrition.

The new rule is effective in 1994, but companies are expected to begin switching to the labels by the middle of this year. The new rule will define such nutritional terms as light, lite, low fat and high fiber to become more accurately descriptive of the content of those components in each item and relate nutrient content to the average daily requirement, based on specified caloric content.

The same requirements will apply to meats and poultry products regulated by the Agriculture Department as for other packaged foods regulated by the Food and Drug Administration. Restaurant menus and individual meals served at restaurants are exempt.

USDA Announces 1993 ARP Sign-up Dates

The 1993 acreage reduction program sign-up for feed grains, wheat, rice and upland and extra-long staple cotton will be March 1 through April 30. On Sept. 29, the secretary announced 1993 ARP percentages of 10 percent for corn and 5 percent for grain sorghum. The ARP for barley, oats and wheat were set at zero percent.

Food Labeling Differences Resolved

President Bush took a hand in the decision to put uniform labels on literally hundreds of thousands of food packages by 1994. The decision was due last month, but was held up to all packaged foods regulated by the Food and Drug Administration.

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Fuel Tax

MFB Position: MFB was successful in having a proposal to eliminate the 2 percent evaporation allowance removed from the original bill. MFB also expressed concern regarding the change in taxation, and the additional paperwork required to obtain refunds.

MFB Contact: Ron Nelson, Ext. 2043

Property Tax Reform

MFB Position: None at this time form proposal that would remove voted millage as a source of funding for school operations. The 10-bill package and an additional two resolutions would shift school funding to income tax and increase the Single Business Tax. In addition, personal property would be totally exempt from taxation.

MFB Contact: Ron Nelson, Ext. 2043

Pasteurized Milk Ordinance

PMO bills H.B. 5590, sponsored by Representative Harder, and S.B. 1058, sponsored by Senator McNamara, remain in the Senate Agricultural Committee. Due to the limited session, ending Dec. 4, the bills were not reported out of committee and also will die at the end of the session.

The bills as introduced adopt the Federal Pasteurized Milk Ordinance, which is the standard by which milk moves across state lines.

Indications are the bills will be reintroduced early next session to adopt the Federal PMO.

MFB Contact: Kevin Doneth, Ext. 2043

All-Terrain/Off-Road Vehicles

H.B. 5793, introduced by Representative Marlow, would allow a farmer to operate an ATY/ORV for farm use within the road right-of-way without obtaining a license for the vehicle. Currently, the vehicles are not licensed for road use and thus are not legal on the road.

Provisions of the bill require operations by a licensed driver, 16 years of age, during daylight hours. Travel must be on the extreme right of the highway right-of-way if it's not practical to operate the ATV off the highway.

H.B. 5793 moved to the Senate Agricultural Committee and because of limited session, was not reported out of committee before the end of the legislative session.

MFB Contact: Ron Nelson, Ext. 2043

Legislative Note

Thursday, Dec. 4, was the last day of the legislative session for 1992. All bills not considered on that day will expire at the of 1992. No additional session days are anticipated during December. The 1993 session convenes on Jan. 13, 1993.

Michigan Farm Bureau (517) 323-7000
With warmer and wetter than normal conditions during most of the month, November weather made field work possible in many instances. An active storm track out of the southwestern U.S. through the Great Lakes area was largely responsible. Because Michigan was largely in the middle of or to the east of the main storm track, warmth and rain were frequently transported into the state, resulting in precipitation mainly in the form of rain across southern and central sections, and mostly snow/freeze/frozen precipitation further north. Although precipitation totals for most of the month were normal in some cases, due to the speed of the storms, wet and windy conditions continued, leading to concerns about crop damage. The problems brought about by normal to above normal precipitation, above normal temperatures (especially during the daylight hours) will keep topsails unfurled and largely unsuitable for any field work.

The outlook for the remainder of December indicates above normal temperatures and above normal precipitation. The latest 90-day National Weather Service Outlook predicts that both temperature and precipitation will be closer to normal.

## Michigan

Michigan is experiencing cloudy and slightly cool conditions for the fore-\(\text{c}^\text{e}_\text{d}\) days of the first week of December. The exception to the coolness and cloudy conditions is in the southwest, which is seeing warmer conditions. The National Weather Service is predicting that the temperatures will remain near normal for the remainder of the month.

## Midwest Harvest – Water, Water Everywhere

### Michigan

Corn harvest was reported as 40 percent complete, compared to 100 percent last year, and the five-year average of 97 percent. Field dry conditions were observed, and there were reports of mold and weeds. There was also a report of a field fire in the southwest.

Soybean harvest advanced to 90 percent complete statewide, close to the 99 percent five-year average. The winter wheat crop was reported as 55 percent good to excellent, down 5 percent from the previous report.

### Ohio

Corn harvest is making moderate progress. In Ohio, because it was well behind normal, due to wet fields in many areas of the state, the Agricultural Statistics Service, 75 percent of the corn had been harvested, compared to 100 percent in 1991. There were also reports of elevators closing early or altogether because they were full. Elevation reports are backed up because the drying time required for this year's crop with an average moisture content was 7.5 percent. Lodging was reported due to wet conditions, and mold was noticed in northeast Ohio.

### Indiana

Farmers were making slow but steady progress toward completion of corn harvest, which has been hindered by wet fields, mud and lodging. Below-normal temperatures, over the past week should help field conditions as soils freeze. Corn was 79 percent harvested as of Dec. 7, down from the five-year average of 99 percent. Nearly 27 percent of the corn had been harvested in northern Indiana, 80 percent in central areas of the state.

### Illinois

Drier weather had given Illinois farmers a boost in efforts to complete corn harvest, which stood at 88 percent complete, compared to 100 percent in 1991 and the five-year average. Freezing weather should help complete harvest quickly.

### Iowa

Wet fields and mud continue to make harvest difficult, with reports of corn that's still standing, deteriorating in condition. Nearly 85 percent of the corns had been harvested, as compared to the 1992 harvest average. The most extensive harvest delays were in the southern 1/3 and eastern areas of the state. Strong winds had caused some damage, with heavy lodging reported on 3 percent of the acreage, and moderate to 20 percent of the acreage. Slow harvest did help ease a potential storage space, with 38 percent of the reporters noting shortages of space.
Laurie outlined some of the activities that MACMA has been involved in to meet the needs of this extremely stressed commodity in Michigan, Laurie told co-op members.

"These needs not only include a changing consumer preference, product development, and market expansion, but they also include an awareness on the part of the growers and processors that a highly volatile commodity like red tart cherries needs some form of market and production stability," Laurie said. "Stability will take some form of market and production stability, recognizing a rapidly changing industry, and a retailer in the same marketplace, financially led the FPC Board to the conclusion that perhaps our niche in the marketplace was, as the founders of this co-op had determined, serving the independent cooperative wholesale market."

Laurie said the decision to sell FPC's retail centers to existing independent cooperatives was a good one, and that FPC is positioned to be the regional cooperative that can offer the support services that cooperatives need – services that aren't available from any fuel supplier up and down the street.

"There's no doubt that there's a place for a Michigan-owned and operated regional cooperative in the petroleum farm supply industry," said Laurie.
Market Outlook

Dr. Jim Hilker, Dept. of Agricultural Economics, MSU

Corn
I show the corn market as bottoming; the problem is, it may have a long bottom period. As shown below in Table 1, the excess supply of corn is only about 26 percent more than we need, despite the strong projected demand, due to the record size of the U.S. corn crop. And in Michigan, as all of you are well aware, we have the worst of both worlds—low prices and a poor crop. The poor crop comes in one of two forms, low yield/quality or decent yield/poor quality.

There is no clear choice of pricing tools given the poor quality. The choice needs to be made by lining up the alternatives and picking the best one. The first two factors are, do you have on-farm storage, and, if you do, can you store it without large storage losses? No on-farm storage or unstorageable corn means cash sales.

Some elevators are offering January prices, which would make more that off-set commercial storage rates; check those out. The problem is they may not be willing to store it if the quality is too poor. If you are forced to sell it as you bring it out of the field, check around. Drying rates and discounts could be continuously changing as the elevator’s needs change.

If you fall into the sell cash now or soon category, that does not mean you have to be vulnerable to storage. There are several ways you can take advantage of this. One way is to store and wait to price. At this point, it appears the basis will tighten 25-30 cents by July. Your returns to storage would be the tightening minus your storage costs, which is mostly lost interest. This alternative would be at least a break-even proposition as long as the futures do not drop more than your expected returns to storage, which is unlikely.

Another alternative would be to hedge; this would be a method to lock in your returns regardless of storage costs and the spreads between futures contracts say the market is willing to pay storage.

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Wheat
There are not many positives in my view of the old crop wheat market. Russia is having trouble keeping up with loan payments, China is not up to date and will likely be more upset with Clinton. Canada and the EC have large stocks like us, and winter wheat condition is fair for the most part. If you have a substantial amount of 1992 wheat left, consider selling it.

However, continue to monitor the 1993 wheat crop closely. There is no set-aside requirement for the 1993 crop and it does appear that plantings are up a couple of percent for 1993 with the zero versus 1992 5 percent requirement. If you can lock in a floor over $3.10 prices, consider it on a portion of your expected crop.

Soybeans
At this point, there is both more downside risks and upside potential with soybeans than with corn. This is because projected ending stocks are not as big a negative factor and we have the South American crop to watch all winter. At this point, it appears Argentina’s crop will be in the range of last year’s, but the Brazilian crop looks like it could be significantly bigger, both in terms of area and production fact that planting and early growing season conditions have been good.

For those with commercially stored soybeans, consider selling some on rallies, especially if the basis continues to narrow around. A rally in the futures market will depend on strong projected demand, due to the record size of the soybean crop. The poor crop comes in one of two forms, low yield/low quality or decent yield/poor quality.

Hogs
I, along with most everyone else, have also been underestimating hog prices. And despite that, I feel the futures market is over-estimating hog prices in all the east contracts. So unless the futures have collapsed since Dec. 7, there appears to be some good forward pricing opportunities relative to the way I see the fundamentals.

Check it out for your situation. At this time, I would expect first half 1993 prices to be in the low 40’s with a significant probability of seeing some prices under 40. While summer prices may give some relief, full prices are likely to go back to the same range.

Watch for the Dec. 1 USDA Hogs and Pig Report to be released on Dec. 30 at 3 p.m. I will discuss it in the next issue, which you will receive in mid-January. It will be very relevant at that time, it is important that you get some analysis as soon as possible.

Table 1: Supply/Demand Balance Sheet For CORN

<table>
<thead>
<tr>
<th>USDA Hilker</th>
<th>Proj.</th>
<th>Proj.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1990-91</td>
<td>91.92</td>
<td>92.93</td>
</tr>
<tr>
<td>Corn Acreage (Million Acres)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acres Set-Aside and Diverted</td>
<td>6.3</td>
<td>4.7</td>
</tr>
<tr>
<td>Acres Planted</td>
<td>74.2</td>
<td>76.0</td>
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<tr>
<td>Acres Harvested</td>
<td>67.0</td>
<td>68.8</td>
</tr>
<tr>
<td>Bu./A. Harvested</td>
<td>168.5</td>
<td>108.6</td>
</tr>
<tr>
<td>Stocks (Million Bushels)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Beg. Stocks</td>
<td>1345</td>
<td>1521</td>
</tr>
<tr>
<td>Production</td>
<td>7394</td>
<td>7474</td>
</tr>
<tr>
<td>Imports</td>
<td>3</td>
<td>20</td>
</tr>
<tr>
<td>Total Supply</td>
<td>9282</td>
<td>9016</td>
</tr>
<tr>
<td>Use:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Feed</td>
<td>4869</td>
<td>4897</td>
</tr>
<tr>
<td>Food/Seed</td>
<td>1387</td>
<td>1434</td>
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<tr>
<td>Total Domestic</td>
<td>6036</td>
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<tr>
<td>Exports</td>
<td>1722</td>
<td>1584</td>
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<tr>
<td>Total Use</td>
<td>7761</td>
<td>7915</td>
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<tr>
<td>Ending Stocks</td>
<td>1521</td>
<td>1100</td>
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<tr>
<td>Percent of Use</td>
<td>19.6%</td>
<td>13.8%</td>
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<tr>
<td>Regular Loan Rate $</td>
<td>1.57</td>
<td>1.6</td>
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<tr>
<td>U.S. Season Average</td>
<td>$1.80</td>
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<tr>
<td>Farm Price, $/bu.</td>
<td>$2.20</td>
<td>$2.40</td>
</tr>
<tr>
<td>Source: USDA &amp; Hilker</td>
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Table 2: Supply/Demand Balance Sheet For WHEAT

<table>
<thead>
<tr>
<th>USDA Hilker</th>
<th>Proj.</th>
<th>Proj.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1990-91</td>
<td>91.92</td>
<td>92.93</td>
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<tr>
<td>Wheat Acreage (Million Acres)</td>
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<td></td>
</tr>
<tr>
<td>Acres Set-Aside and Diverted</td>
<td>3.2</td>
<td>10.0</td>
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<tr>
<td>Acres Planted</td>
<td>77.3</td>
<td>69.9</td>
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<tr>
<td>Acres Harvested</td>
<td>69.4</td>
<td>58.1</td>
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<tr>
<td>Bu./A. Harvested</td>
<td>39.5</td>
<td>34.1</td>
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<tr>
<td>Stocks (Million Bushels)</td>
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<td></td>
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<tr>
<td>Beg. Stocks</td>
<td>536</td>
<td>866</td>
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<tr>
<td>Production</td>
<td>2732</td>
<td>1981</td>
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<tr>
<td>Imports</td>
<td>37</td>
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<tr>
<td>Total Supply</td>
<td>3309</td>
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<tr>
<td>Use:</td>
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<td></td>
</tr>
<tr>
<td>Food</td>
<td>796</td>
<td>785</td>
</tr>
<tr>
<td>Seed</td>
<td>90</td>
<td>94</td>
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<tr>
<td>Feed</td>
<td>489</td>
<td>259</td>
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<tr>
<td>Total Domestic</td>
<td>1375</td>
<td>1137</td>
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<td>Exports</td>
<td>1066</td>
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<tr>
<td>Total Use</td>
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<tr>
<td>Ending Stocks</td>
<td>866</td>
<td>472</td>
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<tr>
<td>Percent of Use</td>
<td>35.4%</td>
<td>19.6%</td>
</tr>
<tr>
<td>Regular Loan Rate $</td>
<td>1.95</td>
<td>2.04</td>
</tr>
<tr>
<td>U.S. Season Average</td>
<td>$3.00</td>
<td></td>
</tr>
<tr>
<td>Farm Price, $/bu.</td>
<td>$2.61</td>
<td>$3.00</td>
</tr>
<tr>
<td>Source: USDA &amp; Hilker</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Table 3: Supply/Demand Balance Sheet For SOYBEANS

<table>
<thead>
<tr>
<th>USDA Hilker</th>
<th>Proj.</th>
<th>Proj.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1990-91</td>
<td>91.92</td>
<td>92.93</td>
</tr>
<tr>
<td>Soybean Acreage (Million Acres)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acres Set-Aside and Diverted</td>
<td>57.8</td>
<td>59.1</td>
</tr>
<tr>
<td>Acres Planted</td>
<td>56.5</td>
<td>58.0</td>
</tr>
<tr>
<td>Acres Harvested</td>
<td>34.1</td>
<td>34.3</td>
</tr>
<tr>
<td>Stocks (Million Bushels)</td>
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<td></td>
</tr>
<tr>
<td>Beg. Stocks</td>
<td>239</td>
<td>329</td>
</tr>
<tr>
<td>Production</td>
<td>1926</td>
<td>1981</td>
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<tr>
<td>Imports</td>
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<tr>
<td>Total Supply</td>
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<tr>
<td>Use:</td>
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<td></td>
</tr>
<tr>
<td>Crushings</td>
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<td>1254</td>
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<tr>
<td>Exports</td>
<td>557</td>
<td>685</td>
</tr>
<tr>
<td>Seed, Feed and Food</td>
<td>94</td>
<td>102</td>
</tr>
<tr>
<td>Total Use</td>
<td>1838</td>
<td>2040</td>
</tr>
<tr>
<td>Ending Stocks</td>
<td>329</td>
<td>278</td>
</tr>
<tr>
<td>Percent of Use</td>
<td>17.9%</td>
<td>18.3%</td>
</tr>
<tr>
<td>Regular Loan Rate $</td>
<td>5.40</td>
<td>5.52</td>
</tr>
<tr>
<td>U.S. Season Average</td>
<td>$5.00</td>
<td></td>
</tr>
<tr>
<td>Farm Price, $/bu.</td>
<td>$5.74</td>
<td>$5.60</td>
</tr>
<tr>
<td>Source: USDA &amp; Hilker</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

If we do have an average or even crop, I expect ending stocks will grow. This is not to say I am bearish on new crop, but rather I can see a scenario with significant downside risk. On the other hand, expected ending stocks are still relatively tight, therefore, a wheat crop below expectation could be quite bullish.
Corn Harvesting & Marketing — Evaluate Your Alternatives

by Gerry Schwab, Roger Bez, and Roy Black, Michigan State University

Introduction
That feeling of satisfaction and accomplishment that accompanies completion of full harvest is yet to be felt by many Michigan corn growers. Moisture levels remain high in the corn grain and in the soil profile. Many growers continue to push on the corn harvest as fast as dry capacity and field conditions permit.

Moisture vapor clouds hang over the dryer indicating the high amounts of moisture being burned off by purchased gas energy. The question being asked by this article is the need to identify and evaluate the economics of other corn harvest and marketing alternatives.

Selected Alternatives
1. HIGH MOISTURE CORN — Harvest as soon as possible (ASAP) and sell high moisture corn (HMC) to livestock producers who can feed this product. The most obvious attraction to HMC is the avoidance of corn drying expenses and the storage risks associated with physical deterioration of a lower-than-normal quality product. Prices being quoted may, at first impression, seem unreasonable but recognize the amount of water that is included in the 56 pounds bushel of HMC.

Table 1 presents adjustment factors that are helpful in determining a price for HMC.

<table>
<thead>
<tr>
<th>Test Wt (lbs/bu)</th>
<th>TNDF (%)</th>
<th>TDN Adj Factor</th>
<th>Moisture Percentage in Corn (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>40</td>
<td>90.7</td>
<td>0.940</td>
<td>90.021</td>
</tr>
<tr>
<td>42</td>
<td>91.3</td>
<td>0.953</td>
<td>91.469</td>
</tr>
<tr>
<td>44</td>
<td>92.0</td>
<td>0.963</td>
<td>92.813</td>
</tr>
<tr>
<td>46</td>
<td>92.1</td>
<td>0.966</td>
<td>92.917</td>
</tr>
<tr>
<td>48</td>
<td>92.2</td>
<td>0.972</td>
<td>93.028</td>
</tr>
<tr>
<td>50</td>
<td>93.0</td>
<td>0.980</td>
<td>94.095</td>
</tr>
<tr>
<td>52</td>
<td>93.5</td>
<td>0.993</td>
<td>95.050</td>
</tr>
<tr>
<td>54</td>
<td>94.5</td>
<td>0.986</td>
<td>96.063</td>
</tr>
<tr>
<td>56</td>
<td>95.1</td>
<td>0.993</td>
<td>97.050</td>
</tr>
<tr>
<td>58</td>
<td>96.4</td>
<td>1.000</td>
<td>98.095</td>
</tr>
</tbody>
</table>

1 TND and Adj Factors from a paper entitled "Does Test Weight Influence the Nutritional Value of Corn?" A.S. Minos 266, by S. Rust et al.
2 Moisture shrink calculated using formula below where standard is defined as 85% Dry Matter (DM), 15% moisture

Adj factor for moisture = % DM in Standard - % DM Moisture Standard - .005 dry matter shrink adj

Market Outlook Continued... Cattle

My advice to feedlots is to keep very cur- rent; the fed cattle market we have seen the early summer placements. Unless the on- going demand side, and I have no reason to believe that will continue.

However, on the supply side, fewer are coming on the market than expected given early summer placements. Unless the out- going reports were significantly off base we might expect a yearly increase in slaughter the first quarter of 1993.

When I talk about a decrease in cattle prices I mean in reference to today’s cash prices, not in the futures market. The futures mar- kets have already discounted for the above discussion. Fundamentally, the futures prices through October seem reasonable.

This is somewhat different than has been typical the last several years where the mar- ket was generally below where supply and demand would imply, and then the prices would increase over time as we approached the contract.

Because of that, there were seldom any good forward pricing opportunities. That isn’t always the case today; in many in- stances the futures will allow you to lock in break-even or above prices.

3. Harvest ASAP and Store — To pursue this option, your implied marketing strategy is that either the basis will narrow and/or the market price will increase. If one or both occur, your returns on storage should be positive. A check of market advisory resources, including this newspaper, will provide some insights as to the proba- bility of success for this strategy. Your mon- etary cost of storage and the risk of physical deterioration or spoilage are critical in evaluat- ing this alternative.

4. Delay Harvest to Spring — Storing corn on the stalk until April may not appeal to the majority, but in this most un- usual year is an alternative that should be explored. In Table 2 in the column labeled Example II is our attempt to explore the economics of this alternative.

The intent is to determine the break-even amount of damage that could occur and still remain at least as well off given the assump- tions about field drying and increased dam- age to the grain. For our example, 5 points of moisture were assumed, which we believe to be conservative if harvest is delayed until April. The bottom line (Line 17 in Table 2) indicates a return of $777.50 per acre or an increase of $41.93 over the De- cember harvest and sell alternative.

What is not yet included and needs to be solved for the breakable amount of field losses due to wildlife and our droppings. By dividing the net difference of $41.93 per acre by the net price received in April (of 2.16 - .30 drying cost) $1.86, the breakable field loss to make this alterna- tive between the December harvest market is 22.5 bushels of corn.

This amounts to a break-loss of 23.5 percent. If the dry down rate is increased to 10 moisture points, the tolerable field loss increases to 39 bushel or nearly 40 percent.
Guidelines on Buying High Moisture Shelled Corn

Compiled by Jerry Lindquist, Osceola County CES Director and Dr. Roger Brook, MSU Ag Engineering Department

Many farms will be short of shelled corn this year in northern Michigan, while many cash crop farm operations in Southern Michigan have corn that cannot possibly all be dried.

With the use of the Michigan Corn Information Exchange program, many of these farmers may be trying to sell their corn to Northern Michigan farmers as a way to market some of their crop. The question then becomes one of how to establish a fair market price for high moisture shelled corn (HMSC).

When negotiating a price with a cash crop farm, determine:

1. How much corn you wish to purchase? Routinely it's based on the market price of dry corn at 15 percent moisture with the HMSC price adjusted to an elevator's shrink table (see Table A).

2. Determine actual corn moisture.

3. How will you base price? Routinely it's based on the market price of dry corn at 15 percent moisture with the HMSC price adjusted to an elevator's shrink table (see Table A).

4. Can you offer some guarantee of payment? Understand that many farmers get nervous when they deliver $20,000 worth of corn to a person they don't know and may never meet. Some farmers are getting a guaranteed note from their lender up to a set dollar amount. Others are setting up an escrow account with a third party like a lender to draw out as corn is delivered.

5. Ask the grower if there is a mortgage on the crop, and if there is, how the payment should be handled. This could avoid legal complications for yourself.

6. Determine pricing for trucking, routinely $2 per loaded mile or $.20 - $.25 per wet bushel.

How To Determine Price For Delivered HMSC:

1. Before delivery, agree to a fair market price for 15 percent moisture corn. The current market has been in the $1.75 - $1.90 per bushel range in central Michigan. If you have a method to determine corn test weight, you may agree to discount the market price if the test weight is below 56 (see Table B). Other possible discounts are for foreign matter and kernel damage, mold, or sour smell.

2. Determine actual corn moisture.

3. Determine delivered wet weight of truck load from the trucker's certified scale receipts.

4. Then use the following equation:

\[
\text{Price} = \frac{\text{Weight delivered} \times \text{Market price of dry corn per bushel}}{1.00 - \text{shrink factor from Table A}}
\]

Table A: Common Central Michigan Elevator Shrink Table

<table>
<thead>
<tr>
<th>Corn Moisture</th>
<th>Shrink Factor</th>
</tr>
</thead>
<tbody>
<tr>
<td>26.0</td>
<td>.154</td>
</tr>
<tr>
<td>27.0</td>
<td>.168</td>
</tr>
<tr>
<td>28.0</td>
<td>.182</td>
</tr>
<tr>
<td>29.0</td>
<td>.199</td>
</tr>
<tr>
<td>30.0</td>
<td>.219</td>
</tr>
<tr>
<td>31.0</td>
<td>.239</td>
</tr>
<tr>
<td>32.0</td>
<td>.259</td>
</tr>
<tr>
<td>33.0</td>
<td>.279</td>
</tr>
<tr>
<td>34.0</td>
<td>.299</td>
</tr>
<tr>
<td>35.0</td>
<td>.319</td>
</tr>
</tbody>
</table>

Table B: Common Test Weight Discounts

<table>
<thead>
<tr>
<th>Test Weight</th>
<th>Discount cents/Bu.</th>
</tr>
</thead>
<tbody>
<tr>
<td>50</td>
<td>.01</td>
</tr>
<tr>
<td>52</td>
<td>.02</td>
</tr>
<tr>
<td>51</td>
<td>.03</td>
</tr>
<tr>
<td>50</td>
<td>.04</td>
</tr>
<tr>
<td>49</td>
<td>.06</td>
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<tr>
<td>48</td>
<td>.08</td>
</tr>
<tr>
<td>47</td>
<td>.10</td>
</tr>
<tr>
<td>46</td>
<td>.12</td>
</tr>
</tbody>
</table>

Table Egg Market

Allan Rahn and Henry Larzelere

Table egg prices in early December are trading in the upper 70 cent range, around 3 cents per dozen under a year ago.

These prices reflect a late year rally in which egg prices have sharply advanced from a mid-October level of 64 cents per dozen, 11 cents under year ago levels, to their current trading levels. Layer feed costs have been reduced around 2 to 3 cents per dozen due to lower feed ingredient prices, especially corn.

The egg-type chick hatch in October was 6 percent under last year's, and the number of egg-type eggs in incubators on Nov. 1 was down 19 percent. This continues a trend toward reduced the flock size and reducing production, but the current laying flock remains above year ago levels and table egg production in October exceeded last year's by 2.6 percent.

Producers have reduced hen slaughter rates as prices have strengthened, which implies higher induced molting rates and also that the average age of the flock will be increasing. As the flock gets older, their productivity will also decrease.

Table egg prices during the first quarter of 1993 are expected to average in the low 70 cent range. Typical seasonal price movement patterns suggest that prices during February will be below the average for the quarter, but that January and March price levels will exceed it.

Michigan Farm News

December 18, 1992
The designations will allow “family-sized” farms in both primary and contiguous counties eligible to be considered for low-interest emergency loans from FmHA, according to USDA.

In addition, another 32 counties were designated as contiguous disaster areas, including the following counties:

- Alcona: Leelanau
- Arenac: Lapeer
- Berrien: Marquette
- Calhoun: Missaukee
- Charlevoix: Montmorency
- Cheboygan: Oakland
- Clare: Oscoda
- Crawford: Saginaw
- Eaton: St. Clair
- Gratiot: St. Joseph
- Ingham: Shiawassee
- Isabella: Tuscola
- Jackson: Wayne
- Kalkaska: Wexford
- Kent: Van Buren

The price index for all crops in Michigan fell one percent from its October level. Feed grains and fruit both fell one percent from a month ago, led by corn and apples, which were down seven percent and five percent respectively. Hay rose six percent; potatoes and winter wheat were both up five percent from last month.

The livestock and products index remained unchanged from a month ago. Egg prices rose 34 percent from October, while slaughter cows and hogs fell eight percent and five percent respectively.

Nationally, the November All Farm Products Index of Prices Received by farmers, at 137, was 1.4 percent below October. Price declines for cattle, tomatoes, grapefruit, and lettuce more than offset price gains for oranges, eggs, strawberries, and wheat.

The October Index of Prices Paid for Commodities and Services, Interest, Taxes, and Farm Wage Rates was 192 percent of its 1977 average. The index was unchanged from July 1992, but 1.6 percent greater than October 1991. Lower feed grain, mixed feed, fertilizer; and gasoline prices were offset by higher tractor, combine, feeder pig, and diesel fuel prices.

The Environmental Protection Agency has eased guidelines for pesticide safety testing by dispensing with most field tests on birds and fish, according to the Associated Press. Environmentalists criticized the move as a concession to the pesticide industry that could adversely affect human health.

The EPA said the move would speed testing, allowing more pesticides to be evaluated and more potential hazards to be discovered. EPA denied the change involved any political considerations.

Now there’s a new alfalfa blend with a feature you’ll really appreciate: reliable history. 919™ Brand AlfaLfa is the newest addition to the Northrup King 919 Brand family of alfalfa blends that growers have relied on for years. 919 MF is probably the best 919 blend ever. It’s a combination of trifoliate with multiple pest resistance and alfalfas with the multi-folate trait. Economically priced, too. For reliable performance, 919 MF Brand.
Storage and Feeding of High Moisture Corn
Herb Buchelzit - Dairy Nutrition
Harlan Ritchie - Beef Nutrition
Dale Rozeboom - Swine Nutrition
Stan Rust - Beef Nutrition
Department of Animal Science
Michigan State University

The 1992 corn harvest has been delayed because of excessive kernel moisture and wet field conditions. Moisture levels have been reported as high as 45 percent in several cases. Livestock farmers have been asking a number of questions concerning the harvesting, storage, and feeding of this year's corn grain as high moisture corn. Following are some commonly asked questions and answers concerning the effect of corn grain moisture.

Q. What are the consequences of kernel damage?
A. High moisture corn going into storage at kernel moisture levels above 35 percent will result in the kernel's cracking during mechanical handling (augering and blowing into storage). This breakage of the kernel will cause soury odors to the barn to be exhaled as fine particles.

The starch in fine particles is more soluble and will ferment very rapidly in the rumen. This rapid starch fermentation can result in the kernels cracking during mechanical handling (augering and blowing into storage). This breakage of the kernel will cause soury odors to the barn to be exhaled as fine particles.

Q. What moisture ranges can corn be stored at?
A. With moisture levels of 35 percent or more, normal combining, auguring, and blowing of the grain will probably crack or break the kernels sufficiently for adequate air exclusion and fermentation.

Q. Should a microbial inoculant be used to enhance HMC?
A. Microbial inoculant have demonstrated small and variable effects on preservation of ensiled HMC. As other silages, inoculant tend to reduce pH faster and increase lactic accumulation. Unfortunately, this does not necessarily increase dry matter recovery or bunk stability. Based on recent MSU research on corn under 35 percent moisture, wet corn inoculant appear to be of limited value.

Q. Can propionic acid be used to preserve wet corn?
A. Use of propionic or propionic/acetic acid mixtures have been extensively researched for grain preservation. Acids lower the pH quickly and limit microbial activity. Moisture content and length of storage should determine the amount of acid to use. HMC containing 40 percent moisture and stored for 6 months would need 1.75 percent acid. If the desire is to increase the length of storage, for each additional month and additional 3 percent, more acid is required.

Acids are potentially corrosive metals, especially galvanized metal. It is recommended practice to wash equipment (i.e. augers, etc.) that were in immediate contact with the acid during handling. Once the acid is absorbed into the grain, it's less corrosive and will not harm feeding equipment.

Companies supplying the acids do not recommend storage of the treated grain in upright silos. There is a tendency for moisture to migrate, dilution of the acid and formation of "hot spots." Recommended storage includes bins, bunker silos, plastic tubes, or piles on hard surfaces.

Q. What moisture ranges can corn be stored at?
A. Pure acids are least expensive, but more difficult and hazardous to work with. Buffered acids, which are less corrosive, are available but more expensive. Estimated costs for grain treatment range from $2.5 to $3.5 per bushel for 1.75 percent propionic acid added to 40 percent moisture corn.

Two suppliers of the acid include: Kermin Industries, Inc. De Moines, IA (515) 266-2111 American Farm Products Ypsilanti, MI (313) 484-4180

Storage and Feeding of High Moisture Corn

Q. Will Feedout Procedures Need To Be Altered With Wet HMC?
A. HMC with low dry matter is less stable, meaning spoilage will begin sooner at the exposed surfaces. Approximately 3 to 4 inches of grain must be removed daily to prevent spoilage at the surface. This is particularly true in milder weather when temperatures are 70 degree F or greater.

Q. Can Corn Be Dried to 30 Percent Before Ensiling?
A. It's unclear how beneficial this strategy would be. The authors are unaware of any research trials evaluating this practice. Partial drying will have only marginal benefits in reducing ration moisture.

For instance, a diet with 50 percent haysilage at 50 percent dry matter, and 50 percent HMC at 60 percent dry matter would have a total ration dry matter of 55 percent. If HMC with 70 percent dry matter was used instead of the wetter HMC, it would only increase total moisture content by 6.0 percent. This difference is relatively small and may not justify the expense of removing 10 points of moisture.

Secondly, the problems with high moisture diets is the rapid availability and fermentability of nutrients, not the extra water. If corn is partially dried, a bacterial silage inoculant may be desirable.

The story is slightly different for feeding hogs, however. A pig cannot consume enough energy each day to maximize growth when fed HMC in the 35 to 40 percent range. Thus, partial drying may prove beneficial to improving daily gains.

Q. Will Acidosis and Bloat Be More of a Problem With Wet HMC?
A. The potential for digestive disorders is greater with more rapidly degraded substances such as starch. In this case, the immature corn and greater amount of fines increases the rate of starch digestion.

Consequently, digestive disorders are a potential risk. Basically, two alternatives exist. More roughage can be put into the diets or dry corn can be blended with the HMC. Frequent feeding may also lessen the problem. However, the expected benefit would be relatively small. These problems would not be related to feeding HMC to swine.

Q. What are general harvesting and storage guidelines to follow?
25 to 30 percent moisture: Follow usual harvesting and handling procedures that have been done in previous seasons.
30 to 35 percent moisture: Can be harvested as high moisture corn. Watch for excessive kernel breakage and the occurrence of "fines" and "flour" particles. If excessive "flouring" is visible, different handling procedures need to be implemented to minimize kernel damage.
35 to 40 percent moisture: Excessive kernel breakage will likely occur and handling procedures that minimize breakage should be implemented. Mixing of dry corn with high moisture corn going into storage would be an option to reduce total moisture to more acceptable ranges.

Above 40 percent moisture: Questionable moisture range for storage and feeding. Mixing of dry corn before storage is recommended.

Travel to England, Ireland, Scotland, & Wales
July 8-23, 1993
Our one not the "Lack of the Irish" to enjoy the many attractions included in this deluxe package. This 16-day tour is full of many great attractions including such things as Killarney, the Ring of Kerry, the Blarney Castle, Waterford Crystal factory, Dublin, Edinburgh Castle, an overnight stay in Ruthin Castle in Wales, theatre tickets to a Royal Shakespeare Theatre production, a Medieval Banquet, a visit to Stonehenge, Buckingham Palace, and a tour of London, as well as London Theatre tickets. Our package includes roundtrip airfare, deluxe hotel accommodations, 24 meals and much more for $2,799 per person.

European Adventure Tour visiting Austria, Switzerland & Italy
August 14-25, 1993
Our 12-day central European tour takes in the beautiful countryside of Austria, the mountains of Italy and the lakes of northern Italy as we visit Fairytale Bavaria, the Passion Play village of Oberammergau, the Italian resort of Sestra and Linderhof Castle.

This European tour includes roundtrip airfare, transfer, deluxe motorcoach transportation, first class and Tyrolean-style hotel accommodations, European-style buffet breakfast daily, 1 dinner, and much more. The Farm Bureau member price is $1,725. Non member price is $1,755 per person.

Heritage of America
September 25 — October 3, 1993
The beautiful colors of the fall foliage combined with America's most historic areas makes this a most outstanding tour for Farm Bureau members. Our travels will include New York City, the city of Brotherly love — Philadelphia, the Amish country of Lancaster, as well as Gettysburg and the Shenandoah Valley. Our adventures will then take us to Monticello, colonial Williamsburg, and then to our nation's capital, Washington, D.C.

This deluxe tour includes air transportation, first-class hotel accommodations, deluxe motorcoach transportation, 15 meals, and full sightseeing and admissions to all attractions. This 9-day tour is available for $1,299 per member.

Copenhagen Plus
October 9-16, 1993
Scandinavia this fall could be the most refreshing, truly different vacation you have ever had. Scandinavia is different, but you will feel very much at home. Our one-week vacation offers you the opportunity to tour Copenhagen, Denmark — one of Europe's most exciting capital cities — known for its fun loving spirit! Copenhagen has many fine museums, Royal Palaces, and an old harbor district with colorful cafes and cosy restaurants. The Strøget is the famous pedestrian shopping center — Europe's largest — where you can find the finest of Scandinavian goods and crafts.

Our package includes roundtrip airfare, accommodations at the 5-star Sheraton-Copenhagen, a 2-night cruise to Oslo, the capital of Norway, city sightseeing, Danish breakfast each morning, 2 dinners, and much, much more for the unbelievable price of $1,235 for members, $1,255 for non-members.
Storage and Feeding of High Moisture Corn

Specific Feeding Recommendations

BEEF

Low test weight corn has a slightly lower energy value but cattle tend to increase intake and weight gain remains constant. Feed conversion efficiency is decreased, but average daily gain and time on feed should remain the same.

General Feeding Guidelines to Follow

- Faster rates of digestion may cause greater problems with acidosis and erratic feed intake. Blending a slower-digested form of corn (i.e., dry rolled or whole shelled) with the wet HMC will alleviate some of this problem.
- Feeding additional roughage will stimulate saliva production and lessen acid accumulation.
- More frequent feedings may provide assistance in reducing feed load. Total mixed rations will help ensure that adequate forage intake is achieved by each animal.
- Bunk management may become difficult. Plan frequent feedings and cleanings to alleviate this problem.

Feeding wetter ensiled corn may create erratic intakes patterns and acidosis. The best strategy to alleviate the rapid digestion rate is to blend the corn down with dry corn before feeding.

Providing extra roughage or a form of roughage that requires more chewing, such as long hay, will stimulate salivation and buffer the acids produced.

More careful bunk management will be required. Frequent cleaning is necessary. The rate of feedout and feed exposure (especially on bunker silos) should be carefully managed to minimize aerobic losses.

SWINES

The best use of HMC would be in the finishing diet. Molasses and mycotoxins associated with spoilage have estrogenic activity and reproductive performance may be adversely affected if HMC is fed to breed stock. Unless the grain is tested for the presence and levels of mycotoxin, it should not be fed to the breeding herd.

Grinding and mixing HMC into a complete ration would be the best feeding method for finishing hogs. Less control over actual nutrient intake is obtained by feeding corn and supplement separately.

The amount of HMC and supplement to be mixed into the ration will need to be adjusted to compensate for higher water content of the corn. Hogs eat to meet their moisture needs and will consume the high moisture rations until these needs are met. Then less supplement is needed per pound of corn.

Low test weight corn swine rations must be calculated on a weight basis. Formulating and mixing with volatiles in feed mixers or grinder mixers will cause inaccuracies.

Feeding com with a test weight below 45 lbs. could reduce average daily gain and feed efficiency by 5 to 10 percent. Adding 2 to 3 percent fat to rations based on low test weight corn should offset much of the decrease in performance.

Low test weight corn swine rations must be calculated on a weight basis. Formulating and mixing with volatiles in feed mixers or grinder mixers will cause inaccuracies.

Even though low-test weight corn may be higher in protein, the relationship between protein content and lysine content is not predictable enough to safely assume lysine content has increased also. Light weight corn should be analyzed for lysine levels to improve accuracy in ration formulation.

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Storage and Feeding of High Moisture Corn

**Specific Feeding Recommendations**

If, at the time of feeding, this year's high moisture corn is above 35 percent moisture and contains more fines and small particles than normal, the following recommendations are suggested:

1. Limit the amount of high moisture corn fed, or minimize acid load in the rumen. If acid overload occurs, the first observation will be depressed dry matter intake and lower butterfat percentages. Substituting dry corn for wet corn will minimize acid overload, by extending acid production over a longer period of time.

2. Feeding more roughage should also stimulate more saliva secretion and lessen the acid conditions in the rumen. However, roughages have less available energy meaning fat may need to be added to the diet. Don't exceed 6.5 percent of the diet dry matter intake as supplemental fat.

3. Buffers may help prevent some of the potential acidosis by increasing rumen pH.

4. Feeding buffers alone without reducing the amount of highly fermentable HMC may not be enough to control rumen pH or reduce acidosis effects.

5. Feeding roughages such as hay stimulate chewing and saliva production which contains large amounts of buffer. Adding more roughage will lower the energy density of the diet, therefore, roughages with higher digestibility should be used.

6. Rapidly fermenting starch in wet HMC can lower rumen pH, rumen fiber digestion, rumen digestive passage rates, and depress dry matter intake. Any depression of dry matter intake is undesirable, particularly with high producing early lactating dairy cows. Monitoring of daily dry matter intake of lactating dairy cows is highly recommended to curb milk production losses and conception problems. Decreased dry matter intake is the first indicator of a potential problem.

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**Dairy Market Outlook**

Larry Hamm

The Dec. 1 restart of Michigan's over-order pricing with its reconfigured superpool comes just at the right time given the recent movements in the dairy markets. In addition to adding revenue to all Michigan producers' milk checks, the Michigan superpool is also a market stabilizing mechanism. With rapid movements up and down in the Minnesota-Wisconsin (M-W) price, federal order prices, which are keyed off the M-W, move rapidly also. Large monthly federal order prices are disruptive and difficult for milk processing and milk distribution system to handle. Michigan's superpool has some ability to help smooth out milk price movement.

It appears that this ability may be tested in the next few months. The November M-W (announced Dec. 4) fell 21 cents to $1.84 per cwt. The General rule that a 1 cent change in price equals about a 10 cent per cwt. farm milk price change suggests that future M-W's are in for declines bigger than the 23 cent drops that they have been running. Also disturbing is that the cheese market had no buying interest. Generally, this suggests that the bottom of the market has yet to be reached.

This spring (March), cheese prices bottomed out at $1.175 for barrels and $1.525 for 40 pound blocks. One or two weeks more trading like the Dec. 4 trades will put wholesale cheese prices at or below the bottom of the market has yet to be reached.

Unfortunately, it appears that the wholesale cheese markets may be in for a full-scale route. At the National Cheese Exchange on Dec. 4, the price of barrels declined 3 cts a pound and the price of 40 pound blocks dropped 6.25 cents a pound. Using the general rule that a 1 cent change in price equals about a 10 cent per cwt. farm milk price change suggests that future M-W's are in for declines bigger than the 23 cent drops that they have been running. Also disturbing is that the cheese market had no buying interest. Generally, this suggests that the bottom of the market has yet to be reached.

This fall's M-W retreat has been orderly. Unfortunately, it appears that the wholesale cheese markets may be in for a full-scale route. At the National Cheese Exchange on Dec. 4, the price of barrels declined 3 cts a pound and the price of 40 pound blocks dropped 6.25 cents a pound. Using the general rule that a 1 cent change in price equals about a 10 cent per cwt. farm milk price change suggests that future M-W's are in for declines bigger than the 23 cent drops that they have been running. Also disturbing is that the cheese market had no buying interest. Generally, this suggests that the bottom of the market has yet to be reached.
Michigan Corn Information Exchange –

CORN SELLER'S

Larry Wineland, Dewitt, Clinton County. Estm. 756 bu. Trucking available. Call in p.m. 517-482-6556.

Vaughn Vondrasek, Bath, Clinton County. Estm. 300 acres. Trucking available. Call in a.m. 517-641-4584.

Marion May, Quincy, Hillsdale County. Estm. 200 acres. Trucking available. Call in p.m. 517-899-2322 a.m.

Dean Shontz, Olivet, Calhoun County. Estm. 3,000 bu. Call 616-792-4027 a.m. Trucking available.

Jeff Bristle, Manchester, Washtenaw County. Estm. 00 bu. Call 517-592-4444.

Dave Kent, Alto, Kent County. Estm. 3,500 bu. Call 616-364-3073 or 617-765-3094.

Ackerman Bax Axe, Huron County. Estm. 25 acres. Call 517-428-4862 (evenings) and 517-269-9585 (days).


Gerald Hubbard, Freeport, Kent County. Estm. 3,000 bu. Trading in wet corn call 616-765-5301.

Maxwell Seed Farm, Hope, Ionia County. Estm. 1,200 acres. Trucking available - large volume (semi's) only. Call in a.m. 517-689-0490, or call at 517-345-9294.

Don Borig, Wayland, Allegan County. Estm. 8,000 bu. Call 616-792-2627 after 4:30 p.m.

Bob Humpert, Fairgrove, Ionia County. Estm. 120 acres. Call 517-693-6415 in a.m. Trucking available.

Gerald Resler, Pineconning, Bay County. Estm. 120 acres. Call 517-879-4760 early a.m. or p.m. Trucking available.

Neil French, Munger, Bay County. Estm. 10,000 bu. Call 617-797-1524 or 517-659-2265 (home). Trucking available.

John Welke, Mayville, Tuscola County. Estm. 750 acres. Call 517-843-3260 in p.m. Trucking available.


Jeff Reed, Owosso, Shiawassee County, Estm. up to 100 acres. Call 517-723-5205 in the a.m. Trucking available.

Lynn Griffin, Charlotte, Eaton, 400 acres. 517-543-1856

Paul Thelen, Fowler, Clinton County. Estm. 3,000 bu. Call 517-587-6874.

Dewitt Grain Corp., DeWitt, Clinton County. Estm. Unlim. Will deliver and also doing ground. Call 517-569-9590.

John Hamilton, Manchester, Washtenaw County, Estm. 9,000 bu. Call 517-922-4444.

Doug Shepard, Birch Run, Saginaw County. Estm. 100 acres. Call 517-642-5677.

Jeff Beebo, Alma, Gratiot County. Estm. 45,000 bu. Call 517-463-4656.

Steve Hord, Breckenridge, Midland County. Estm. 50,000-60,000 bu. Call 517-842-3830.

Robert Hoffmaster, Hopkins, Allegan County, Estm. 5,000 bu. Call 616-793-7116.

Don Day, Ceresco, Calhoun County. Estm. 7,000 bu. (popcorn) call 616-781-5097.

Dean Linderman, Dexter, Washtenaw County. Estm. 5,000 bu. Call 313-426-4042.

Peter Kern, St. Johns, Clinton County. Estm. 10,000 bu. Call 517-224-3222.

Robert Friederich, Petersburg, Monroe County. Estm. 50 acres. Call 517-279-2537.

P. John Parent, Sandusky, Sanilac, 50,000 bu available. Call 313-648-3099 or 313-648-2151, ask for Jonk or Randy.

TRUCKING

Trucking Services (hopper trailers and grain trains) and access to large HMC volume. Vick Parker, Charlotte, Eaton County. Call anytime at 517-543-3761 (office) or 616-967-1554 (mobile).

Discussion Questions:

1. What's the primary commodity(ies) represented by members in your CAG? What do you see as the major challenges on the horizon for those commodities?

2. What commodity or agricultural industry do group members feel has the most potential and brightest future in Michigan?

3. What should be the priority emphasis for Michigan's agricultural industry?

4. How can organizations like MFB help ensure future profitability for agriculture?
Robert Sollman, of Charlotte, Eaton County, won MFB’s Discussion Meet contest, and will be competing nationally in January, in addition to winning a Honda Four-Trax ATV.

Runner-up for the ‘Distinguished Young Farmer’ title was Malburg’s community involvement includes co-developer of the TAC-3000 career orientation program, Almost PTA president and secretary, St. Johns Church teacher, and Macomb County 4-H horse project adult leader.

She serves on the Macomb County Farm Bureau Promotion and Education and Young Farmers committees, Policy Development Committee chairperson, member of the county Farm Bureau Board of Directors, and is a participant of MFB’s intensive leadership building program, ProFILE. She and her husband, Thomas, have three children, Kristen, Sarah, and Jessica, 4.

Runner-up in the competition was Gary Buchholz of Harbor Beach, Huron County. Gary and his wife, Linda, are involved in a family partnership on a 165-cow dairy operation which also specializes in alfalfa and corn.

Tulgeskie has served as president of the Presque Isle County Farm Bureau and served on the organization’s Young Farmer, Promotion and Education, Policy Development, and MFB Young Farmers committees. He also served on the 1992 MFB Policy Development Committee. He has two children, Andrew, 3; and Katelyn, 6 months.

Malburg owns and operates the 38-acre “Malburg Family Farm,” which is dedicated to educating elementary age school children and families with guided tours, educational programs and hayrides. They also operate a 22-stall horse boarding operation.

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