

MICHIGAN FARM NEWS



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President Bush to AFBF Delegates: "Trade Means Opportunity"

Just three days after completing his Asian trade trip, U.S. President George Bush was in Kansas City, during the American Farm Bureau Federation's annual meeting, promoting the results and benefits to agriculture because of that trip.

Bush said that, contrary to media claims that the trip was a near-failure, the trip will give U.S. farmers the new market opportunities it needs to prosper, adding that the trip was about American and Asian prosperity.

"We must stay involved overseas to lead an economic restructuring for free and fair trade, and open markets all over the world," said Bush. "Open markets are the key to our economic future both for American agriculture and for business."

Bush said that many will want immediate results, but that the fight for free trade will not happen overnight. "Empty-headed rhetoric won't get us there. Hard work, savvy, experienced negotiations, and confidence will," he said. "We won the cold war - and we will win the competitive wars."

According to Bush, the Asian trip resulted in dozens of new agreements on market openings for a wide range of non-automotive products, claiming that negotiators hammered out 49 standards agreements in non-automotive industries.

"Our Asian allies understand that we don't want hand-outs or a home field trade advantage," Bush said. "We just want a level playing field. Give us a fair shot, and American workers will out-think, out work, and out produce anyone in the world. American farmers already do that."

Bush also took issue with the European Community's unwillingness to negotiate on GATT and the high subsidies they provide their farmers, adding that the U.S. Export Enhancement Program, which is 10 percent the size of EC subsidies, must be maintained to counter those massive subsidies.

"The trade practices of the European Community hurt American farmers," Bush said. "Our administration will settle for nothing less than a GATT agreement that expands markets and increases opportunities for our



Bush claimed his fight for a capital gains tax cut is far from over, adding that without it, American business will continue to be at a competitive disadvantage. "Now, more than ever, a capital gains tax cut will help get our economy back on track," he said. "I need your help to make Congress understand this once and for all."

exporters. I won't be a part of it unless it's a good agreement for America."

Bush said his 1990 farm bill had accomplished what he had expected - lower inter-

est rates, reduced inflation, and increased flexibility for farmers. According to Bush, farm equity has grown \$45 billion in three years, while gross agricultural sales have risen \$17 billion to \$168 billion.

Property Rights Protection Paramount to AFBF Delegates

Delegates at the American Farm Bureau Federation's annual meeting called on government to restore the sanctity of private property by reviewing all federal regulations that encroach on property rights.

Delegates from the 50 states and Puerto Rico re-elected Rudd, Iowa, corn, soybean and hog farmer Dean Kleckner as president, and Ward, S.C., cattle and cotton grower Harry Bell as vice president.

Delegates also reaffirmed their longstanding support for the worldwide trade negotiating process, but emphasized that any eventual agreement must provide substantial benefits for U.S. producers.

In considering the current Uruguay Round negotiations, the delegates said the Section 22 import quotas -- for peanuts, dairy, sugar and cotton -- should only be eliminated if they are replaced with acceptable tariff quo-

tas. In trade negotiations with Mexico, the delegates called for a longer phase-in period for import-sensitive commodities.

On the economic front, the farmers and ranchers approved language stating, "The current economic slowdown has been caused by runaway federal spending, anti-growth tax policy and federal regulations that damage productivity."

The delegates called for a total freeze of federal spending at the previous year's level, with the exception of interest payments on the national debt and natural disasters. "All departments of the (federal) government should be examined for cuts in spending," the policy said.

Delegates approved a message to President Bush on the property rights issue. They asked him to restate in his upcoming State of the Union message, the same pledge to preserve private property rights he made during the meeting's keynote address. Delegates urged Bush to take immediate action through executive order to halt the further loss of property rights.

Delegates restated their call for common-sense wetlands regulations which protect private property, and termed as a "top priority" the need for compensation when areas are deemed environmentally sensitive and worthy of protection. And they remain opposed to giving the Environmental Protection Agency final authority in

matters of wetlands determination, saying USDA should make the final determination for farmland.

On another major domestic issue, the delegates called for improvements in the nation's health care system, urging minimal government intervention.

Any health care legislation, they said, should include cost incentives and rewards for providers and consumers. They also called for a 100 percent tax deduction or credit for those who pay for their own health insurance.

See AFBF Policy Direction Page 3

Project R.E.D. Wins National Title in County Exchange Contest

Washtenaw County Farm Bureau's Project "Rural Education Days" (R.E.D.) was awarded the national award from among 20 finalists in the American Farm Bureau's county program exchange, during the 73rd AFBF annual meeting. This marked the first year that Michigan had a county project entered, according to contest coordinator Becky Jeppesen.

Project R.E.D., developed by Washtenaw County Farm Bureau's Promotion and Education Committee, was designed to educate urban school children about agriculture through a series of classes, demonstrations, and hands-on experiences during a half-day program at the county fairgrounds. Ultimately, over 1,200 Washtenaw County third graders, teachers and chaperoning parents attended the event.

Other program sponsors and participants included Washtenaw County Cooperative Extension Service, Department of Natural Resources, Soil Conservation Service, Future Farmers of America, Manchester High

School Leadership Class, Saline and Ann Arbor Local Dairy Diplomats, Pittsfield Union Grange, Farm Bureau CAGs, local agribusinesses, Farm Bureau Insurance, and 17 other agricultural commodity groups. Pictured below receiving the award are, (l-r) John and Holly Porter, AFBF President Dean Kleckner, and Sue and Jerry Huehl.



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In Brief...

Changes Underway in MACMA's Asparagus Division

Michigan Agricultural Cooperative Marketing Association (MACMA) has announced that the Michigan Asparagus Advisory Board has elected not to renew their management contract with MACMA for administration of the Michigan Asparagus Industry and Development program under the P.A. 232 commodity promotion program.

MACMA will, however, continue to provide staff and organizational support for the P.A. 344 marketing and price bargaining responsibilities of the Asparagus Division, according to MACMA Board President Jack Laurie. Laurie added that all other Asparagus Division member-service programs will continue as normal.

"In light of the recent decisions made, MACMA will be exploring alternative opportunities to provide for the most effective and efficient service it can for the Michigan Asparagus Marketing Committee," said Laurie. "MACMA will continue to carry out its primary mission to service and support individual Michigan growers and commodities with a cooperative and united voice."

Free Trade Agreement - Double or Nothing

U.S. trade with Canada is about double what it was when the two countries' free-trade agreement was signed four years ago. That's an important consideration as talks continue on adding Mexico to the trade agreement. Norman Rask, agricultural economist at Ohio State University, says such discussions are particularly important to agriculture.

Farm groups have been vocal in their opinions of free trade between the United States, Canada and Mexico. But despite fears to the contrary, American trade with Canada has grown since the trade pact was signed in 1987. Canada now takes \$4.3 billion worth of U.S. goods, 11 percent of all U.S. exports. Only Japan, at \$7.8 billion, imports more U.S. products. Down South, Mexico is now the United States' number three partner: \$2.8 billion in 1990 and 7 percent of all American exports.

The recent growth in trade between the Americans and Canadians has been the result of the encouragement of trade on both sides of the border. Rask says adding Mexico to the mix would open things further. Some U.S. producers would be hurt by imported commodities and products, Rask says. However, history indicates that more open trade would benefit overall U.S. exports in the long run.

USDA Team To Develop Model Russian Farm

A team of U.S. farm experts from the government and private sector are headed for St. Petersburg to begin developing a model farm aimed at helping modernize Russian agriculture, according to a USDA report.

The team, headed by the administrator of USDA's Farm Program Division, will meet with Russian officials and farmers over the next week to determine the exact scope of the project. The idea for a model farm came out of an earlier trip to the former USSR led by USDA Secretary Edward Madigan.

"We envision a program...that will help individual farmers learn how to develop and manage their own farm, produce their own crops and then get them to market in the St. Petersburg area," Madigan said in a statement.

As yet, a site for the farm has not been chosen. U.S. team members also will have to work with their Russian counterparts to determine what to produce on the farm, as well as marketing opportunities for those commodities, USDA said.

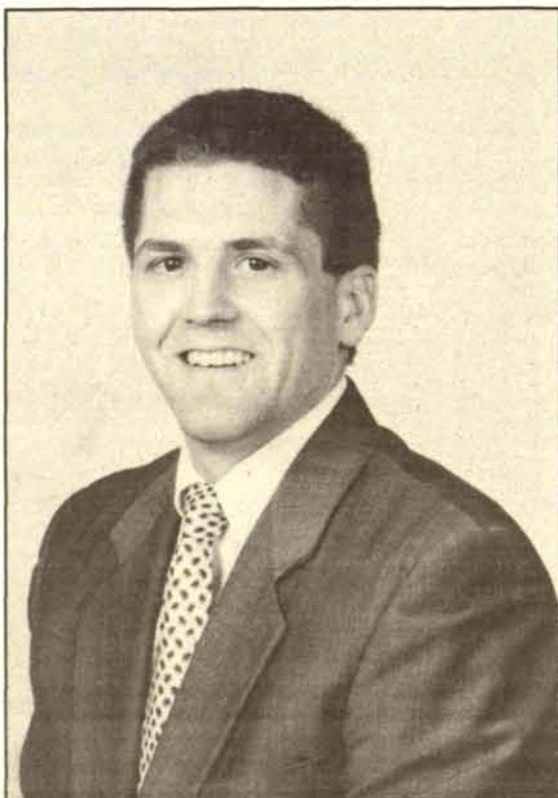
USDA is also assisting Armenia in modernizing its farming system. A team from USDA's Extension service is currently in Armenia helping to develop projects to assist people there in farm management, technological development, financial planning and marketing, USDA said.

Walter New Southeast Regional Representative

John L. Walter has been appointed the new Southeast Michigan regional representative, effective Jan. 6, replacing Scott Everett, who recently accepted another position with Michigan Farm Bureau.

Walter, a graduate of Kent State University where he earned a Bachelor of Science Degree in Business Marketing, grew up on an Ohio farm. While attending college, Walter worked for Anderson's as an assistant plant manager responsible for the day-to-day operations of a large grain terminal. Since graduation, he worked for the Perry Corporation in the sale and distribution of office equipment throughout north central Ohio.

As a regional representative, Walter will assist with county Farm Bureau leadership development and training programs, as well as supervising county administrative staff, and coordinating member service programs. The Southeast region includes the counties of Livingston, Macomb, Monroe, Oakland, Washenaw, Wayne.



DeVuyst Elected Chair of DNR Commission

Gratiot County hog and cash crop farmer Larry DeVuyst, of Ithaca, who was appointed to the DNR Commission last summer, has been elected to chair the policy-making body that governs the Michigan Department of Natural Resources. DeVuyst is a past president of the Gratiot County FB, served on the MFB Board, and chaired AgriPAC. His appointment to the DNR Commission was strongly supported by MFB. Since former MFB Vice President Dean Pridgeon resigned from the commission several years ago, there had not been a full-time agricultural producer representative on the panel.

Under Gov. Engler's reorganization plan for the DNR, which takes effect on Feb. 15, he, rather than the commission members appoints a chairman. However, it is believed that DeVuyst will remain the chair and serve for a full one-year term.

Legislation Would Curb Local Pesticide Restrictions

Calling for Senators to "keep common sense and scientific analysis in pesticide regulation," Michigan Farm Bureau provided testimony in favor of Senate Bill 643. The measure, approved recently by the Senate Agriculture, Forestry and Wildlife Committee, would amend the Michigan Pesticide Control Act to pre-empt local ordinances seeking to control the use of pesticides.

The legislation, sponsored by Sen Nick Smith (R-Addison), is in response to a recent U.S. Supreme Court ruling that permitted a Wisconsin town to write its own pesticide rules, according to Vicki Pontz, legislative counsel for MFB. "We strongly believe it is in the nation's best interest to have a partnership of federal and state governments vested with the authority to make and carry out pesticide regulations," said Pontz. "Local regulations will create a patchwork of regulations that would make it nearly impossible for farmers operating in more than one jurisdiction to comply with." Farm Bureau members are encouraged to contact their legislators and ask them to support Senate Bill 643. State Senate Office: (517) 373-2400. State House Office: (517) 373-0135.

Michigan's 1991 Fruit Survey on Schedule

The 1991 Michigan Fruit Survey, the first leg of the state's new Rotational Specialty Crop Survey conducted by the Federal/State, Michigan Agricultural Statistics Service, will update current tree numbers, varieties, rootstocks, acreage and spacings in Michigan's orchards, vineyards, blueberry and bramble fields. Detailed information at the county level will be obtained by variety and age for apples, sweet and tart cherries, peaches, blueberries, brambles, grapes, pears, plums, apricots, and nectarines. The last survey of this nature was conducted in 1986.

The survey questionnaire and a printout of the 1986 growers' report for those who participated were mailed to all growers in mid-January. Growers not responding by mail will be contacted by telephone. An enumerator will assist growers in completing the questionnaire. Field enumerators will personally visit and obtain information from 272 large growers and growers not responding earlier. It's hoped growers will respond by mail since this is the cheapest and fastest method of data collection. Data collection is scheduled to be finished by mid-March.

"We want this survey to be as complete as possible, so we can provide accurate data on Michigan's fruit industry," said State Statistician Don Fedewa. "We've been working close with industry leaders and extension personnel to try and collect and publish data that will benefit the industry. Fedewa urges growers to count their trees and vines so they can report as accurately as possible. When the survey is complete, each grower will receive a computer printout of the data he provided and a copy of the survey results. The new data will provide the fruit industry with information to improve production forecasting, transportation, processing, marketing, and promotion of fruit in all areas of the State. Survey results should be available for distribution to growers in early fall, 1992.

Cargill Scholarship Program for Rural America

The Cargill Foundation is again funding the Cargill Scholarship Program for Rural America. The program, now in its seventh year, will honor 250 outstanding high school seniors throughout the country with a \$1,000 non-renewable scholarships.

To qualify for the scholarships, students must be high school seniors from U.S. farm families and must have plans to attend an accredited post-secondary institution in the fall of 1992. Applicants will be screened on the basis of their academic record, demonstrated leadership, and extra-curricular activities among other criteria, including financial need.

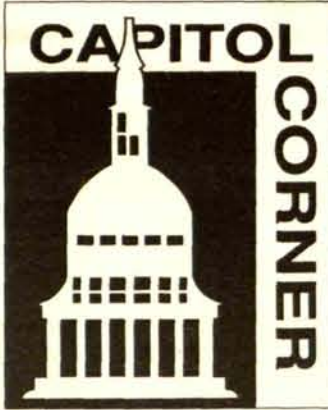
Eligible students must complete and return an application along with their highschool transcript to the National FFA Foundation, Cargill Coordinator, P.O. Box 5117, Madison, WI 53705-0117. The deadline for applications is March 2.

Scholarship awards will be made by May 1. **If your local high school has an FFA chapter, the advisor and guidance counsellor should have received applications forms. If you don't have an FFA Chapter, contact MFB's Promotion and Education Department Manager Julie Chamberlain at (517) 323-7000, Ext. 3213.**

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MFB 1991 Legislative Highlights

Legislative measures and special programs supported by Farm Bureau that helped farmers bring their products to market under fair competition in 1992 included:

National Issues

- A private property rights amendment to require federal agencies to consider and minimize the impact of their actions on private property rights.
- An extension of the federal tax deduction, which was to expire on 12/31/91, to June 31, 1992, allowing self-employed individuals to deduct 25 percent of their health insurance costs on their federal taxes.
- A proposed wetlands delineation manual that provides a realistic definition of wetlands for use by federal regulatory agencies.
- Support for our nation's leaders to cut the federal deficit while refraining from tax increases.
- Support for continued funding of the farm labor housing grant program and support for no further expansion of the current federal minimum wage law.

State Issues

- Aggressive support for legislation to repeal the Michigan inheritance tax and adopt the federal "pick-up" tax.
- A law which amended and clarified the method of calculating payback of credit received on those contracts which were enrolled in P.A. 116 but not renewed. The law also provided tax calculation options for "S" Corporations.

- Continuing support of the sales tax exemption on farm inputs, P.A. 116 and the Homestead Property Tax Credit.
- Support for increased funding for Michigan State University's Agriculture Experiment Station, Cooperative Extension Service, and the Michigan Department of Agriculture with dollars to address food safety.
- Leading the support for initial appropriations for Michigan State University's proposed \$67 million commitment to upgrading existing facilities and the construction of new facilities in the Animal Science Department.
- Supported the passage of comprehensive off-road vehicle legislation that establishes an extensive trail system in the state and increases law enforcement on public and private properties.
- Supported exemption for on-farm storage of pesticides and fertilizers from bulk storage regulations.
- Supported exemption from posting and notification requirements when pesticides are applied to agricultural crops.
- Support for a package of rural health care bills to provide a platform for expanding services to rural citizens with greater emergency care for all people of Michigan. Supported efforts of the M.S.U. Center for Rural Health which received a grant from the Kellogg Foundation to study health problems in rural Michigan.
- Support of the new MIOSHA law that liberalizes field sanitation rules and adopts all future federal standards with provisions making it difficult for Michigan to adopt stronger rules.

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

American Farm Bureau Capitol Hotline
1-800-245-4630

AFBF Policy Direction

In other actions, the delegates:

- Supported adequate funding for the export enhancement program.
- Opposed income means-testing applied for farm program eligibility.
- Reaffirmed the organization's dairy position, calling for: the use of a voluntary diversion program in any inventory management effort, a dairy heifer export program, revamped milk standards with higher solids, and no assessment other than those needed to fund a diversion program.
- Approved providing producers several options for treatment of conservation reserve program land following expiration of the initial 10-year contracts. Options include maintaining their crop base history, as long as the land remains in permanent cover crops and allowing renewal on a five-year basis, with partially reduced rental payments in exchange for haying and grazing privileges.
- Supported federal tax credits for producers who provide self-financed crop insurance protection.
- Asked the Justice Department to monitor potential monopolies among meat packers, both regional and national.
- Supported legislation that would limit authority for pesticide regulations solely to federal and state governments.
- Opposed further expansion of federal land ownership and any effort to establish buffer areas on private lands without just compensation.
- Urged USDA to establish more objective tests for grain quality standards.
- Reaffirmed their opposition to any reduction in current federal estate tax exemption.
- Urged swift prosecution of individuals and groups who release or steal research animals.

Lansing Legislative Seminar Series

Feb. 12 - March 17

Automobile insurance reform, P.A. 116, wetlands legislation, pesticide legislation, property tax reform...all critical state legislative issues that will affect your operation.

The problem? Often legislators don't know or realize the impact their decisions may have on your farm operation.

The solution? Attend MFB's Lansing Legislative Seminars, an annual one-on-one event between farmers and their respective state legislators, scheduled for February and March, according to MFB's Public Affairs Director Al Almy.

"Each seminar opens with a morning session from 10 a.m. until noon, during which time MFB Public Affairs staff will brief members on current state issues and answer their questions," explained Almy. "Farm

Bureau members then meet with their state senators and representatives from their districts during lunch, before spending the afternoon meeting further with legislators and/or attending general sessions and hearings."

According to Almy, the one-on-one aspect of farmers talking with legislators can help tremendously in creating an awareness and support on an issue.

"The mere fact that a legislator's constituents make the effort to drive to Lansing to meet with their elected officials to discuss issues considered critical to their farm operations conveys the importance and urgency to a legislator that prompts them to take action on an issue," said Almy.

Almy added that Farm Bureau members interested in attending their respective seminar should contact their local county Farm Bureau office for registration. Members planning on attending their seminar (see schedule) are encouraged to contact their representative and senator as soon as possible to arrange a meeting if desired, and to encourage them to attend the noon lunch. **State Senate Office: (517) 373-2400**
State House Office: (517) 373-0135

Lansing Legislative Seminar Schedule

Date	Region/Counties	Location:
Feb. 12	Central and South Clinton, Eaton, Genesee, Ingham, Shiawassee, Branch, Calhoun, Hillsdale, Jackson and Lenawee counties	Gladwin, Hiawathaland, Iosco, Iron Range, Kalkaska, Mac-Luce, Manistee, Menominee, Missaukee, Montmorency, Northwest, Ogemaw, Otsego, Presque Isle and Wexford counties
Feb. 18	Thumb and Southeast Huron, Lapeer, St. Clair, Sanilac, Tuscola, Livingston, Macomb, Monroe, Oakland, Washtenaw and Wayne counties	West and West Central Allegan, Barry, Ionia, Kent, Montcalm, Ottawa, Mason, Mecosta, Muskegon, Newaygo, Oceana and Osceola counties
Feb. 19	Saginaw Valley and Southwest Bay, Clare, Gratiot, Isabella, Midland Saginaw, Berrien, Cass, Kalamazoo, St. Joseph and Van Buren counties	Location: YWCA 217 Townsend Street (1/2 Block south of Capitol)
Feb. 25	North, N. West, N. East and Upper Peninsula Alcona, Alpena, Antrim, Arenac, Benzie, Charlevoix, Cheboygan, Chippewa, Copper Country, Emmet,	Schedule: 9:30 a.m. - Registration and Refreshments 10 a.m. - Legislative Briefing Noon - Lunch with Legislators 1:45 - Adjourn to the Capitol to attend session or committee meetings. MFB staff will be available to assist.

Twelve gold stars for outstanding state program activity put Michigan in the spotlight during award ceremonies at the AFBF annual. Michigan achieved gold stars in 12 out of a possible 14 state program categories, including: Commodity Activities, Young Farmers, State and Local Affairs, Information and Public Relations, Marketing, Membership, Natural and Environmental Resources, Policy Development, Safety, Rural Health, Ag in the Classroom, and Insurance.



Market Outlook

Corn

The December quarterly USDA Stocks Report, released Jan. 13, showed record corn usage this fall which was reflected positively in the U.S. Corn Supply/Demand Balance Sheet Report released on the same date (Table 1, page 7). The final 1991 corn production figure was lowered 12 million bushels from the November estimate to 7.474 billion bushels. The bullishness of the corn reports has presented us with some possible pricing opportunities if needed.

As shown, the feed usage number was increased to 5 billion bushels, an increase of 150 million from the December estimate due to the heavy fall usage reflected in the lower than expected stocks figure. The low supplies of other feeds, relatively low prices, and large animal numbers, contributed to the strong demand. Export projections were left unchanged, raising the total use number by the amount of the increase in feed use projection. These changes lowered expected ending stocks to only 1.076 billion bushels, 13.6 percent of use.

What does this mean for old crop corn prices? The market went up in response to the reports. It also means that, due to the relatively tight stocks, the market has more than enough upward potential to pay on-farm storage into the spring. However, historical seasonal price patterns for corn show that the market is often flat through February, so consider making some sales on this rally if you need to make sales before spring for either cash flow or risk management considerations.

For those who want to wait for further price increases for a portion of their crop, take into consideration your local basis, your storage and interest costs, and your risk tolerance to determine which pricing tool to use. Those with on-farm storage should consider storing, or storing and buying a put option if they need down-side protection. And those in commercial storage should consider moving to a basis contract to take advantage of the upside potential, or a min-

Wheat

The Winter Wheat Plantings Report, released Jan. 10, was a shocker. Despite the set-aside requirements being lowered to 5 percent from last year's 15 percent, planted acreage went down a million acres from 51 to 50 million acres of winter wheat planted this fall. The Stocks Report showed less stocks on hand than expected, which led to the USDA making some changes in the wheat supply/demand situation for the 1991-92 crop year projection, as shown in Table 2.

The forecasts for food use was lowered marginally and the feed use and exports were raised with the net change being a 20 million bushel increase in projected use. This lowered projected ending stocks to only 390 million bushels, 15.6 percent of

Soybeans

Soybeans received the one negative report in that 1991 production was put at 1.986 billion bushels, up 24 million from the November estimate. However, projected exports were increased 15 million bushels so projected ending stocks were increased just 10 million to 325 million bushels, 16.3 percent of use. While this is at least an adequate supply, the market rallied after an initial decline. This was probably due mostly to the idea 1992 plantings will be down. If this rally has held, consider pricing some for winter cash flow needs. For that matter, the basis is tight enough to

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; TP = Topping; BT = Bottoming; ? = Unsure

imum price contract, or sell cash and buy a call if they need some risk protection.

We may be seeing some new crop pricing opportunities. As we will discuss shortly, wheat plantings are down and the soybean reports were not positive, which points to relatively stronger corn versus soybean prices. This also points to higher corn acres planted this spring, as shown in Table 1.

In Table 1, I present a reasonable projection for the 1992-93 crop year (Hilker's guess); if it holds, the average annual price will likely be around \$2.30 per bushel for the year and seasonally lower at harvest. Any time you can lock in harvest delivery prices higher than the expected average annual price it, should be a consideration.

This is not to say new crop prices will not go higher; with the tight stock situation, a yield next year near this year's could put prices over \$2.75. BUT (two buts): one, a nice spring and a trend yield of 120 bushels per acre for the country and fall prices could be \$2.10; and two, the top is hard to grab, it generally pays to price portions on the way up just in case it stops going up.

use. The reason for the low projected 1991-92 annual average price seen in Table 2 is most of the wheat was already sold at much lower prices than we see today.

In the past few weeks, the spread between old and new crop wheat prices has narrowed dramatically, and is presenting some possible new crop pricing opportunities.

I have put together a plausible scenario in Table 2 for the 1992-93 wheat crop, given the new information on winter wheat plantings and assuming spring wheat would be planted close to its limit. Given that scenario, wheat prices would average about \$3.50 per bushel. As of this writing, producers could lock in higher prices than that for harvest delivery.

clean out the bins and either go with a basis contract or sell cash and buy calls if you want to gamble for a spring weather scare.

In Table 3, I've given a possible scenario for the 1992-93 soybean marketing year. As you can see, the situation does not look a lot different from this year. Production will probably be down some due to lower acres, but exports will likely be down as well, due to a larger South American crop. However, like last winter, you can lock in harvest delivery prices now much higher than the \$5.30 harvest prices this scenario indicates.

Sencor Receives 24c Label for Use on Corn in Michigan

The U.S. Environmental Protection Agency (EPA) recently granted a 24c label for the use of SENCOR DF on corn in Michigan. The product received 24c labels for Iowa, Nebraska and South Dakota in 1991.

"With tougher state and federal restrictions on atrazine, corn growers are looking for alternatives. Thanks to the 24c labels, growers now can use SENCOR on corn and enjoy several economic and environmental advantages," says Tim Hayes, herbicide product manager for Miles, Inc.* Some of the advantages include: 1) no atrazine carryover; 2) SENCOR is not a restricted use product; 3) no corn height restriction; 4) cost effective; 5) efficacious; 6) low rates mean reduced pesticide load to the environment; and 7) application flexibility.

"Two to three ounces of SENCOR per acre can do the same job as 1 to 1-1/2 pounds of atrazine per acre with no carryover. And,



FARM BUSINESS OUTLOOK

there are no soil type or pH restrictions for SENCOR," explains Hayes.

SENCOR herbicide in tank-mix combinations with 2,4-D, Buctril or Basagran may be applied before, during or after corn planting for control of emerged and actively growing weeds. And unlike atrazine, SENCOR can be applied when plants are over 12 inches tall.

Miles has applied for similar registrations for SENCOR on corn in several additional states, with label approvals expected for the 1992 use season. SENCOR and a variety of other agricultural chemicals are manufactured and marketed by the Agriculture Division of Miles, Inc., Kansas City, Missouri.

USDA to Field Test "Smart Card" in 1992

USDA Secretary Edward Madigan, during an address to AFBF annual meeting delegates, outlined an agenda that he predicts will make the agency "more user friendly" and provide farmers with quicker service.

"We've been working with farmers on ways to help simplify your life - we've brought farmers to Washington and let them tell us what they want," Madigan explained. "This spring, USDA will test eight projects in 16 locations across the nation, as a result, to improve our services to you, cut red tape and reduce the paperwork hurdles you face."

Madigan unveiled a new "Smart Card" that farmers will be able to use when conducting business with ASCS or SCS for quicker service and to reduce the paper shuffle often associated. The smart card, according to Madigan, is a magnetic chip that will contain most of the information needed.

The agency will offer flexible office hours and weekend hours, provide toll free 800 numbers for farmers to obtain service information, and the use of FAX machines to speed the transfer of information between USDA offices and producers, according to Madigan.

Madigan said USDA continues to seek an adequate solution to the dairy market's price volatility, referring to the swing of last April's price of \$11.30 to December's price of \$13.90. "I want producers to know that we plan to take action this year and we're examining our options," he said. "While we will never be able to do away with seasonality in milk prices, we do want to make markets more stable and avoid needlessly low prices."

Madigan suggested that in addition to expanding exports, increased attention is needed by U.S. researchers and land grant institutions in developing new products utilizing U.S. commodities for the domestic markets. "For every dollar received from agricultural exports in 1990, there was an additional \$1.59 in economic activity here at home for a total of \$62.8 billion," Madigan proclaimed. "We should be able to generate new markets for farm commodities and create real jobs in rural America."

Madigan identified several innovative efforts currently underway that hold great potential for U.S. agriculture, including a \$100 million effort by Warner-Lambert to develop a biodegradable packing material from corn, wheat and potato starch, the increased use of soy oil in newsprint, the use of canola oil to make hydraulic fluid and refrigerants, and the increased refinement of ethanol production, which reached 850 million gallons in 1990.

"As an added bonus, many of these new products will also benefit the environment," Madigan said. "I salute these endeavors, and I want to encourage other companies to work with us in similar quests to turn research and development advances into profitable products that will promote a healthier environment."

Hogs

The Hogs and Pigs Report indicated that slaughter should be up 5-6 percent. Actual slaughter was up 13 percent the week of January 13-18. If the report is correct, slaughter should slow up and prices should increase seasonally. The USDA is estimating first quarter prices at \$36-\$42, but it appears the average will be in the low side

of that range unless demand picks up. The USDA is forecasting \$40-\$46 for the second quarter, but again I feel it will be on the low side of that range. If the futures do rally to the point where April futures reach \$43-\$44, consider some forward pricing. In the meantime, keep current.

Cattle

The January 1 Cattle Inventory Report will be released Feb. 7. It is expected to show an increase of about 2 percent in the nation's herd. Beef heifers kept for breeding are likely to be up 2-5 percent as we continue the expansion. It also appears feeders outside of feedlots will be up significantly. Watch for this report to look for opportunities. We will not be able to comment on it in this column until the end of February.

Cattle slaughter has been running up about 5 percent in mid-January. We also have seen prices increase sharply from their very low levels. Although prices are expected to increase through spring, there could be lulls and even some setbacks, so keep very current. At this point, there does not seem to be any good forward pricing opportunities, but if we see another couple dollar rally, be ready to consider some forward pricing.

HEALTH HARVEST

A Health and Wellness Publication of Michigan Farm Bureau

Jan. 1992 VOL 1, No. 1

Every January, many of us kick off the New Year with a determined resolution to shed some extra pounds and become that "lean machine" we've always intended to be. This year instead of rushing to the newsstand for the latest in fad diets or skipping breakfast to eliminate a few calories, why not set yourself some realistic weight-loss goals and make dieting part of your every day life-style?

Getting Started

There's a simple way to lose weight—eat less and get active. Our bodies lose weight at different rates, so don't be discouraged when you see another person lose weight faster. If you decide to lose weight, aim for a slow, steady loss of 1/2 to 2/3 pound a week, until you reach your goal. Eat less and increase your activity more than you used to, and you will reduce the fat in your body and lose weight.

Remember, one pound of fat has 3,500 calories. So if you eat 500 calories a day less than you usually eat for seven days, you would lose one pound in a week, since $500 \times 7 = 3,500$. Plus if you take a brisk walk for 30 to 60 minutes everyday, you will use more calories speed up the weight loss, improve your cardiovascular fitness, and start to feel good all at the same time.

The "E" Word

Exercise often strikes fear in the heart of the average American. You don't have to prepare to run the Boston Marathon in order to reach your weight loss goals. Exercising burns additional calories and encourages the loss of fat while promoting muscle, where the majority of calories are burned. Being just a bit more active than you're used to will help you attain your goals faster than just careful calorie counting alone.

Increased activity can be as simple as:

- ▲ taking the stairs instead of the elevator
- ▲ taking the dog for a spin around the block
- ▲ swinging your arms while you walk briskly

Exercising not only helps you to lose weight it also can reduce stress, create a feeling of well-being and help you feel in control of your weight loss.

The more muscle or lean body mass you have, the

more calories you burn. Men naturally have more muscle mass compared to women, and therefore have a higher metabolic rate.

Winning the Battle of the BULGE

PRESIDENT'S WELCOME



We are fortunate to live in a nation which has invested significant resources in public health and medical research and which has set high educational and environmental standards to enhance and lengthen our lives. For example, thanks to the years committed to searching for cures to communicable illnesses such as polio, tuberculosis and smallpox, those diseases are no longer a serious threat to our society.

Today, lifestyles are responsible for more American deaths than are communicable diseases. For example, according to an article in the Harvard Business Review, "six factors relating to lifestyle are associated with the diseases that cause 80 percent of deaths: smoking, high blood cholesterol, high blood pressure, obesity, alcoholism and physical inactivity."

If we want to defeat today's leading causes of death -- heart disease, cancer, stroke, accidents, etc. -- we must take an active role in our personal health. That is why you have received this issue of Health Harvest in your Michigan Farm News.

These inserts can provide the information you need for a better understanding of the direct relationship between lifestyle and general well-being. Six times per year we will provide this publication filled with helpful hints on physical fitness, nutrition and general family wellness, as well as stress-relief ideas that can improve your overall health and quality of life. I encourage you and your family to take advantage of the useful information in Health Harvest.

Jack Laurie

Jack Laurie, President
Michigan Farm Bureau

Changing Behavior

Whether you're changing your behavior to lose weight, eat better, or both, remember; quick, dramatic changes usually don't last long. For a behavior change to stick, you have to stay with it until it feels natural or almost natural. Try to see changing your eating habits as an on-going process—make some changes, see if you can live with them, and then make adjustments. Some behavior changing tips:

- ▲ After that first helping, put your plate in the dishwasher
- ▲ If you tend to eat a number of cookies instead of one or two, take a cookie or better yet a piece of fruit with you as your walkout the door on your walk.
- ▲ Get in the habit of chewing food thoroughly and slowly, don't shovel. Watch others as they eat, most don't even swallow before taking the next bite.
- ▲ Are you really hungry? If you feel a snack attack coming on, get away from the food and the television, with its appetizing advertising.
- ▲ Try not to go to the grocery store when you're hungry. Chances are much greater that you'll get more treats when shopping on an empty stomach.

Keys to Success

- ▲ Follow a familiar meal plan, usually eating three to six times a day. Small, frequent meals, or snacks are best to keep you from getting hungry. Do not skip breakfast, research shows that a person who eats breakfast burns more calories at that time, as well as throughout the day.
- ▲ Plan a diet full of variety.
- ▲ Get some regular exercise.
- ▲ Change eating attitudes slowly—you take charge of personal diet goals.
- ▲ Set realistic goals.



fighting stress?

r e l a x

A caveman faces a snarling saber-toothed tiger. His muscles tense. His heart pounds. His blood pressure soars. His breathing comes in rapid gulps. In an instant, his body is primed to either fight for his life or run.

A modern man faces a snarl of traffic. His body responds in the same primitive way. He, too, is ready for sudden "fight or flight." But he can neither throw a rock at his fellow motorists, nor can he escape.

Ironically, the very fight or flight response that may have saved the caveman's life is not only socially inappropriate to modern human beings, it's dangerous.

"Some problems related to this kind of stress include nausea, insomnia, hypertension, panic attacks, depressed immune system, inability to get along with others, and anger," says Herbert Benson, MD, author of *The Relaxation Response*. He points out that **"75% of our modern diseases are in the stress-related category."**

Fortunately, there's more than one way to skin a tiger.

try the relaxation response

Benson's headline-making studies found that anyone can tap into a state of tranquility that he calls "the physiological opposite of the fight or flight response." His simple technique is termed "the relaxation response." Research suggests it can actually help ward off disease by making people less susceptible to viruses, and by lowering blood pressure and cholesterol levels.

To perform this techniques:

1. Sit quietly in a comfortable position.
2. Close your eyes and relax your muscles.
3. Choose a simple word or phrase. It could be a word that means something to you, like a name or place, or it could be any sound. Benson suggests something simple like the word "one." Whatever you choose, stay with it; over time, you'll come to associate it with calming effects.
4. Repeat your focus word or phrase silently or see it in your mind's eye each time you exhale.
5. Allow thoughts to come and go but continue to repeat your focus word. "It's essential always to maintain passive, relaxed style in dealing with any interruptions," Benson says. Practice the technique twice a day for 10 to 20 minutes.

adopt a pet

An increasing number of studies suggest that stroking a silky kitten, sharing the boundless enthusiasm of a canine or just watching a fish-filled aquarium can be good medicine for everyday stress.

Pets can also help us to cope with loneliness and grief. Remember, dogs need lots of affection and regular walks. Cats can be happy indoors — if raised that way.

laugh it off

"To me, irritation is something that makes your skin red. Aggravation is paying the pharmacy \$12.50 for something to cure the irritation, and when you get home you can't open it." — George Burns.

He may not be able to open his medications, but George Burns does have a ready prescription for stress: He laughs at it.

That's a healthy idea. **Laughter not only keeps our anxieties in perspective, it also stimulates the heart and lungs, burns calories and releases natural painkillers.**

Former Saturday Review Editor Norman Cousins learned to cope with a serious spinal disorder by supplementing his doctor's care with reruns of "Candid Camera" episodes and Marx Brothers films.

"I made the joyous discovery that 10 minutes of genuine belly laughter had an anesthetic effect and would give me at least two hours of pain-free sleep," he wrote in *Anatomy of an Illness*.

walk away from stress

Walking not only helps the heart, it can soothe the soul as well. Walk with a guidebook to trees or birds and rediscover the world of nature right outside your doorway — focusing on the beauty outside, not the chores to be done. Walk with a child and share the wonder of seeing familiar sights through young eyes. Walk with a friend, and you may discover more about each other than you would at a dozen potlucks.

breathe easy

We can live for weeks without food, days without water, but only a few minutes without oxygen. And when we're under stress, shallow breathing may keep us from getting all the oxygen we should have. This can lead to fatigue, muddy thinking and even greater feelings of stress.

You can breathe easier nearly anytime you want: close your eyes and take a long, slow series of deep breaths, letting each one out slowly. Count to three on the inhale and again on the exhale. Feel your abdomen, rib cage and lungs expand when you inhale. You needn't force air in. Just breathe rhythmically.

Passive Smoking is Hazardous to Your Health

THE smoke trailing from your friend's cigarette wafts lazily upward, looking innocent enough. And it may be—if you can find a way not to inhale any. ¶ But that's not likely. When you're around people who smoke, you're breathing in smoke yourself, which can be downright dangerous: of the more than 3,800 chemicals identified in cigarette smoke, over 50 are known to cause cancer. ¶ What's more, whereas smoke inhaled by a smoker is usually filtered, the smoke a non-smoker inhales is not. In fact, **a passive smoker takes in more dangerous chemicals than an active smoker does.** The carbon monoxide level, for example, is 2.5 times higher in unfiltered smoke than it is in the smoke inhaled by the smoker. ¶ As evidence of the dangers of passive smoking accumulates, smoking has moved beyond the realm of personal choice to become a public health issue. ¶ "Involuntary smoking is a cause of disease, including lung cancer, in healthy smokers," the Surgeon General C. Everett Koop said in his 1986 report, "The Health Consequences of Involuntary Smoking." ¶ The National Research Council agrees with Koop's statement, although both say that more research is needed to determine the relation between passive smoking and lung cancer risk. ¶ The family members of smokers are more often the highest risk. A National Cancer Institute report states that for non-smokers, **long-term exposure to second-hand smoke from heavily smoking spouses can increase their lung cancer risk by as much as 70 percent.** ¶ Children are especially vulnerable. The surgeon general's report says that **children of smokers have higher hospitalization rates for respiratory illnesses, including pneumonia and bronchitis,** than do children of non-smokers. Smokers' children also have significantly higher rates of respiratory infections such as laryngitis. ¶ These health risk statistics don't even take into account the immediate effects of passive smoking, which can include eye, nose and throat irritations, headaches, dizziness, nausea and a decreased ability to concentrate. ¶ To protect yourself from passive smoking's dangers, the American Lung Association recommends that you:

- Let family, friends and co-workers know that you object to their smoking in your presence. Don't be timid when it comes to minimizing your exposure.
- Request non-smoking sections in restaurants and on public transportation.
- Encourage your employer to implement policies that protect non-smokers.
- Support legislation that prohibits smoking in public places. For more information on passive smoking, contact your local chapter of the American Lung Association.

GIFT FOR YOURSELF

This new year, give yourself a gift that lasts a lifetime — give up your cigarette habit. The Great American Smokeout offers a golden opportunity.

To help you, the American Cancer

Society offers these tips:

- Make a list of reasons why you want to quit and post it someplace prominent.
- Exercise. A body pleasantly tired is less likely to want a cigarette.
- Buy cigarettes one pack at a time, not by the carton.
- Switch to a brand you dislike.
- Keep healthy snacks around, such as carrot sticks or fruit, to keep your mouth busy when you crave a cigarette.
- Throw away your matches. If getting your cigarette lit is difficult, maybe you won't bother to smoke.
- Don't clean your ashtrays. Let the butts pile up so you can see the results of smoking.

Perhaps it's time to reflect on your drinking habits.

How do I know if I'm an alcoholic? Ever since alcoholism got its name, drinkers have been asking themselves that question. The answer isn't always easy to come by. Alcohol is America's most popular drug, used by over half of adults. According to experts, as many as one in 10 American adults suffers from alcoholism, a chronic and often fatal disease.

Researchers have developed several different models for helping individuals to identify whether they are alcoholics, and for showing them how far their disease may have progressed. One such model has its roots in a work published over 30 years ago by E. M. Jellinek, MD, and remains widely accepted by therapists and alcoholism counselors.

Check the following four stages of alcoholism, which are based on Jellinek's model, to see where you stand in your drinking. If you think you might be headed toward alcoholism, see "What to Do."

The 4 Stages of Alcoholism

Not all of the symptoms described below happen to all alcoholics; and not all symptoms are experienced in the order indicated. This is the general path that alcoholism follows for many, if not most, alcoholics. "The primary characteristic throughout is loss of control," says J. Larry Goff, JD, MA, a certified alcoholism counselor and associate professor at Fort Lewis College in Durango, Colo. "The alcoholic can't stop when he or she wants to."

Stage 1 • The "pre-alcoholic symptomatic" phase

Duration: A few months to about two years

Everyone who drinks is in this phase, to one degree or another," Goff says. "But not everyone is going to become an alcoholic." In his pre-alcoholic phase, the individual is not overly involved with alcohol, but occasionally may get drunk. He or she may find it takes more drinks than before to get a "buzz."

Those who are on the path to alcoholism may find themselves seeking situations that involve alcohol—be it beer, wine or hard liquor. They may experience relief from anxiety when drinking to a more intense degree than with social drinkers.

Stage 2 • The "prodromal" phase

Duration: six months to five years

"Prodrome" means, basically, "a warning." And that's just what this phase is. "If you can do something about your drinking at this stage, you ought to do something," Goff says. The stage's characteristics include the following:

- Occasions, in increasing frequency, when you can't remember what you said or did when you were drinking.
- Drinking in secret.
- Preoccupation with alcohol.
- Gulping of drinks; avid drinking.
- Guilt feelings about drinking behavior.

Stage 3 • The "crucial" phase

Duration: no time limit

This stage marks the true onset of alcoholism. "You probably will need professional help at this stage," Goff says. Most people by this time have trouble controlling their drinking or quitting by themselves. Other characteristics include the following:

- Rationalizing drinking behavior.
- Acting aggressively.
- Persistent feelings of remorse, self-pity or resentment.
- Periods of total abstinence.
- Changing drinking patterns.
- Dropping of friends, quitting of jobs.

- Loss of outside interests.
- Change of family habits.
- Neglect of good nutrition.
- First hospitalization.
- Decreased sex drive.
- Regular daytime drinking.

Stage 4 • The "chronic phase"

Duration: no time limit

Without some form of help, alcoholics who reach this stage most likely will remain in it until they die from some alcohol-related problem: liver disease, cancer, brain damage, cardiovascular problems, an accident, violence.

In this stage, alcoholics will go through periods of non-stop drinking, perhaps to the point where nothing else gets done. Other characteristics of the phase include:

- Impaired thinking.
- Drinking with people far below social level.
- Getting drunk on less alcohol than before.
- Unexplained fears.
- Tremors (shaking in the hands or feet, or—internally—a jelly-like sensation or butterflies).
- Psychomotor inhibition.
- Obsessive drinking.
- Development of vague religious desires.

• What to do •

So you think you might have a problem? Here are your options, according to J. Larry Goff, JD, MA:

1. **Do nothing.** Unfortunately, most alcoholics choose this route. If you have any doubts as to whether you have a problem, consult your physician.
2. **Slow down on your own.** A great idea, says Goff, unless you're truly alcoholic. "Telling an alcoholic to do this is similar to telling him or her to stop running a fever or telling a heart attack to go away."
3. **Stop on your own.** Before the "crucial" phase of alcoholism, people often can give up alcohol on their own, Goff says. Once they've reached this stage, however, the large majority can't quit by themselves. Alcoholism is a tricky disease, he says, which plays games with the alcoholic's mind.
4. **Get treatment.** "If you can stop you drinking, that's wonderful," Goff says. "If you've tried and can't, however, you'll need to seriously consider getting professional help."

One of the most successful treatment alternatives is Alcoholics Anonymous, a self-help program that has helped millions of alcoholics to control their disease. Outpatient treatment programs can provide additional assistance. And for intensive rehabilitation, residential treatment may be the best option. Check your yellow pages under "Alcoholism" for listing of available treatment programs in your area, including AA.

ALCOHOLIC?

Recognizing a Heart Attack

Time is not on your side

When you experience heart attack symptoms, get immediate treatment. Mark Oberman knew something was wrong as he prepared dinner one evening in August 1988. "The kitchen kept getting hotter and hotter," he says, "and then I couldn't breathe." He went to his bedroom, but couldn't get comfortable. When the pressure and pain in his chest began, Oberman suspected right away what the real problem was. Making his way downstairs, he told his wife, "Drive me to the hospital right away—I'm having a heart attack."

After a harrowing ride, during which Oberman forced himself to keep his eyes open and make noises so that his wife would know that he was still alive, he arrived at the emergency room. Shortly thereafter he went into cardiac arrest. Doctors at the hospital saved his life and kept him in the cardiac care unit for nine days.

A Second Chance

Nearly three years later Oberman, 44, is back at work as a psychological counselor and is leading an almost entirely normal life. The North Garden VA, man is alive today because he obeyed a cardinal rule about heart attacks. If you're suspicious that you may be having one, get help immediately. Don't waste a second.

Heart Attack Symptoms

According to the American Heart Association, the most common warning signs of heart attack are:

- Uncomfortable pressure, fullness, squeezing or pain in the center of the chest lasting for two minutes or more. It's generally not a nuisance pain, but more severe.
- Pain spreading to the shoulders, neck, jaw, arms or back.
- Dizziness, fainting, sweating, nausea or shortness of breath.

These symptoms are not always present, and those that occur may subside and then recur. That's why it's essential to seek professional treatment at the first sign of trouble.

"Time is truly of the essence," says Thomas McKeirnan, MD, medical director of the coronary care unit of the Loyola University Medical Center in Chicago. "If there's any doubt, get to a physician or an emergency room right away and get checked out, because the consequences of being wrong can mean death. Don't travel across town to 'your' hospital—go to the nearest one."

The Sooner, the Better

A heart attack occurs when blood flow to the heart tissue is severely restricted, causing a portion of the heart muscle to begin to die. The restricted blood flow may be due to hardening of the arteries, or to other conditions such as a blood clot lodged in a coronary blood vessel.

"If we can see people within four hours of the start of symptoms, we can do wonders to save the heart," says McKeirnan. "For example, we can sometimes dissolve the clot, which means getting oxygen to the heart. Then we can preserve the heart before it has time to die from lack of oxygen." But don't wait for hours—danger grows as time slips by. Heart muscle tissue that dies before the flow of oxygen can be restored is irreplaceable.

Spread the Word

Family members and friends of those with increased heart attack risk need to be able to recognize and respond to the early symptoms of a heart attack (see "Heart Attack Symptoms"). "You should know the emergency phone number in your town, usually 911," says McKeirnan, "and know the fastest route to the hospital. Training in CPR (cardiopulmonary resuscitation) also can be of vital importance." CPR training is available through your local American Heart Association or American Red Cross chapter.

Who is at risk for heart attack? Check any of the factors below that apply to you. The more boxes you check, the higher your risk of heart attack.

- High blood pressure
- High cholesterol
- Regular use of tobacco
- Diabetes
- Close relative who had heart attack
- Lack of regular exercise

The most important thing to remember if you have a symptom of heart attack is: get to a hospital as quickly as you can. The average victim of a heart attack waits 3 hours before deciding to seek help. That's too long. Every minute counts if you want to avoid being one of 350,000 victims per year who die before they reach the hospital.

The most common symptom is discomfort in the chest that lasts two minutes or more. The pressure sensation may be agonizingly painful, or it could feel like only a slight heaviness or tightness. It may also be felt in the shoulder, arm, neck, jaw, or even the back—with or without accompanying sensations in the chest. Chest discomfort may or may not be accompanied by other symptoms, including:

- shortness of breath
- a cold, clammy sweat
- upset stomach
- vomiting
- dizziness
- fainting
- a feeling that something terrible is happening, a sense of doom

Because the symptoms of heart attack vary from person to person, be aware that the symptom described here may not be exactly what you experience.

A heart attack can happen to you at any time. Often it will strike during physical exertion, after over indulgence in food or alcohol, or during an emotional upset. But it can also happen as you sit at your desk talking on the telephone or are sound asleep.

No two people experience a heart attack in exactly the same way, so it's easy to pass off some of the symptoms above as flu, a pulled muscle, a toothache, or indigestion. Since no one wants to have a heart attack, many will deny they are having one, preferring to take an aspirin or antacid. Not many people die of indigestion, but many die because they treat a heart attack as if it were something else.

Don't be embarrassed to show up at the emergency room for indigestion. Don't confer with friends. Don't even call your doctor. Just get there — fast.

MEDICAL FOCUS

The Beat Goes On

You thought the meal was great, but your companion claims it gave him heartburn. He's looking uncomfortable, a little pale and sweaty. Suddenly, he clutches his chest and falls to his knees.

Heart attack! What can you do?

Act immediately -- delay could be fatal. Get emergency care by calling paramedics or getting the person to the hospital right away.

Even that may not be enough -- you may have to take more direct action.

If the person has stopped breathing, you only have about six minutes before permanent damage occurs.

Remain as calm as possible. CPR (cardiopulmonary resuscitation) is a fairly simple procedure. You can prepare yourself for these emergencies by taking a CPR course. Contact your local Red Cross or public health organization for more information.

Do not practice CPR on healthy people.

Here's what to do:

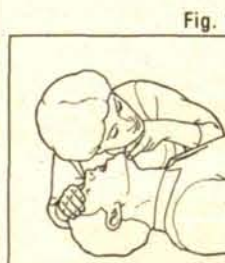
Check for breathing by placing your ear to the mouth and nose and looking at the chest (Fig. 1). Do this for three to five seconds.

If there's no respiration or pulse, begin CPR immediately.

Pinch the victim's nose closed and blow two slow, full breaths of one to two seconds each into the mouth, checking to see that the chest rises with each one (Fig. 2).

Take 10 seconds to check the neck for a pulse (Fig. 3). If you can't find one, begin chest compressions (Fig. 4): place the heel of one hand on the sternum and interlace the

fingers of both hands (don't let your fingers touch the victim's chest -- you could fracture his ribs). Push down on the chest about 1-1/2 inches seven or eight times every five seconds. After every 15 compressions, blow two slow breaths into the mouth. Check periodically for a pulse. If one begins, stop the CPR. If no pulse, continue resuscitation. CPR is not an either/or method. Pushing down on the chest circulates the blood. Breathing into the victim's mouth provides oxygen. You must do both to revive the patient.



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American Cyanamid and Deere & Company Share Important Safety Technology Breakthrough

Two of the nation's leading agricultural companies, American Cyanamid Company and Deere & Company, have announced that they will share a unique and important technological advance with four other planter manufacturers.

The innovation, known as the LOCK 'n LOAD™ closed handling system, is a completely enclosed chemical transfer method that protects farmers from unnecessary exposure to COUNTER® and THIMET® insecticides. COUNTER and THIMET are both organophosphate insecticides used to control a variety of soil insect pests in a number of crops.

"We worked with John Deere to share this technology with other key planter companies because farm worker safety is such an important issue," said William F. R. Griffith III, vice president of Cyanamid Agricultural Division and general manager of its Crop Protection Chemicals Department.

Previously, the LOCK 'n LOAD™ system was available only on John Deere MaxEmerge (1) and MaxEmerge 2 (1) planters. This new agreement covers equipment manufactured by Case IH, Gandy Company, Kinze, and White-New Idea Farm Equipment. Together with Deere, these manufacturers represent over 90 percent of the row crop planter industry.

"Sharing an innovative design with other companies has its risks," noted Herman Jasper, marketing manager for the John Deere Harvester Works. "But both Deere and Cyanamid felt that customer safety and convenience benefits were significant enough to warrant this unusual move."

The LOCK 'n LOAD™ closed handling system was developed not only for user ease and convenience but also to address environmental and user safety issues. The system represents a clear alternative to burning empty pesticide containers and other related environmental concerns.



"We would like to see the LOCK 'n LOAD™ system become the standard for insecticide handling throughout the agrichemical and farm equipment industries," Griffith added. "We are discussing ways to release the system's technology to other agrichemical companies so growers can take advantage of the benefits of the LOCK 'n LOAD™ system."

Marketing Seminar Highlights Farm Challenges

In providing food to the Commonwealth of Independent States and the other former Soviet Republics, the U.S. should adopt a business-like attitude and expect payment for farmers' products, according to "Farm Journal" economist Dr. John Marten, speaking during a marketing seminar at the AFBF 73rd annual meeting.

"It's great for people to eat, but we're in the business for people to pay for it and eat," said Marten. "The effect of the breakup of the Soviet Union on the bottom line of American farmers ought to be positive in the long term."

Marten qualified that statement by telling the 1,000 farmers attending the marketing conference, that it will be essential for the new independent nations to move toward a market-oriented system, invest in their infrastructure and maintain their livestock herds.

Two members of the commonwealth - Russia, with a population of 148 million people, and the Ukraine, with another 52 million -

are key to expanding trade opportunities for American agriculture.

Challenges, however, are numerous. A year ago, one Soviet ruble was worth about \$1.65. Today, one ruble is only worth a penny. A year ago, it took only three and three-quarters rubles to buy a Big Mac. Today that same Big Mac would cost about 59 rubles, according to Marten.

With such economic chaos, it's natural for citizens of the commonwealth to buy fewer meat products due to their higher costs, he explained. Typically, people in that region of the world get only slightly more than 900 calories from meat per day.

The United States will face highly subsidized competition from the European Community for the commonwealth market. Marten estimates that in 1991, the EC spent \$44.6 billion to subsidize its agricultural products. That's three times as much as it spent only seven to eight years ago.

The EC subsidizes its wheat by about \$3 a

bushel through a so-called restitution program. While those high subsidies work to the disadvantage of American farmers, dwindling world grain stocks will definitely boost prices. "That is going to dominate your outlook over the next three years," he told the farmers. "The surplus in the world is gone."

On the overall economic outlook, Marten said that technically the recession is over. And, for the most part, it technically could be termed mild. The value of the dollar is low, which is good for exports, and low interest rates will undoubtedly bolster land prices.

Marten predicts that interest rates will not bottom out until about June. He also said farmers are paying off debts, which naturally increases the percentage of bad loans; therefore, that is invalid as an economic indicator of a faltering economy.

"I don't believe the economy is in nearly as bad a shape as everyone thinks," Marten concluded.

Jack Laurie Appointed to AFBF Trade Committee

MFB President and American Farm Bureau Federation board member Jack Laurie was appointed to the AFBF Trade Advisory Committee during recent AFBF Board action. As a member of the trade committee, Laurie will help review all Farm Bureau trade policies and set strategies to further market access and development, and provide recommendations to AFBF President Dean Kleckner on trade issues.

The committee also participates in trade missions and international trade conferences, forums and plays an active role in the investigation and development of a North-American Free Trade Agreement to expand farm and non-farm trade, consistent with Farm Bureau policy.

Table 1

SUPPLY/DEMAND BALANCE SHEET FOR CORN

	Hilker's Proj. Guess		
	1990-91	91-92	92-93
Corn Acreage (Million Acres)			
Acres Set-Aside and Diverted	6.3	4.7	3.5
Acres Planted	74.2	75.9	78.5
Acres Harvested	67.0	68.7	71.2
Bu./A. Harvested	118.5	108.8	120.0
Stocks (Million Bushels)			
Beg. Stocks	1344	1521	1076
Production	7933	7474	8544
Imports	4	5	5
Total Supply	9281	9000	9625
Use:			
Feed	4709	5000	5000
Food/Seed	1325	1350	1385
Total Domestic	6025	6350	6385
Exports	1727	1575	1700
Total Use	7761	7924	8085
Ending Stocks	1521	1076	1540
Ending Stocks Percent of Use	19.6%	13.6%	19.0%
Regular Loan Rate	\$1.57	\$1.62	\$1.72
U.S. Season Average			
Farm Price, \$/Bu.	\$2.28	\$2.70	\$2.50

Source: USDA

Table 2

SUPPLY/DEMAND BALANCE SHEET FOR WHEAT

	Hilker's Proj. Guess		
	1990-91	91-92	92-93
Wheat Acreage (Million Acres)			
Acres Set-Aside and Diverted	3.2	10.0	3.5
Acres Planted	77.3	69.9	71.5
Acres Harvested	69.4	58.1	61.0
Bu./A. Harvested	39.5	34.1	37.0
Stocks (Million Bushels)			
Beg. Stocks	536	866	390
Production	2736	1981	2257
Imports	37	40	33
Total Supply	3309	2887	2680
Use:			
Food	796	780	800
Seed	90	92	95
Feed	489	375	165
Total Domestic	1375	1247	1060
Exports	1068	1250	1150
Total Use	2444	2497	2210
Ending Stocks	866	390	470
Ending Stocks Percent of Use	35.4%	15.6%	21.3%
Regular Loan Rate	\$1.95	\$2.04	\$2.21
U.S. Season Average			
Farm Price, \$/Bu.	\$2.61	\$3.10	\$3.90

Source: USDA

Table 3

SUPPLY/DEMAND BALANCE SHEET FOR SOYBEANS

	Hilker's Proj. Guess		
	1990-91	91-92	92-93
Soybean Acreage (Million Acres)			
Acres Planted	57.8	59.1	57.7
Acres Harvested	56.5	58.0	56.5
Bu./Harvested Acre	34.1	34.3	34.0
Stocks (Million Bushels)			
Beg. Stocks	239	329	325
Production	1926	1986	1921
Imports	2	5	4
Total Supply	2167	2320	2250
Use:			
Crushings	1187	1235	1240
Exports	557	665	600
Seed, Feed and Residuals	94	95	95
Total Use	1838	1995	1935
Ending Stocks	329	325	315
Ending Stocks, Percent of Use	17.9%	16.3%	16.3%
Regular Loan Rate	\$4.50	\$5.02	\$5.02
U.S. Season Average			
Farm Price, \$/Bu.	\$5.75	\$5.75	\$5.90

Source: USDA

Electrical/Livestock Safety on the Farm

Animal Waterers/Feeders

Too many animals are killed each year by electric shock at heated waterers and automatic feeders. The shock hazards they present demand careful attention--and problems arise when the devices are wired hurriedly with inappropriate materials and techniques.

The first line of defense against shock is the grounding system--the bare conductor in a branch circuit cable. This bare conductor must be continuous all the way back to the service panel neutral bar and must connect firmly to any metal parts of the waterer or feeder that the animal may contact. Bonding jumpers in the waterer or feeder may even be required.

Note that a separate ground rod at the waterer or feeder is not effective in preventing shock. The grounding conductor must be connected to exposed metal parts. If the connection is effective, an accidental contact between the ungrounded, or "hot," conductor and an animal will trip a circuit breaker immediately and present no hazard.

Feeding the branch circuit from a ground fault circuit interrupter is also effective in preventing shock unless the branch circuit is unusually long.

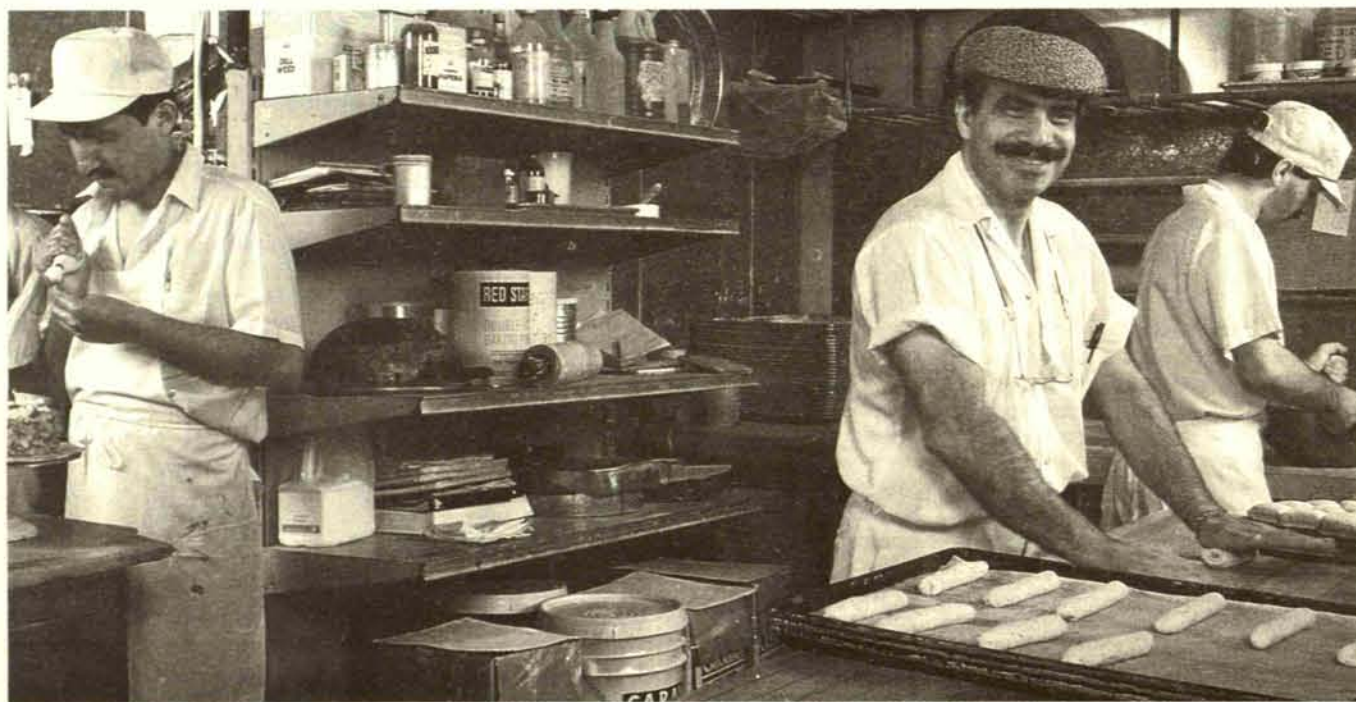
In addition to paying careful attention to the grounding system, you should also remember that:

- All splices must be thoroughly water-proofed with special splice kits--and should be inspected yearly.
- All splices must be made inside water-proof, corrosion-resistant junction boxes.
- Even if it is enclosed in rigid conduit, all wiring must be completely out of reach of large animals. If you take these precautions, there is no need to lose animals to electric shock.

Extension/Appliance Cords

The light conductors used in extension cords and appliance supply cords are responsible for many fires. Here's how you can protect your home or farm:

- Inspect appliance and extension cords yearly. Replace any that show any visible damage at all, either to the cord or to the plug.
- Never remove a cord by yanking on the wire. Pull only on the plug.
- Extension cords are strictly temporary devices and should never be installed permanently. If your house wiring is inadequate, replace it. Rewiring is cheaper than rebuilding.
- Be especially careful of cords supplying heating devices such as heaters and coffee makers. Keep them away from the heat of the device and inspect them frequently.
- Never conceal an appliance or extension cord.
- When using an extension cord temporarily, be certain that it is adequately rated to supply the amount of power you are using.



Health care coverage isn't simple anymore. The bottom line, however, remains the same: everybody wants the best possible coverage at the lowest possible rates. This is where Farm Bureau has good news for small business owners.

With over 40 years of experience in providing individual health care plans, Farm Bureau is now offering six Blue Cross Blue Shield plans and two Blue Cross Blue Shield PPO plans specially designed for groups with 2 to 99 employees. All plans have no

medical underwriting and carry no pre-existing condition clauses. Prescription, dental and vision coverage options are also available to qualified groups.

If you're a small business owner who is dissatisfied with your present employee health care plan -- or a small business owner who is ready to initiate your first employee health care plan -- contact your local Farm Bureau office. We'll listen to your health care coverage needs, tailor a package to suit your preferences, and then cut to the bottom line.

Farm Bureau, specialists in all business insurance needs, can be depended on to protect the interests of small business because we understand the interests of small business.

What matters to you matters to us.

For further information, call 1-800-292-2680 or contact your local Farm Bureau office.



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From Farm Bureau Insurance

Ozonation a Way To Reduce Livestock Odor?

Unwanted odors produced by farm animals may someday be something of the past through ozonation treatment, according to the results of research conducted by Michigan State University's Agricultural Engineering Department.

Ozonation is the process of destroying odor causing bacteria and its end product, odorless metabolites, by mixing ozone and liquid manure in a storage tank.

"The process works; it's just a question of whether we can do it economically," said Howard Person, an agricultural engineering associate professor specializing in livestock waste management.

Some municipalities are using the ozonation process to treat water, industrial sewage outflows, and raw sewage. Smaller ozonation units are also used to treat chlorinated water from swimming pools before the water is put back in circulation.

Ozone by itself is formed naturally in the upper atmosphere through a photochemical reaction with solar ultraviolet radiation. Ozone reacts with many compounds because of its strong oxidizing property and chemical instability. These properties allow ozone to neutralize many odor causing agents that are present in livestock manure.

Experiments at MSU should be completed within one year. If laboratory results are positive, a farm model may be built to study ozonation on a larger scale.

New MSU Record System Farmer-Approved

Michigan farmers have a new series of four to five crop nutrient record keeping booklets available for the 1992 cropping year. The new system, designed by MSU animal waste management specialist Lee Jacobs, is comprised of an annual record book, individual field files and supplemental sheets.

The record keeping system has been field-tested and designed in cooperation with 100 farmers who identified the type of information they need to help improve environmentally compatible management practices of their crop and livestock operations.

The information to be recorded in the annual record book includes: planting information, amount and type of fertilizer applied, the amount of manure applied, harvest information, pesticide information and other notes. Each field has one annual record book that can be taken to the field, with the information transferred to the individual field file at a later date.

The individual field files include a soil test summary, the nitrogen credited, the amount and type of fertilizer applied, and pesticide used. The supplemental sheets allow producers to expand on information contained in the individual field file. Many calculations can be performed based on this information. For more information, contact your local county CES office.

Protecting the interests of small business by understanding the interests of small business...

Pesticide Residue Research Findings Surprising

Photo: Ohio State University

A 1987 National Academy of Sciences (NAS) report blamed nearly 15 percent of the dietary cancer risk from pesticide residues to tomato products, the highest of any single source. More than 90 percent of that risk was pinned on the tomato's fungicide residues.

But after nearly four years of research at Ohio State University, scientists say that the residue estimates used by NAS in their report were grossly exaggerated and remarkably unrealistic. Even so, vegetable specialists Robert Prechur and Mark Bennett, and plant pathologist Mac Riedel, and food scientist Kurt Wiese, are uncovering ways that growers can reduce use of fungicides without losing quality, yields or profits.

Never concerned about letting facts stand in the way of good headlines, the 1987 NAS report, "Regulating Pesticides in Food," used estimates based on the assumption that all acres of the crop were treated to the maximum level and that residues would remain on raw tomatoes at the tolerance level, or the highest level considered safe. They further assumed that residues would concentrate tenfold in processed tomato products.

Ohio State scientists were awarded a grant through a pesticide-impact assessment program of the USDA to study the residue levels of tomatoes. The scientists used commercial production and processing techniques from planting to processing. Each year they tried a dozen disease-control programs and matched them to residues on the raw fruits and on processed tomato products.

Scientists set up test plots using different timings and combination of the fungicides mancozeb, chlorothalonil, and anilazine, which are sold under the trade names of Dithane, Bravo, and Dyrene. Mancozeb was dropped from the study in 1990 because of discontinued use by growers.

Each fall, tomatoes were harvested separately according to fungicide treatment. Raw, unwashed tomatoes from each treatment were frozen and shipped to the National Food Laboratory in Washington, D.C., to be analyzed for fungicide residues. They found the residue levels on raw tomatoes were extremely low - well below government tolerance levels.

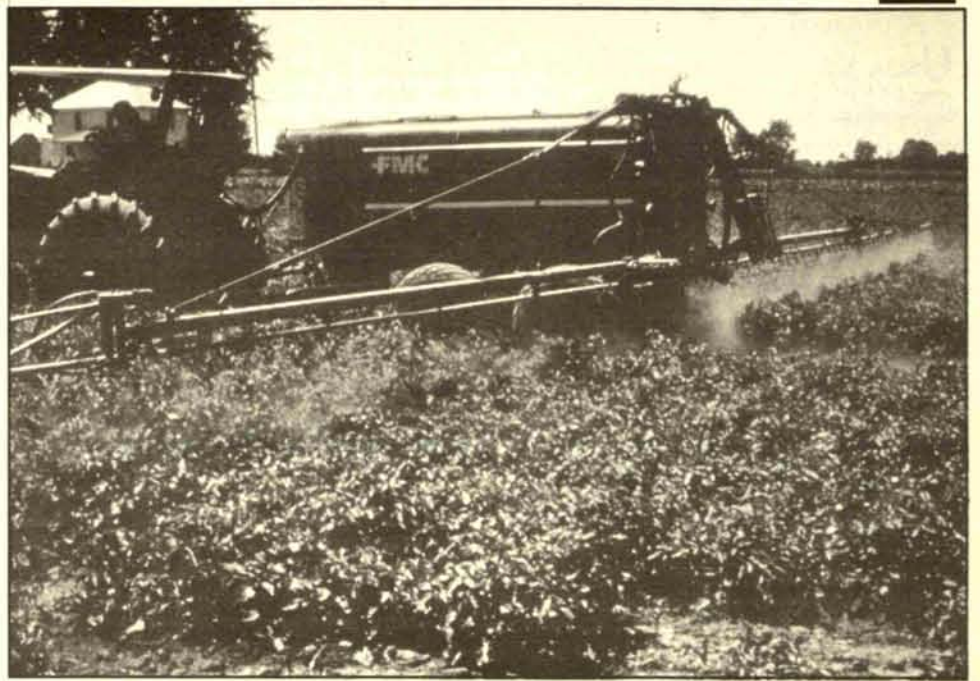
"If they lowered the tolerance levels for raw tomatoes tomorrow, we could meet the new standards with no problem," states Prechur. "The highest level we found was 63 percent below EPA tolerance levels, and that occurred in one treatment. In that case, residue levels from plots treated with

Chlorothalonil were still less than 1 part per million (ppm), far below the EPA's tolerance level of 5 ppm."

According to Prechur, residue levels in processed products were below the detection level of .01 ppm in most cases, or right at the detection level, indicating that most of the residues were washed off during rinsing prior to processing. That finding dispelled NAS's assumption that residue levels would increase ten-fold.

The study did produce some interesting side benefits of its own, however. When less spray was applied before the fruit set in the weeks right after planting, less residue was found. Scientists aren't sure why, but they suspect it may have something to do with the formation of the cuticle layer of the tomato's skin. Riedel and Prechur are following up on that suspicion and hope to find answers within the next few years.

The Ohio scientists plan to continue studying residue effects with different fungicide combinations, rotations and use of a computer called TOMCAST to tell producers when conditions are ripe for disease growth, for better timing of applications.






According to Ohio State University vegetable specialist Mark Bennett, the study showed that early stage timing of fungicide spraying is critical in residue levels. "Common sense would tell you that the last sprays before harvest would have more effect on residues, but that doesn't appear to be the case," says Bennett.

Michigan Farm Bureau Membership Report

	State Status	
	1991/92	1990/91
New	8,024	8,233
Renewals	82,093	80,252
Total	90,117	88,485
Goal	120,000	114,500
% Goal	75.10%	77.28%
Need	29,883	26,015
Target	45,427	45,709
% Target	84.27%	83.87%

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10 USDA Announces 1992 Farm Program Provisions

USDA has announced common provisions of 1992 commodity programs, including the payment of 40 percent of 1992 cash subsidies for wheat, feed grains, upland cotton, soybeans and other oilseeds in advance. Producers of those commodities will also receive 40 percent of their subsidy payments in advance in the 1993-95 crop years, according to *Knight Ridder News*.

USDA estimated the total subsidy for 1992-crop wheat at 65 cents per bushel. Farmers will be allowed to collect 26 cents per bushel in advance after they have signed up for the farm program.

For other commodities, the estimated total 1992 subsidy and advance payments in bushels are as follows:

- Corn – 48 cents total
19.2 cents in advance**
- Sorghum – 46 cents total
18.4 cents in advance**
- Barley – 35 cents total
14 cents in advance**
- Oats – 15 cents total
6 cents in advance.**

USDA said 0/92 and 50/92 provisions continue to be available at the discretion of the producer. Under those programs, producers can idle up to all or half of their acreage and receive 92 percent of the estimated total subsidy, or "deficiency," payment on the idled land.

The 0/92 program is available for wheat and feed grain producers and the 50/92 program for cotton producers.

As with the 1991 programs, producers may plant acreage enrolled in the 0/92 program

to minor oilseeds, including sunseed, safflowers, flaxseed, canola, rapeseed, and mustard seed. However, if minor oilseeds are planted on 0/92 acreage, producers must choose between collecting the wheat and feed grain subsidy payments, or taking out a government loan against their minor oilseed production, USDA said.

Producers will also be able to plant sesame and crambe on their 0/92 acreage in the 1992-95 crop years and collect subsidy payments, USDA said. Government price support loans are not offered for those commodities. USDA also said that producers who plant minor oilseeds, sesame and crambe on 0/92 land can plant certain other crops on the same land after the initial crop is harvested.

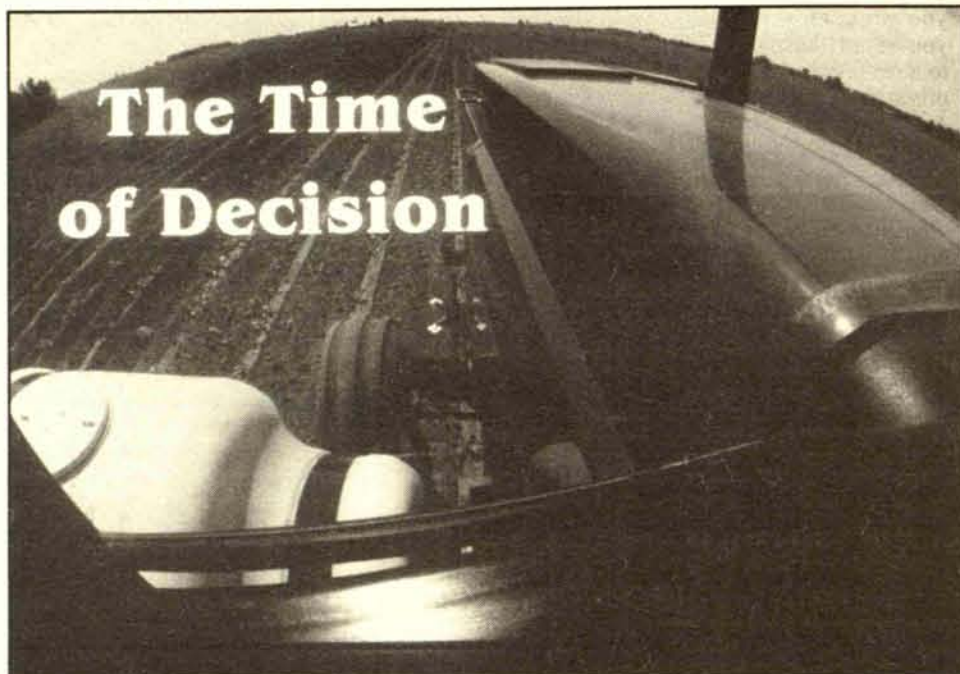
However, the second crop cannot be any of the program crops, such as wheat and feed grain, and producers are not eligible to take out government loans on the second crop.

Additionally, producers can plant soybeans as a second crop on the 0/92 land only if they have an established history of "doublecropping" during at least three of the past five years, USDA said.

USDA also said corn and sorghum program acreage will be combined in 1992, with producers allowed to choose how much to plant of either crop on the land. However, program subsidy payments will be based on the historical plantings of corn and sorghum on the land and not the current year's planting, USDA said.

Other provisions announced are as follows:

- Soybeans may be planted on optional flexible acreage in 1992, because pro-



- jected market prices for 1992-93 are less than 105 percent of the soybean price support level of \$5.02 per bushel.
- Industrial and other crops not specifically mentioned by USDA will not be allowed to be planted on 0/92 and 50/92 acreage.
- Targeted option payments will not be made available to producers. Under the TOP program, USDA could have allowed producers to increase or decrease their per acre subsidy payment by agreeing to idle or plant more land than the government program requires.

- Producers will not be allowed to plant certain designated crops on up to half the land they have "set aside" under acreage reduction programs. Additionally, "conserving crops" grown on set-aside land to protect the soil will not be allowed to be harvested.
- Dry peas may be planted on up to 20 percent of wheat and feed grain crop acreage bases, with the land still counted as planted to wheat and feed grains for planting history purposes.

USDA previously announced that producers would be able to enroll in government farm programs Feb. 0 through April 17.

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James L. Schmidt,
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Doug Fleming
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Canadian Rockies/ Calgary Stampede July 1-12, 1992

This unforgettable, 12-day tour of the Canadian Rockies will not only visit the great and growing cities of the northwest and majestic beauty of the Rockies, but also includes unique features designed to give it special appeal. Special attractions include the Calgary Stampede Celebration – rodeo, chuckwagon races, state show spectacular, a ride on a giant snowmobile on Athabasco Glacier, a gondola ride to the top of Sulphur Mountain, and overnight stays at the beautiful Lake Louise Chateau and Banff Springs Hotel. Our package includes round trip jet transportation from Chicago, first class or deluxe hotel accommodations, 20 meals, all sightseeing and admissions, and a professional guide. Member price is \$2,449 and nonmember price is \$2,469.

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February Discussion Topic: Privatization of Government Services

If you're dissatisfied with something you've bought or a service you've received, you usually have some recourse, according to a recent *Wall Street Journal* editorial on privatization. "Most stores will take back merchandise with few questions asked. Many companies bend over backward to resolve consumer complaints. But when it comes to getting satisfaction for public services, whether it's garbage removal or potholes, irate consumers are at the mercy of a monopoly provider with little incentive to act on their complaints."

The goal of privatization is to help citizens get more for their tax dollar by making the monopoly provider of public services (government) subject to the discipline of market forces. A new policy approved by delegates to the 1991 Michigan Farm Bureau annual meeting directs the organization to explore the potential for privatization in Michigan.

Two recent studies examined the ramifications of privatization. "Competitive Contracting - Taking Control of Government Spending" was done by the Heartland Institute, a nonprofit organization that researches state and local issues of importance to the Midwest. "Competitive contracting has been used for decades by private businesses and government agencies to ensure that goods and services of a defined quantity and quality are produced for the lowest possible cost," said the Institute. "When applied to government services, competitive contracting involves a synthesis of public and private roles. The public sector decides what services should be produced and what specifications should apply to the service. The competitive market responds to the invitation and determines

how best to produce the service at the lowest possible cost."

The Institute said that competitive contracting for public services has resulted in cost savings of 15 to 30 percent, with occasional savings of 50 percent or better. In addition, it found that competitive contracting induces improved efficiency for services retained by the government agency but subject to competitive contracting, such as a municipal bus system that contracts for 20 percent of route service.

A "Privatization 1991" report by the Reason Foundation concluded that financially pressured cities and counties are likely to make increasing use of private contracting in the years ahead. Strong targets for privatization, the report said, include sports, cultural and recreational facilities; jails and prisons; fleet maintenance programs; and transit systems.

Privately financed, built and operated infrastructure projects are also becoming more popular, according to the report. Within the past year, California and Virginia approved private toll-road projects. Albany, Los Angeles, Peoria, Philadelphia and New York City are considering selling their municipal airports.

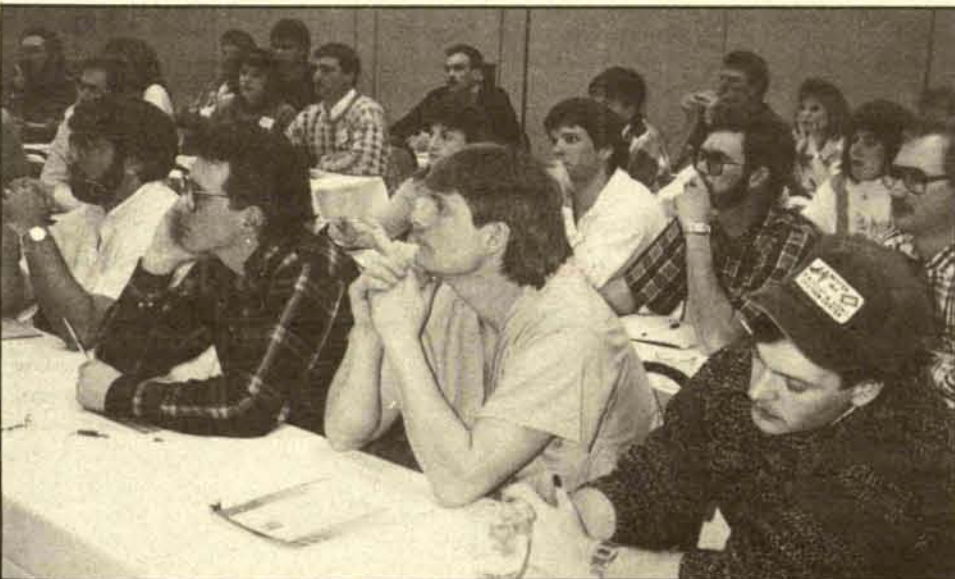
A 1988 survey by the International City Management Association asked 4,870 local governments to identify the most important obstacle to privatization. Nearly 40 percent of the respondents cited public employee opposition. Thirty-eight percent noted opposition from elected officials; 35 percent a lack of competent private deliverers; 32 percent a lack of evidence of effectiveness; and 28 percent citizen opposition.

Community Action Group members can contribute to the discussion of privatization by identifying privatization opportunities in their communities. As noted by the Pennsylvania Supreme Court, "If government cannot provide services at least of a quality and at a cost commensurate with similar services provided by private enterprise, it is, by definition, unreasonable to utilize tax dollars for that purpose."

Discussion Questions:

1. What benefits would there be for your community with the privatization of particular services now provided by government?
2. What are the roadblocks that may occur to hinder the privatization of government services in your community?
3. What government services do you feel would be most improved by going to privatization?
4. What would be the direct impact, either positive or negative, to the agricultural community with privatization of specified government services?

1992 Young Farmers' Leaders Conference - Developing Professionals for the Future



The conference receives high rankings from past participants, based on the workshops and interaction participants have with other young farmers from across Michigan. The program includes recreational time with a district bowling tournament Thursday night, and a recognition banquet on Friday evening, concluding with a casino night and dance.

MFB's State Young Farmer Committee is preparing for another exciting Leaders' Conference again this year, at the Midland Valley Plaza, March 5-7, according to State Young Farmer Committee chairman, Steve Gonyea of Spruce.

"The program is designed to give participants, often young farm couples, new skills they can take home and apply to their farm operations, as well as their personal lives," explained Gonyea.

The workshops and speakers include: **Farm Family Lifestyles** - Sheri Wohlfert, MSU Cooperative Extension Service

Aiming Your Farm at the Future - Mike Salisbury, Salisbury Management Services, Inc.

Farm Safety and the Family - Julie Chamberlain, MFB Promotion and Education Manager

Wetlands and Conservation - Vicki Pontz, MFB Legislative Counsel

Congressional Insight - Rudy Denes, Midwest Region Area Field Service Director, American Farm Bureau

What is the Young Farmer Program - Ernie Birchmeier, MFB Young Farmer Department Manager

Personal Presentation and How to Handle the Media - Mike Kovacic, MFB Director of Information & Public Relations

Building Better Working Relationships in Farm Families - Dr. Ron Hanson, Associate Professor, Farm Management and Finance, University of Nebraska

Conference registration is \$160 and is due by Feb. 15, 1992 to Michigan Farm Bureau. According to Gonyea, however, if an individual is selected by their county Farm Bureau to attend the conference, the costs are often paid for by the county.

For more information or registration details, contact your local county Farm Bureau, or the MFB Young Farmer Department, at (517) 323-7000, Ext. 3235.



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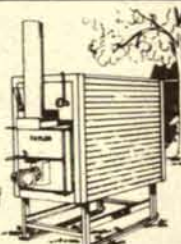
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Michigan Young Farmers Compete Well at AFBF



MFB's Young Farmer finalist represented Michigan in proud fashion in national competition in Kansas City at AFBF's 73rd annual meeting. Michigan's Young Farmer Discussion Meet winner Bob Mayer, (above left), of Bronson talked his way to the final four competing for the national title against finalists from Ky., Ind., and Calif. Mayer was awarded a Honda Fourtrax 300 all-terrain vehicle as a national Discussion Meet finalist.

MFB's Distinguished Young Farmer representatives Andy and Beth Snider of Hart were selected as one of three runners-up in national competition. The Sniders, in partnership with Andy's parents, Larry and Becky Snider, operate a dairy and feeder pig operation in Oceana County. As national runner-up winners, the Sniders will receive a one-year free subscription to the ACRES marketing information service and the necessary equipment to receive ACRES information.

MSU Dairy Management Conference – Surviving the 90s

By the year 2000, the number of cows in the U.S. dairy herd will have declined by 6 percent, but milk production will have increased by about 7 to 8 percent.

Overall, real gross profit margins per hundredweight (cwt.) are not expected to be much above the low level seen in 1991, according to John Ferris, agricultural economist at Michigan State University.

"On a per cow basis, real gross margins per cwt. would be expected to remain relatively low before increasing in the last half of the decade," Ferris predicts. "Response to these returns will be slow, and dairy product stocks will not likely decline much until the end of the decade."

At the Michigan Dairy Management Conference, March 3-4 at the Amway Grand Plaza, Grand Rapids, university and dairy industry experts and dairy farmers will outline how they think the dairy industry can manage profitably during the remainder of the decade.

The conference will target business and herd management, from the cost of producing or buying feed, and getting the material through the cow to selling milk profitably.

University dairy specialists will be drawn from Cornell, the University of Wisconsin, Kansas State University and MSU. Eight dairy farmers from Michigan, New York and New Jersey will also outline their dairy herd management programs.

Business spokespersons include practicing veterinarians from Michigan and New York, a representative from Michigan Milk Producers' Association and a representative from the Farm Credit Banks of Massachusetts.

The conference will have a variety of programs for spouses, including tours of selected Grand Rapids sites, and discussion about personalities and family communications.

If reservations are made by Feb. 20, the cost will be \$145 for the first person, and \$105 for the second. After Feb. 20, cost will increase by \$10 per person. The charges cover two luncheons, two breaks, a copy of the proceedings and the banquet. Additional banquet tickets are \$30 each.

Registration checks should be made payable to MSU and sent to the Michigan Dairy Management Conference, 120 Anthony Hall, MSU, East Lansing, MI 48824-1225. More information about the conference can be obtained from Andy Skidmore at MSU by calling (517) 353-9025.

The registration fee does not cover overnight lodging. The Amway is offering special rates for the conference reservations, which can be made by calling 1-800-253-3550.

WHEN WINTER COMES A MONTH EARLY, BE GLAD THERE'S THE BRENT CPC 2000.



Last year's combination of delayed spring planting and October winter storms meant a lot of farmers felt lucky just to get their crops out before the snow fell. Fall field work was pretty much out of the question

in many areas. Fortunately, the Brent CPC 2000* tillage system from Unverferth works as well in the spring as it does in the fall. Whatever your tillage program, the CPC 2000 lets you do prescription tillage in one pass, leaving any amount of crop residue, from 0% to 85%, on the soil surface.

The depth- and angle-adjustable front disk gangs cut through even the heaviest stalk residue with ease. Optimal disk-blade spacings to precision-fit your tillage needs are available.

Right behind the front disks, a V-shaped row of deep-till shanks let you penetrate hard pan

to a depth of 20 inches. Bringing up the rear is a second gang of 24-inch adjustable disks that cover ridges and valleys leaving a uniformly rough texture to help protect against washing by spring rains.

These rear disks also seal the soil to retain moisture.



FIELD-BY-FIELD RESIDUE MANAGEMENT

Best of all, the Brent CPC 2000 means that now you only need one primary tillage tool, even if you farm hills, rolling ground and river bottoms. Because the CPC 2000 lets you prescription-manage your tillage field by field, or even within a field, to meet the requirements of your conservation program.

So if Mother Nature put you behind with last fall's early storms, see your Unverferth dealer to catch up. He's got just what the doctor ordered for one-pass tillage, fall or spring.

*U.S. Patent Pending



Unverferth Manufacturing Co., Inc.
KALIDA, OHIO 45853 1-800-322-6301

Bean Day Program February 25

State Bean Day, a day-long program designed to acquaint growers with the latest information on production, markets and other developments in this important Michigan industry, has been set for February 25, 1992, at the Saginaw Civic Center in downtown Saginaw.

Co-sponsored by the Production Research Advisory Board, Michigan Bean Commission, Michigan Bean Shippers Association and Cooperative Extension Service, this year's program promises to be special.

"We're pleased that we will have speakers on the program from both the U.S. and England," said Wes Edington, chair of the Production Research Advisory Board. "James Fuller with Allen Canning Company will discuss the domestic market for dry beans, and Dennis Holmes, Purchasing Manager with Stratford-Upon-Avon Foods, England, will review the U.K. market."

Doors will open at 9:00 a.m., and the program will begin at 10:00 a.m. The morning agenda will present the latest information on dry bean production, including a review of narrow row production, harvest loss and new variety release and testing.

The afternoon program, beginning at 2:00 p.m., includes presentations by two canner representatives, and discussion of future domestic and international market opportunities, and a forecast of markets for the balance of this year and the outlook for next.

Bean Day is held every other year, and features exhibits by major suppliers to Michigan's dry bean industry. For more information, contact your local elevator or local CES office.