

MICHIGAN FARM NEWS



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In This Issue

Agricultural Worker Protection Reform Act:

New legislation sponsored by Michigan Congressman William Ford (D-Ypsilanti) calls for radical changespage 3

Weather:

Make every day count, forecast calls for wet and coolpage 4

Market Outlook:

Few rallies expected, take advantage when you can. Dairy price trend is uppage 6

Michigan's New Estate Tax:

This new tax, which replaced Michigan's inheritance tax, took effect Oct. 1. An example calculation is included from MSU's Ag Econ. Dept.page 7

Harvest Safety Hazards:

Quick tips you can follow to avoid becoming a harvest hazard vic timpage 8

School Finance Reform:

Learn what's in the new Engler finance plan and the impact to agriculture.page 9

Michigan AG for NAFTA:

New ag-based group formed to show ag industry support for NAFTApage 10

NAFTA and U.S. Sugar Trade:

Get an indepth analysis from two MSU ag economists on NAFTA's impact to sugar trade between U.S. and Mexicopage 10

Clinton Health Care:

Clinton's plan good news/bad news for agriculturepage 12

Grain Storage Tips:

Last minute reminders for storing quality grain.....page 16

AT PRESS TIME:

Winter wheat crop insurance application deadline extended from Sept. 30 to Oct. 31 for all growers. Contact your insurance agent today!

Seed Corn and Soybean Seed Supply Good for Michigan

Michigan corn and soybean growers should have little to worry about in securing ample supplies of corn and soybean seed for the 1994 season, although several company representatives suggest that the sooner growers place their orders the better, especially for soybeans.

Michigan Farm News spoke with seed company representatives from Northrup King, Cargill, ICI Seeds, and Great Lakes Hybrids about seed availability in light of this past summer's flooding in the Midwest, and frosts this fall on immature crops. What follows are comments from each.

Northrup King

According to Northrup King Soybean Product Manager Tom Morgan, supplies of soybeans from group 2.0 maturities and later should be adequate, while earlier maturities could be facing a somewhat tighter supply situation, mostly due to frost damage.

"Most of the Midwest is predominantly later than a 2.0 maturity," Morgan said. "Michigan, Minnesota, and Wisconsin would plant something earlier than that. So I wouldn't say there's going to be a shortage, but I think there's going to be a tight supply and people are going to have to get their material ordered to make sure they're getting the variety they want."

Northrup's seed corn supplies, on the other hand, are pretty much normal according to Lon Stuckwisch, regional sales manager for the Great Lakes Region, although he suggests farmers get their orders in early.

"We've got the bulk of our corn crop already in the dryers and things look real good at this point," said Stuckwisch. "There's still the concern that if you've got a particular variety, especially some of the newer ones, or specific grade size needs, that you get



Bob Moore guides this 6-row harvester through a stand of seed corn in southern Gratiot County as the farm was wrapping up its 1993 seed corn harvest. The 1,300 acre operation, now owned and operated by Bob's son, Al Moore, grows 600 acres of various seed corn varieties, and 400 acres of soybean seed for Great Lakes Hybrids, in addition to raising wheat and rye.

Seed corn averages 35 to 40 bushels per acre, and is picked on the ear with the husk intact by a machine originally developed for sweet corn harvesting, at moisture levels of approximately 40 percent. Once delivered to the drying site, the husks are removed over husking beds, hand sorted and gently dried for four days with 95 degree air, before bagging at Great Lake Hybrid's plant in nearby Ovid.

your order in early to protect the inventory of the seed you want. With some of the weather that's been out there in the last week or two, there's probably going to be some definite concerns on some maturities."

ICI Seeds

Thanks to scattered growing areas and planting dates, ICI Seeds doesn't foresee seed corn shortages for Michigan

producers, according to Becky Greenwalt, ICI corn products manager.

"We're in a good position and should have plenty of seed for Michigan," said Greenwalt. "In some cases, there may not be a particular variety available, but basically we're in a good situation."

Continued on page 8 see "Seed Supply..."

Enough Pumpkin Pie for Everyone!

A new state record was set in The World Pumpkin Federation Weigh-Off held recently in St. Johns at Andy T's Farm Market. The 692-pound pumpkin, grown by Armada farmer Don VanHoutte, broke the old state record by a whopping 127 pounds, according to Andy Todosciuk, owner of Andy T's, host site of the Michigan Weigh-Off.

The weigh-off, started in 1982, attracted 30 Michigan growers who competed in attempting to grow the state's largest pumpkin. Weigh-offs were held elsewhere across the country on the same day.

All weigh-off statistics were faxed to New York from all of the locations so that a world winner could be determined. A new world record was established with an Ontario, Canada, farmer growing an 836 pounder, breaking the old world record by nine pounds. So what's the secret to growing these monsters?

"You've got to have the right kind of seed, and start early," Todosciuk said. "We start growing them in early April in a greenhouse, and then transfer them outside in the middle of May under these little hot tents until the end of May."

Squash lovers will be happy to know that a new state record was also set in the

squash division, with a 447-1/2 pound entry grown by David Wheeler, of Osseo.

The large pumpkins are more watery than your standard sized pumpkins, but Todosciuk said they're still good eating. In case you're wondering, Todosciuk estimates the average pumpkin pie uses 2-1/2 pounds of pumpkin. That's a lot of pie!



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2

In Brief...

New EPA Chemical Fees Would Raise Red Flag

New fees the Environmental Protection Agency proposes to impose on chemical companies to pay for accelerating its pesticide review program would add insult to injury for pesticide users. Chemical companies are already dropping chemicals from registration because of the expense of maintaining the data needed for approval. Adding another fee on top of that would only compound the problem.

EPA says it is behind on the process of reassessment of all pesticides required by the 1988 Federal Insecticide, Fungicide and Rodenticide Act governing the farm use of pesticides. The agency is proposing to assess chemical companies' special fees totaling \$20 million in a one-time charge to pay for speeding up the process.

Corn Set-Aside at 5 Percent for '94

The USDA will require corn farmers to idle 5 percent of their corn base acres to remain eligible for farm program benefits next year. The set-aside was set at zero for grain sorghum and barley, meaning farmers can plant all acres designated for those crops and still qualify for program payments.

AFBF had recommended zero set-aside for all three crops, while the National Corn Growers Association had urged the USDA to call for 7.5 percent of the corn acres to be idled next year. The announcement did not include price support loan rates for the 1994 crop. Ag Secretary Mike Espy said other provisions of the 1994 feed grain program would be announced later.

First Hearing Held on USDA Reorganization

Following the Senate Agriculture Committee's cancellation of its planned hearing on USDA reorganization, the House Agriculture Committee took the first shot at examining proposed changes. At \$60 billion, USDA has the fourth largest budget of any federal agency. It operates 14,000 offices worldwide (11,000 field offices) with more than 112,000 employees, according to a report in the *Washington Post*.

Agriculture Secretary Mike Espy was the lead witness at the hearing. He described the Department's plan to reduce its agencies from 43 to 30 and administrative service functions from 14 to six. Cuts in agencies, field offices and personnel will result in overall savings of \$2.3 billion over the next five years, according to Espy. Among the biggest changes would be a plan to combine the Soil Conservation Service with the conservation programs of ASCS.

During the House hearing, Espy was put on the spot regarding his stance on food inspection services. He was an initial critic of Vice President Gore's plan to transfer all food inspection responsibilities to FDA. When asked where he stands now, Espy said he was in an admittedly awkward position. He said he wants to be a "team" player, and the issue now is being discussed with a "higher authority." Regarding the closure of field offices, Espy said, "We need to be sensitive to the local community, but we are not running a jobs program."

MFB Membership Bills on Their Way

You may have noticed that you haven't yet received your 1994 membership renewal notice in the mail. That's because MFB's membership billing system has been converted to an "anniversary date system," according to MFB Member Services Dept. Manager Doug Fleming.

"Renewing members will get their annual dues notice in December and January under the new system as opposed to October under the old system," Fleming explained. "Members will now be making payments directly to Michigan Farm Bureau, which will allow for better efficiencies throughout the system in terms of processing, service and costs."

Fleming said that MFB will then reimburse the local county Farm Bureau for the county dues portion. The county will continue to send new membership identification cards and additional member service information to members within two to three weeks after their dues are paid. Members have 21 days to renew their membership without loss of service.

Under the new system, new memberships will be billed for renewal at the end of a 12-month cycle as opposed to annual billings in October for everyone. "This means a new member will get a full 12 months of membership privileges before receiving another dues notice," Fleming said. "This automated billing system will reduce costs while ultimately improving service to the member."

Second Annual Michigan Crop Management Conference Set

Reserve the dates of Dec. 15 and 16 on your calendar for the second annual Michigan Crop Management Conference. This conference is sponsored jointly by Michigan State University Extension (Crop and Soil Sciences Department) and the Michigan Agri-Business Association and will be held at the Holiday Inn South, Lansing.

On Wednesday, the general session will address regulatory issues associated with maintaining environmental quality, worker protection and bulk storage. An overview and update on the Certified Crop Advisory program will also be presented.

During Wednesday afternoon, there will be three concurrent sessions:

- A) Field Crop Management
- B) Record Keeping
- C) Pest Management in Field Crops.

The Thursday morning program will begin with a general session speaker talking

about his experiences dealing with environmental issues.

Four concurrent sessions will round out the conference program. Topic areas for these sessions are:

- A) Applicator Training
- B) Fruit and Vegetable Management
- C) Pest Management in Field Crops
- D) Current Technologies for Agribusiness and Farm Operations (Soil Nitrate Testing and Site Specific Management).

At the Michigan Crop Management Conference, new crop management information and technology of interest to the entire agricultural sector (farmers, agribusinesses, consultants and employees of governmental agencies) will be presented.

For additional meeting information and/or registration details, contact the Michigan Agri-Business Association at (517) 485-8580.

Food Industry Wants More Time on Labeling

Food industry groups have filed suit against the Department of Agriculture to block the agency from requiring safe handling labels on uncooked meat and poultry products by Oct. 15. The groups, the National Grocers Association, the National-American Wholesale Grocers' Association and the Texas Food Industry, say the department did not give them timely notice of the labeling requirement, depriving affected groups an opportunity to comment on a requirement that will have a serious economic impact.

They say the new packaging requirement will force them to develop new packaging and new labels and to discard present inventories of packages and labels. The new labels are being required by the USDA in response to an earlier lawsuit by Jeremy Rifkin's Beyond Beef campaign and victims of food poisoning incidents in the Pacific Northwest last summer.

Rifkin's group also is unhappy with the labeling order, claiming the labels in the present form are worded too weakly to conform to the terms of the May 5 court settlement, according to an *Associated Press* report.

Small Businesses Express Concerns Over Clinton Health Care Plan

Small businesses seem to be speaking out the loudest against the new Clinton health care proposal. The federal government estimates there are 5 million small businesses -- firms that employ fewer than 500 employees, the majority employing fewer than 25. More than a third do not provide health insurance for any of their workers.

The small business operators say they are not being cold-hearted in not extending health care benefits; they simply can't afford the added expense. Many business owners say they can't even afford insurance for themselves, much less for their employees, according to reports in the *Chicago Tribune*.

The *Tribune* article cites a previous employer mandate in Hawaii where, in 1974, the state required health insurance coverage for employees. The article reports no wholesale business closures, but reports significant shifts in employer practices. Employers began hiring a greater number of part-time workers, who did not have to be covered. Small firms relied more on family members or selectively hired individuals, who had spouses already covered by health insurance.

September Farm Prices Up 2.1 Percent from August

Boosted by a surge in orange prices, the index of prices received by U.S. farmers for their products in September was up 2.1 percent from the August level and up 4.3 percent from a year earlier, USDA said. Price gains in September for oranges, lettuce, wheat and apples more than offset price declines for soybeans, eggs, cattle and corn.

Most of the index change was attributed to a 93 percent upward bounce in orange prices, USDA said. Without that increase, the index would have been unchanged. The year-to-year increase for oranges, hogs, soybeans and broilers more than offset price decreases for milk, apples, tobacco and wheat.

USDA Researcher's Find Clues in Search for Fatal Pig Disease Cure

A USDA researcher has genetically altered and weakened a virus that causes pseudorabies, a fatal disease in young pigs, according to *Knight Ridder News*. The development, by Andrew Cheung, a microbiologist with USDA's Agricultural Research Service, brings scientists closer to a discovery of a new vaccine against a disease that costs U.S. pork producers about \$60 million each year, according to USDA.

In pig trials at the National Animal Disease Center in Ames, Iowa, the recombinant virus did not re-activate after being injected into animals, the department added. Pseudorabies is fatal to young pigs and causes reproductive failure in pregnant cows. Humans are not susceptible to the disease. Several states, including Iowa, the nation's leading producer of hogs, have regulations that prohibit the movement of pigs infected with the pseudorabies.

Hog Breeding Herd Takes a Dip

Tighter profit margins and the prospect of higher feed costs prompted the nation's hog farmers to ship some gilts that may have been earmarked earlier for the breeding herd, analysts said after the release of the Sept. 1 hog inventory report.

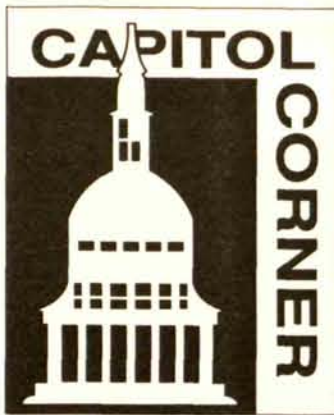
In its quarterly survey, the USDA pegged the total hog herd at 96 percent of year-ago levels, while hogs kept for breeding were down 5 percent from the same period a year earlier. Wet weather in the Midwest and the extreme heat and drought in the Southeast cut into average litter size, said Dale Durchholz, analyst with AgriVisor Services, Inc., an affiliate of the Illinois Farm Bureau.

That should mean fewer hogs coming to market in the second and third quarters of next year, analysts said. The report could mean seasonal lows will now be \$44 to \$45 per cwt., rather than the earlier forecasts of \$42 to \$43, said John Lawrence, Iowa Extension economist. See page 6 for MSU Ag Economist Jim Hilker's interpretation of the report.

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Agricultural Worker Protection Reform Act of 1993

MFB POSITION

This bill is in direct opposition to Farm Bureau policy in every respect and is being vigorously opposed. Congressman Ford's office has admitted that the package, as currently written, would apply to all farmworkers. They plan to introduce language to make the act applicable only to workers currently subject to the Migrant and Seasonal Worker Protection Act.

They have also indicated that they're willing to give on the Adams Fruit case and day care provisions, but they want concessions on the joint employer provisions of the bill. The joint employer provision is the premise that a labor contractor and the farmer are joint employers, and that if the independent contractor fails to meet legal requirements, then the farmer is responsible as the joint employer.

Indications are that sponsors of the bill wish to move it through Congress in the early months of 1994, before the spring planting season and before the fall elections. The health care package of bills, however, may push H.R. 1173 back even further.

ACTION NEEDED

Advise your representative in Congress that this bill must be defeated.

MFB CONTACT

Howard Kelly, Ext. 2044

H.R. 1173, co-sponsored by Congressman William Ford (D-Mich.), amends the Migrant and Seasonal Agricultural Worker Protection Act to make the Act applicable to all agricultural workers.

The proposal makes radical changes in the present federal migrant and seasonal agricultural labor law by removing all references to migrant and seasonal, and replacing them with the words "agricultural workers."

Some of the key provisions are as follows:

- The bill would cover all farm employment, whether temporary or full-time, migrant or local, regardless of size of farm or commodity produced.
- Eliminates current exemptions, including family farms, small business, small employers, livestock, poultry, hay harvesting, sheep shearing, food processing, cannery, gin, packing shed, or nursery.
- Requires all farm employment be by written contract, specifying the precise term of employment and pay rates.
- Farmers would be obliged to pay workers for the entire term of employment, regardless of conditions such as weather or market conditions that prevented workers from working during that period.
- The bill effectively outlaws the farm labor contractor system by holding farm employers strictly liable for all acts of farm labor contractors. Fines of up to \$250,000 per plaintiff are authorized for use of unlicensed crewleaders.
- Farmers would be legally liable for compliance with field sanitation, hazard communication, heat stress and EPA farmworker pesticide protection regulations. The small farm exemptions are eliminated.
- Workers are given a private right of action to sue employers for violations of these, as well as local and state safety and health regulations.
- Employers of 25 or more farmworkers would be required to provide free child care and free transportation to and from the farm workplace.
- Forbids the transportation of farmworkers by drivers impaired by drugs or alcohol or in unsafe vehicles.
- Increases in labor costs and farm liability would be significant if the bill is enacted. The bill provides for damages up to \$25,000 for violations, as well as attorney fees and costs.
- The bill would put into law the Supreme Court decision in the Adams Fruit case which permits a court to consider workers' compensation benefits in awarding actual damages. This means that agricultural workers would be the only workers that could sue the employer and also collect workers' compensation benefits.

The bill has been referred to the subcommittee on Labor Standards, Occupational Health and Safety of the House Education and Labor Committee. The subcommittee has held one public hearing on this bill in California with more expected to be held in January of 1994. MFB and the Governor's Interagency Committee on Migrant Affairs requested one of the hearings be held in Michigan, since the state has the fourth largest utilization of migrant labor.

Land Application of Fruit and Vegetable Residue

MFB POSITION

Farm Bureau supported the passage of this act.

MFB CONTACT

Ron Nelson, Ext. 2043

Public Act 102 of 1993, passed by the Legislature and signed by the governor, allows the land application of food by-products at agronomic rates consistent with practices outlined in the Right to Farm Act.

By-products are limited to fruit, vegetable or sugar beet processing; typically peelings, pits, pulp and the residue from processing of the fruits and vegetables.

Prior to the act, in some cases, the DNR had required a formal written plan for disposal or simply prohibited food processors from land application of the by-products.

North American Free Trade Agreement (NAFTA)

MFB POSITION

Strongly favors action by Congress to ratify NAFTA. It's estimated that NAFTA will generate \$20 - \$40 million of additional income to Michigan farmers when fully implemented. Farmers should consider this carefully as there is no other single event likely to happen in the next 10 years, that could generate this much additional income.

ACTION NEEDED

Members are urged to contact their congressman and recommend support for NAFTA.

MFB CONTACT

Al Almy, Ext. 2040

The U.S. House of Representatives took a first step on Sept. 30 towards giving approval to NAFTA. The House Ways and Means Subcommittee on Trade agreed to adopt a proposed draft bill to implement NAFTA.

Amendments were adopted by the subcommittee to strengthen NAFTA rules regarding enforcement measures. The bill now goes to the full Ways and Means Committee for further consideration.

President Clinton will consider the views of lawmakers before formally submitting final legislation to approve NAFTA. It is expected that the final legislation will be submitted to Congress about Nov. 1.

Support for NAFTA is increasing. Recent public polls indicate more people are favoring NAFTA as they learn more about the benefits it will bring to the economy. It is becoming more likely Congress will ratify NAFTA, although the vote will be close.

On Sept. 21, the Michigan House of Representatives Oversight and Ethics Committee considered a resolution expressing strong opposition to NAFTA. Strong testimony in opposition to the resolution and in support NAFTA was given by Farm Bureau. Following the testimony, the resolution was put on hold and is not expected to win approval.

Senate Votes to Eliminate Wool Act Funding

The U.S. Senate voted to eliminate the Wool Act during voting on appropriations, dealing a serious blow to U.S. sheep industry efforts to stabilize their industry. The loss of the Wool Act incentive payments will financially devastate the industry, which already is staggering under three years of record low lamb and wool prices, according to American Sheep Industry Association President Gene Brune. He estimates that 25 to 30 percent of the sheep producers (approximately 25,000) will be forced out of business within a year.

According to MFB Livestock Specialist Kevin Kirk, if the Wool Act is not reinstated, imports of lamb into the U.S. will only increase. "With less financial incentive for sheep producers, you can expect the number of producers and U.S. produced lambs to decrease," Kirk said. "Lamb imports into the U.S. over the last three years have grown steadily, and they will accelerate without the Wool Act."

The U.S. House voted to restore the funding for fiscal year 1993, meaning if the Senate agrees, payments could be received in 1994 only, but then discontinued thereafter. Funding for the honey program has already been eliminated.

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30-Day and 90-Day Forecast – Cooler and Wetter Than Normal

Weather

September weather averaged significantly cooler and wetter than normal across most sections of the state, causing harvest delays for a wide variety of crops. The cause of the unseasonable weather was a persistent jet stream troughing pattern across much of the midwestern and eastern states, which is further south than normal for this time of year.

Fortunately, a combination of clouds and wind prevented freezing temperatures from materializing except across the Upper and northern lower Peninsula, where first freeze normally occurs by the end of the month. On the negative side, this pattern is expected to persist for the rest of the harvest season.

The National Weather Service 30-day and 90-day (for October through December) outlooks both call for a continuation of cooler and wetter than normal weather across the state. The type of pattern would likely lead to heavier than normal lake-effect snowfall in affected areas and also suggests further problems with harvest and fall field work.

It goes without saying that any periods of favorable weather, however short, should be used as efficiently as possible.

9/1/93 to 9/30/93	Temperature		Growing Degree Days		Precipitation	
	Observed Mean	Dev. From Normal	Actual Accum.	Normal Accum.	Actual (inch.)	Normal (inch)
Alpena	53.8	-3.7	1926	2039	1.51	3.47
Bad Axe	55.8	-6.1	2237	2465	4.55	2.70
Detroit	61.5	-2.2	2966	2693	4.26	2.43
Escanaba	54.8	-2.4	1725	1616	3.36	3.55
Flint	57.2	-4.1	2527	2693	4.66	2.43
Grand Rapids	57.7	-4.2	2530	2748	8.10	3.26
Houghton	51.9	-3.7	1578	1846	2.69	3.58
Houghton Lake	54.5	-3.8	2113	2039	2.62	3.47
Jackson	57.7	-6.1	2524	2677	5.62	2.79
Lansing	57.7	-4.0	2516	2677	4.78	2.79
Marquette	51.9	-2.6	1599	1846	4.91	3.58
Muskegon	58.4	-3.2	2502	2349	4.63	3.19
Pellston	54.0	-2.0	1892	2113	4.09	3.66
Saginaw	57.5	-4.7	2467	2465	4.25	2.70
Sault Ste. Marie	52.0	-3.2	1465	1616	3.70	3.55
South Bend	60.3	-3.4	2862	2748	7.75	3.26
Traverse City	56.7	-4.1	2203	2113	4.80	3.66
Vestaburg	54.2	-7.6	2141	2424	3.46	3.09

Observed and growing degree day totals are accumulated from March 1 – August 31
Normals are based on district averages. Jeff Andresen, Ag Meteorologist, MSU

A Cold Wet September Hinders Harvest Activity

Persistent rain showers have brought soil moisture levels to 35 percent adequate and 65 percent surplus, according to Michigan Agricultural Statistics Service. The first week of October finally brought some welcomed sun and drying weather for many Michigan fields.

The corn crop had progressed to 35 percent mature as of Oct. 5, compared to 15 percent last year. Seventy-five percent of the crop was rated good to excellent. Corn silage harvest continued despite wet field condition. Harvest was reported 40 percent complete, 20 percent behind normal.

Soybeans advanced to 95 percent shedding leaves and 35 percent mature, compared to a normal of 80 percent and 40 percent

respectively. Condition was rated 75 percent good to excellent.

Dry beans harvest was reportedly close to wrapping up in many parts of the state, while others were just getting started, according to Michigan Bean Commission Executive Secretary Dale Kuenzli. "Tuscola and Huron counties are nearing 90 percent complete while Gratiot, Montcalm and Ionia are just getting started," he said. Overall the crop was reported 45 percent harvested.

Kuenzli said that white mold was showing up in several fields, and that Montcalm and Ionia were seeing significant damage because of heavy foliage and excess moisture. The condition of Michigan's cranberry beans were quickly deteriorating.

Potato harvest was 60 percent complete, unchanged from a year ago. Sugar beet harvest had made little progress, with 6 percent reported harvested compared to 10 percent last year.

Winter wheat seeding was 30 percent complete statewide. Soggy fields have put the

fall planting 20 percent below normal and continues to hamper progress.

Fruit

Jonathan, Golden Delicious, Red Delicious and Empire apple harvests were also hampered by the cool, damp conditions. The harvest, as of Oct. 5, was about one week behind schedule, but quality continued to be rated excellent. Concord grape harvest had also just gotten underway.

Vegetables

Muddy fields slowed efforts to harvest carrots, although quality remained good and size was picking up due to recent cool temperatures. Cabbage and cauliflower harvests continued as well.

Pumpkin harvest had started, but production was reported low for some varieties. Onion harvest was delayed by the rains, with over half the crop still waiting to be harvested. Squash harvest was complete with yields and quality both reported good. Processing tomato harvest was complete in most areas.

Michigan and Major Commodity Area Extended Weather Outlook

T - Temp.	10/15... 10/31	10/15.....12/31
P - Precip.	T.....P	T.....P
Michigan	B.....A	B.....A
W. Corn Belt	B.....B	B.....A
E. Corn Belt	B.....A	N.....A
Wint. Wheat Belt	N.....N	B.....A
Spr. Wheat Belt	N.....B	B.....N/A
Pac. NW Wheat	N.....N	A.....N
Delta	A.....N	A.....N
Southeast	N.....N	N.....N
San Joaquin	N.....N	A.....N

A-Above Average, B-Below Average, N-Normal, MA-Much Above, MB-Much Below, NP-No Precip. Source: National Weather Office

Heavy Rainfall? Be Sure to Test for Sulfur this Fall

Growers who've experienced a lot of wet weather this year may want to take a closer look at their soil's sulfur supply.

This essential nutrient may have been washed below the root zone by all the rain. And that could leave winter crops, and/or next year's spring-planted crops, short on what they need for optimum growth and yields.

What's more, even fields that have benefitted from all the rain and produced bumper crops may have lost more than the usual amount of sulfur since higher yields tend to take more nutrients from the soil.

Sulfur Moves When It's Wet

Sulfur, like nitrogen, is a mobile nutrient. The two other major nutrients, phosphorus and potassium, stay put under wet conditions. But nitrogen and sulfur tend to move deeper into the soil when rains are heavy. And while nitrogen may be the first element growers think of, sulfur is also important; it ranks fourth among the 16 essential nutrients necessary for proper plant growth and development.

"Growers in wet areas are probably already planning to make up for any nitrogen deficiencies," notes University of Illinois Agronomist Dr. Fred Below. "But they may not have looked closely at sulfur."

Soil Test After Harvest

"Soil testing after harvest is probably the best idea if you're in an area that received a lot of rain this year," says Below.

"In some cases, damp conditions may increase breakdown of soil organic matter from rotting crops, so nitrogen and sulfur are being made available as long as the weather is still warm.

"But if there has been a lot of rain, a large percentage of the nitrogen and sulfur has probably leached deep into the soil. Then there is likely to be a shortage of nutrients available in the shallow root zone of small cover crops and new winter wheat. Unless these shortages are corrected, yield and quality will be affected."

Split Sulfur Applications for Best Coverage

If soil testing reveals sulfur deficiency, Below recommends top-dressing and splitting sulfur fertilizer into fall and spring applications to make sure there will always be adequate sulfur where it is needed, in the root zone.

"You could also see benefits from sulfur in a starter fertilizer in the spring, especially on the soils that have been responsive to sulfur applications in the past," says Below. "But regardless of the soil's sulfur levels before, if you are in an area where there has been a lot of rainfall, you are likely to have inadequate sulfur levels now. And if the sulfur has leached out, you can be assured nitrogen has as well."

Below points out that the form of sulfur fertilizer used may be particularly important on wet fields this year.

"Nitrogen in the ammonium form moves more slowly through the soil than in the nitrate form. Therefore, a fertilizer like ammonium sulfate is a good choice to supply sulfur as well as nitrogen in a form that is less likely to leach," he says.

"Using a nitrate nitrogen fertilizer is not a good idea on very wet fields. And particularly if we're going to have a wet winter, using the ammonium form in a fertilizer is likely to be of greatest benefit."

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Market Outlook...

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

CORN

The Sept. 1 USDA Grain Stocks Report released Sept. 30 showed corn stocks on hand in the U.S. were 2.113 billion bushels. The stocks figure confirms the 1992-93 record feed use.

This is the number that will be used as ending stocks for the 1992-93 corn marketing year and was very close to trade expectations. However, it was 37 million bushels lower than the September USDA Supply/Demand Report projected. This means there was a downward adjustment in the October Supply/Demand estimate released Oct. 12.

The latest 1993 U.S. corn production number was released Oct. 12 based on Oct. 1 conditions. If you have not studied it, do so. While cold weather and freezes after that point may have affected local areas significantly, nationally the potential was less than the possible error in the report.

Strategy: If the report was positive towards prices and if we are now in a rally, consider pricing additional portions of your production. If the report was negative towards prices, there will probably be more pricing opportunities this fall. But be ready to pull the trigger on rallies.

WHEAT

The U.S. wheat stocks, as of Sept. 1, were very near trade expectations at 2.156 billion bushels. The wheat marketing year begins June 1, so this is the first quarterly stocks estimate since then.

It seems to confirm expected wheat feed use in the first quarter, which is when most of the wheat is fed. A possible problem with the wheat stocks figure is that the USDA tries to calculate the unharvested spring wheat as part of stocks. This is easier said than done.

At this point, wheat exports are running slightly above a year ago. But that is not

SOYBEANS

The stocks showed 292 million bushels of soybeans in the bins as of Sept. 1. This was almost exactly at trade expectations and the August USDA estimate of 290 million bushels. This number confirms the other previously forecast use numbers.

Strategy: Exports continue to run behind last year's rate. Look at the Oct. 12 Soybean

HOGS

The Sept. 1 quarterly USDA Hogs and Pigs Report released Sept. 30 was quite bullish. All of the numbers were below expectations by a couple of percentage points. All hogs and pigs were 96 percent of a year ago, kept for breeding was only 95 percent of last year, and hogs kept for market were 96 percent of a year ago.

While the last few Hogs and Pigs Reports have not been very good indicators of what would happen in the next quarter, this report seems to be off on the right track. Hogs over 180 pounds on Sept. 1 were listed as down 3 percent, which is close to what the weekly slaughter reports showed for September. Market hogs in the weight classes from 60-179 pounds were also found to be 3 percent below the figure last Sept. 1. This is an indication that slaughter will be off about that much through the fall and early winter.

Market hogs under 60 pounds are listed as down 6 percent. These are the market hogs we will see in this winter. This is just one of several revisions that had to be made on the previous reports. Other revisions made were the June 1 breeding herd, listed at

Seasonal Commodity Price Trends

Wheat	↔
Corn	↑ ?
Soybeans	↑ ?
Hogs	↔ ?
Cattle	↔

Index: ↑ = Higher Prices; ↓ = Lower Prices; TP = Topping; BT = Bottoming; ? = Unsure

The basis looks on the wide side for new crop corn. If you do forward price some more, consider using a hedge-to-arrive versus a forward contract hoping for some basis improvement.

The demand picture does not look real bright. As discussed below, it appears there will be lower hog numbers which will cut this year's feed use. It's hard to put together a realistic scenario that shows corn prices increasing enough to pay storage into the spring.

expected to continue as the former Soviet Union countries are having better wheat crops than a year ago.

The USDA's opinion of this year's exports were released in the Oct. 12 Wheat Supply/Demand Report. Make sure you see those numbers, along with the updated spring wheat production figure.

Strategy: Watch for rallies to continue pricing remaining wheat. Again, it is hard to build a scenario to carry a lot of wheat into the new year. Planting conditions this fall may give us more information.

Crop Report and Supply/Demand Report. While we will discuss them in the next issue, it is important that you react if needed sooner. The advice is much the same as corn. If a combination of further damage and a bullish report has the market in a rally, make more sales, especially if you have not already priced a large portion of your crop.

down 2 percent, revised to down 4 percent. The spring pig crop was also revised down. It appears liquidation started to occur earlier than previously thought.

September-November farrowings are projected to be down 3 percent. This gives us an indication of next spring's production. The December-February projection of farrowings is said to be up 2 percent. This seems a bit high for the breeding number, but last winter farrowings were small. These are the pigs we expect to see next summer.

Strategy: I suspect the report will drive prices to profitable levels for most producers for much of next year. However, whether you should forward price a portion of your expected production is a risk management question versus a beat the market question.

There is probably a decent chance prices could go higher, but the question is, should I lock some of my production in at a profit just in case the market drops? Fundamentally, the futures market seem to be in line with expected supply and demand.

DAIRY MARKET SITUATION AND OUTLOOK

Dr. Larry G. Hamm, Dept. of Agricultural Economics, MSU

As Michigan dairy producers struggle with equipment axles sinking in wet fields, higher milk prices should help raise spirits. After three consecutive months of decline, the Minnesota-Wisconsin (M-W) price is on the rise. The stronger producer prices reflect stronger dairy product prices.

After a high of \$12.52 per cwt. in May, the M-W dropped to \$11.17 (3.5 percent test) in August. Since the middle of August, cheddar cheese prices on the National Cheese Exchange have exploded.

Block cheese increased 13.5 cents per pound. Barrel cheese increased 16.5 cents during the same period. Since these cheese prices increased in late August and early September, they had not yet been reflected in the August M-W. The September M-W (to be announced Oct. 5) will reflect these dramatic cheese price increases.

It appears that the M-W will likely increase around \$1 over the next two months. The only question seems to be how much of the \$1 increase will be in September's M-W and how much in October's M-W. Many dairy market observers believe that September's M-W will show a \$.40-.60 per cwt. increase. **All this suggests that farm level milk prices should increase moderately this fall (through December).**

The shockwaves sent by the National Cheese Exchange activities overshadowed a quieter market revolution in the butter markets. On July 1, the USDA changed the butter and nonfat dry milk powder (NFD) purchase prices for CCC price support purchases.

Butter purchase prices were dropped from \$.7625 per pound to \$.65 per pound. Nonfat dry milk prices increased from \$.973 per pound to \$1.0340 per pound. The USDA

EGGS

Henry Larzelere, Dept. of Agricultural Economics, MSU

Egg prices at the end of September were 2 or 3 cents a dozen above last year. This small gain was partially offset by feed ingredient costs which were up about 1 cent per dozen from year ago levels.

Prices at wholesale in New York for Grade A large eggs in cartons are likely to average in the low 70's for the October-December quarter of 1993. October prices will be below the average with November and December in the mid to upper 70's.

CATTLE

Well, it looks like we will have plenty of beef through the fall. The latest Sept. 1, monthly 7-state Cattle-On-Feed Report, released Sept. 17, showed cattle-on-feed 11 percent higher than a year ago.

Cattle marketed in August was 5 percent above the previous year. This shows we were probably current going into September. The August placement number was

Iowa/Minnesota 0/92 Acreage Enrollment Up Sharply Immediately Prior to Sept. 17 Deadline

Iowa farmers enrolled 437,200 acres of corn, or about 3.64 percent of its total 12 million planted to the crop, in the 0/92 program, according to state officials. Most of the acreage was signed up after the original June deadline. This year's large enrollment compares to a 1992 sign-up of 34,000 acres and the June 15, 1993 total of only 46,285. Most of the enlarged enrollment was from acres not planted or washed out, but frost also hit parts of northern Iowa Sept. 14, which may have encouraged some more farmers to enroll late maturing fields.

Minnesota's enrollment represented 14 percent of the state's corn acreage. Traders are keeping a watchful eye on the 0/92 sign-up because heavy participation which occurred just before the extended Sept. 17 deadline could reduce the 1993 corn harvest below the USDA estimate of 7.2 billion bushels.

FARM BUSINESS OUTLOOK

has been changing the "butter-powder tilt" for a number of years since USDA has been buying surplus butter because commercial and DEIP sales of non-fat dry milk (NFD) have kept powder prices above support levels.

With the July 1 "tilt," most industry analysts thought butter prices would drop to support again and the CCC wouldn't buy powder. This hasn't happened. NFD powder prices on the West Coast have continued to hover around \$1.04 per pound and powder sales have resumed to the CCC after years of inactivity.

More surprising, however, is that butter prices on the Chicago Mercantile Exchange have stayed up and are currently holding at around \$.74 per pound. This is good news for butterfat differentials for producers and the CCC.

Under the price support program, the CCC can sell surplus butter from government warehouses when open market butter prices get above \$.72 per pound. This has happened for the past two months. Since Aug. 1, 1993, the CCC has sold about 28 million pounds of butter from its holdings back into the commercial market.

So it is not only the strength in the cheese markets that is providing market support, but also strength in the butter market. Butter prices will weaken seasonally later this fall, but for the time being, the need for continued "butter-powder tilt" adjustments is not there. Hopefully, this market strength and rising milk prices will buoy producer spirits this fall.

Total layers in the U.S. on Sept. 1 were nearly 3 percent above Sept. 1, 1992. However, egg production was up only 1 percent from last year.

The egg-type chick hatches have been above year earlier levels for several months. The August hatch was up 19 percent from August 1992. These figures indicate that flock size and egg production will continue to be above last year well into 1994. However, the rate of slaughter of spent hens has been running above last year's levels.

bearish for futures. It showed August placements up 12 percent.

Strategy: At this point, the market has already adjusted so there aren't any good forward pricing opportunities. Consider keeping current. There is some chance for improvement in cash prices later in the fall. But it depends to some degree on how current the market stays.

7 Understanding Michigan's New Estate Tax

The death tax law in Michigan has been changed from an inheritance tax to an estate tax, thanks to legislation passed by the Legislature as Act No. 54, Public Acts of 1993, and took effect on Oct. 1, 1993. The inheritance tax will be applicable for resident or nonresident decedent estates before Oct. 1, 1993.

Ralph E. Hepp and Myron P. Kelsey
Department of Agricultural Economics
Michigan State University

Estate Tax Provisions

There are two fundamental changes in the way the state of Michigan applies the death tax. First, the basis for the taxation of property from a decedent has been changed from a tax on the inheritance that an heir receives to a tax on the total estate of the decedent.

Second, the rules for the tax are not defined in state legislation, but are detailed in the Federal Estate and Gift Tax law. Michigan, like most other states, is taxing estates at the maximum allowable federal credit for state death taxes under the Federal Estate and Gift Tax law. Therefore, to understand the Michigan estate tax, the Federal Estate Tax law must be explained.

Credit For State Death Taxes

The credit for state death taxes is applicable if the decedent's estate is required to pay a federal estate tax. There is no obligation to file a Federal Estate Tax return (no tax would be due) unless the gross estate is over \$600,000.

Even if the estate is required to file a return, there may not be a taxable estate under the Federal Estate Tax law if debts, expenses,

deductions, and other allowable exemptions reduce the adjusted gross estate to under \$600,000 (the law allows a unified tax credit of \$192,800 against the tentative tax for the lifetime gifts and death time transfers rather than a \$600,000 exemption).

If the estate has adequate value to pay a federal estate tax after the unified credit, the adjusted taxable estate for the state tax credit is calculated by subtracting \$60,000 from the taxable estate and that value is used to determine the state death tax credit according to the rates given in Table 1.

If the decedent's taxable estate does not exceed \$40,000, the credit for the state death taxes is zero. If the decedent's taxable estate does exceed \$40,000, the credit for state death taxes is taxed at the rate of 8/10 of 1 percent for the next \$50,000 and rates increasing to 16 percent for adjusted taxable estates over \$10 million.

An Example

The decedent died on Jan. 10, 1994, leaving a taxable estate of \$860,000. To arrive at the adjusted taxable estate, \$60,000 is subtracted from the taxable estate to obtain \$800,000.

Based on Table 1, the state tax credit for an \$800,000 estate is 4.8 percent times

\$160,000 (\$800,000 less \$640,000) or \$7,680, plus \$18,000 is \$25,680.

This amount is taken as a credit against the \$98,400 of federal estate tax, which is determined from the federal estate and gift tax rate schedule, and paid to the Michigan Department of Treasury. The remainder amount of the federal tax, \$72,720 (\$98,400 - \$25,680) is sent to the Internal Revenue Service for the federal tax.

Filing Requirements

The personal representative of the estate is required to file a copy of the Federal Estate Tax return with Michigan and pay the tax

FARM BUSINESS OUTLOOK

due at the time of filing the Federal Estate Tax return and payment of the federal tax.

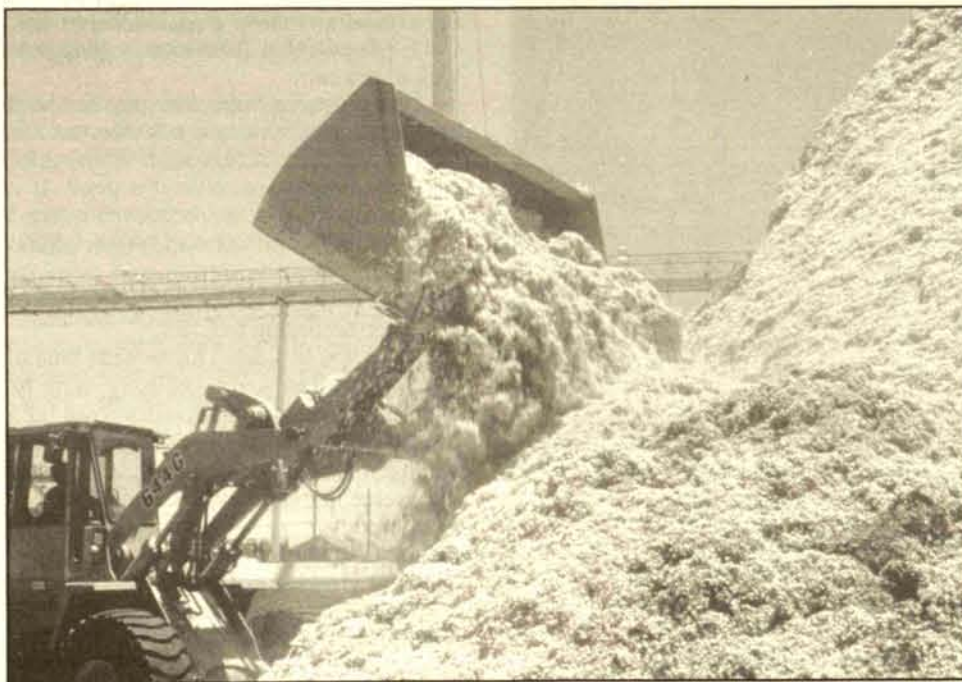
Unless extensions are obtained to delay the filing and paying of the tax, federal law requires the return to be filed within nine months after the decedent's death.

Table 1. Maximum Credit for State Death Taxes

(A) Taxable estate equal to or more than--	(B) Taxable estate less than--	(C) Credit on Amount in Column (A)	(D) Rates of credit on excess over amount in column (A) Percent
\$ 40,000	\$ 90,0008
90,000	140,000	\$ 400	1.6
140,000	240,000	1,200	2.4
240,000	440,000	3,600	3.2
440,000	640,000	10,000	4.0
640,000	840,000	18,000	4.8
840,000	1,040,000	27,600	5.6
1,040,000	1,540,000	38,800	6.4
1,540,000	2,040,000	70,800	7.2
2,040,000	2,540,000	106,800	8.0
2,540,000	3,040,000	146,800	8.8
3,040,000	3,540,000	190,800	9.6
3,540,000	4,040,000	238,800	10.4
4,040,000	5,040,000	290,800	11.2
5,040,000	6,040,000	402,800	12.0
6,040,000	7,040,000	522,800	12.8
7,040,000	8,040,000	650,800	13.6
8,040,000	9,040,000	786,800	14.4
9,040,000	10,040,000	930,800	15.2
10,040,000	1,082,800	16.0

Large Cotton Crop Should be Good News for Livestock Producers

The USDA's August estimate has pegged this year's cotton crop at 18.5 million bales. A crop of this size could result in 7.2 million tons of cottonseed, 15 percent over last year's crop, and cottonseed meal production of 1.78 million tons, a 10 percent increase over 1992.



The 1993 cotton crop is estimated to be the second largest on record. The size of this year's crop may prompt livestock producers to consider cottonseed products for use in their rations.

Availability and protein value on a price per unit of protein basis are two reasons to consider using cottonseed meal, according to the National Cottonseed Products Association (NCPA). Cottonseed meal's natural protein fits into most rations and has approximately 40 percent bypass protein that works well for dairy cows in mid-lactation.

Turkey rations where the protein is provided by a 50/50 cottonseed meal/soybean meal mix have been shown to perform as well as rations with 100 percent soybean meal, according to research at Texas A&M.

Dr. Lynn Jones of the NCPA points out that "hulls are very palatable and contain from 40-45 percent TDN, which is equivalent to good grass hay. In highly concentrated

feeds, the excellent roughage action of hulls stimulates the rumen and regulates the passage of feed through the digestive tract."

The recent USDA estimate puts whole cottonseed consumption for the coming year at 2.6 million tons, 11 percent more than last year. Many dairymen and feedlot operators are familiar with the value of cottonseed due to the unique ability of the seed to provide protein, energy, and fiber in one package.

"It's important to whole seed feeders to realize the value of buying properly stored seed. By winter and on into late spring, you can begin to see the value in seed that has been stored under strict conditions at a cotton oil mill," says Jones.

The National Cottonseed Products Association has information about feeding cottonseed products and a directory of cottonseed product suppliers throughout the United States. Write for these free materials at Dept. FD, P.O. Box 172267, Memphis, TN 38187-2267 or call (901) 682-0800.



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8

Don't Become a Victim of Harvest Safety Hazards

Fall harvest and grain storage facilities present a host of risks if a farmer fails to carefully look at the potential hazards in the workplace. Take a moment to analyze these common hazards on your farm.

Augers

"The types of hazards include electrocution from contacting overhead powerlines, entanglements in augers, entrapment in flowing grain and other health and safety risks," said Howard Doss, Extension agricultural safety specialist at MSU.

Electrocution from an auger touching overhead powerlines has claimed the lives of several Michigan farmers during the past decade. These accidents generally occur when the operator fails to lower the auger before moving it, creating a situation for disaster.

Doss said that lowering the auger not only removes the risks of electrocution, but it also adds stability to the auger, making it less likely to tip over.

Cable or winch failures are another hazard with augers. Never attempt to stop a freewheeling crank handle with your hand or foot. Some augers are equipped with a clutch to prevent such cases of freewheeling. Proper maintenance and storage increases the lifespan of the auger and reduces risks at the

same time. Make sure to inspect cables and support legs frequently for wear and rust.

A running auger can quickly entangle an operator's hand or foot unless precautions are taken to avoid these incidents. Namely, keep shields in place and be sure to warn workers to stay alert around augers at unloading time.

Never use your foot or hand to dislodge grain that may be plugging or bridging up an auger. Use a stick or rod instead. Keep tools picked up to prevent someone accidentally tripping and falling into an auger.

Hearing Protection

Grain drying and handling equipment may produce enough noise to damage the hearing of an individual working in the area. Typically a long dull ringing sensation in your ears after a long day of working with noisy equipment is an indication that you have exceeded a safe sound level.

This ear ringing is frequently accompanied with a slight loss of hearing where it may be difficult to hear faint sounds that you could normally hear, Doss said. Overnight rest will generally restore hearing, but repeated, prolonged exposure to noise of this intensity can result in permanent hearing loss.

To avoid hearing loss, wear ear plugs or ear muffs whenever exposed to noisy equipment that causes any hearing loss symptoms.

There are numerous types of plugs and muffs available in prices ranging from a few cents to \$20.

Quality ear plugs and muffs have a noise reduction rating (NRR) which indicates how many decibels of noise they are capable of reducing. Ear plugs have an NRR ranging from 26 to 31, while ear muffs have an NRR of 23 or more.

Farm Kid Safety

Children are naturally attracted to an area where there's a lot of activity, says Doss. Children should never be allowed in grain processing and handling areas or around equipment.

Accident reports show that Michigan children have been killed or maimed in augers, or have suffocated in gravity wagons as the grain flows out, trapping and suffocat-



From Farm Bureau Insurance

ing children. Riding on grain wagons or any other piece of farm equipment places the rider at risk for an injury. Children are especially at risk for falling off a wagon as the wheels hit bumps or drop into a rut.

"Seed Supply Outlook Good" continued from page 1

According to Greenwalt, ICI concern over an early frost prompted early harvesting of seed corn and shifting of production around to various facilities. "We really stepped up our production and moved things around to different plants to process seed," she said.

Like others, ICI's soybean seed supplies of group 1s and early 2s could be a bit tight, due to reduced yields and early frost, according to Greenwalt. "Anything before mid-group 2, in general, might be a little tighter this year, and frost might make soybean seed a little bit smaller," she said.

Cargill

Shorter season varieties of corn more apt to be planted in Michigan will be in ample supply from Cargill, says Northern Michigan territory sales manager Keith Clark. "We feel we're in pretty good shape at this point since our seed acres are widely spread out," he said. "Smaller companies with production concentrated in the corn belt could be in a different situation, however."

Clark said it's really too early to tell what the availability of longer season varieties will be like, adding that the final outcome won't be known until seed harvest is complete, and the frost damage actually determined in the midwest seed growing areas. He doesn't expect prices to make much of a move either way, but just in case, Cargill is offering producers a chance to lock in prices.

"If producers book and pay for seed now, they can get an early pay discount and lock in the price," Clark said. "If the price goes up, they're guaranteed a price. If it goes down, we give the producer a rebate."

Overall, Cargill has made minor adjustments on most varieties and actually dropped prices by \$2 to \$3 on a number of varieties, according to Clark.

"As a whole, I don't know what kind of adjustment the seed industry will be making, but our prices have been out for a month and they'll be good until we see what harvest looks like," Clark said. "Of course, that means that those prices could be pulled at anytime."

Great Lakes Hybrids

Ideal growing conditions and a nearly completed harvest as of early October means Great Lakes Hybrids will have a good inventory of high-quality seed available, according to Allen Moore, seed corn producer from Ovid, Mich.

"There are areas in Iowa damaged from the flood, but that's limited acreage," said Moore. "There's probably a bigger concern for companies with seed acreage in Minnesota and Wisconsin where there's a lot of acreage that could be susceptible to frost damage yet. A frost can bust the cell walls in kernels, causing reduced germination."

In regard to soybean seed availability, Moore expects there will be some lower yields, but he doesn't expect any supply problems in general. "Soybeans are more local, so there could be some short supplies and poor-quality stuff out there," he said. "But I think there's enough good quality seed to supply the market."

Pricewise, Moore said Great Lakes is planning to hold corn prices at last year's levels. In spite of some minor increases from other companies, he doesn't expect anything too drastic overall.

On the other hand, Moore thinks soybean seed, which depends more on the Chicago market, could be seeing higher prices, although it's too early to tell just yet.



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Engler's School Finance Reform Plan a Starting Point

9

Gov. John Engler has delivered his version of school finance reform as a follow up to the Legislature's property tax reform package approved earlier in the year. The comprehensive proposal should make a good starting point for the debate over the future of school finance and education reform, according to MFB Legislative Counsels Ron Nelson and Vicki Pontz.

"The financial elements of this plan are so complex that we'll need to do some further analysis to determine the precise impact on Michigan farmers," Nelson said. "In our initial review, it appears that we'd have some questions about exactly which real estate transactions would fall under the proposed 4 percent transfer tax. We also need further definition as to which businesses and properties would be subject to the 16 mill property tax."

Storing Sprayers Over Winter

Sprayers are used only a few weeks in a year. When not in use, protect them against the harmful effects of snow, rain, sun, and strong winds. Moisture in the air, whether from snow, rain, or soil rusts metal parts of unprotected equipment.

The sun helps reduce moisture in the air, but it also causes damage. Ultraviolet light softens and weakens rubber materials such as hoses and tires and degrades some tank materials. The best protection is to store sprayers in a dry building.

If storing in a building is not possible, provide some sort of cover. Remove the hoses, wipe them clean of oil, and store them in a building. Do not hang them over a nail or sharp object. This causes a permanent crease that reduces flow through the hose. Coil hoses around a basket or other large round object to prevent sharp bends.

When storing trailer-type sprayers, put blocks under the frame or axle and reduce tire pressure during storage.

A few other things have to be taken care of when it's time to store the sprayer:

1. Add a small amount of light weight oil, depending on the size of the tank, to the rinsing water before the final flushing. As water is pumped from the sprayer, the oil leaves a protective coating inside the tank, pump, hoses and other parts.
2. To prevent corrosion, remove nozzle tips and strainers, dry them and store them in a can of light oil such as diesel fuel or kerosene.
3. Drain all cleaning water from all parts to prevent freezing.
4. Pumps require special care. After draining the water, add a small amount of oil, and rotate the pump four or five rotations by hand to completely coat interior surfaces. (Make sure that this oil is not going to damage rubber rollers in a roller pump or rubber parts in a diaphragm pump.)

Check the operator's manual. If oil is not recommended, pouring one tablespoon of radiator rust inhibitor in the inlet and outlet part of the pump also keeps the pump from corroding. Another alternative is to put automotive antifreeze with rust inhibitor in the pump and other sprayer parts. This also protects against corrosion and prevents freezing in case all the water is not drained.

5. Cover all openings so that insects, dirt, and other foreign material cannot get into the system.

6. Finally, check the sprayer for scratched spots. Touch up these areas with paint to eliminate corrosion.

Reprinted from MSU Field Crop Advisory Team Alert

The financial reform portion of the Engler plan to replace the \$6.4 billion cut in property taxes would include a 1/2 percent increase in the Small Business Tax, a 4 percent homestead transfer tax, a 50 cent hike in taxes on a pack of cigarettes and tobacco products, a 16 mill property tax on businesses, second homes, and non-resident property which would be constitutionally limited at 16 mills, and a proposed 2 cent hike in the state's sales tax which would be capped in the constitution and requires a vote of the people.

In addition, there would be funds available from the elimination of the Homestead Property Tax Credit and city income tax credits.

Under the Engler proposal, a foundation grant would actually follow students to the school that they selected to attend. A minimum foundation grant of \$4,500 would be established. If the school costs were actually less than \$4,500, the reserve or remainder, would be put into a student bank account, for that student to possibly use during the early years of college or further educational training after high school.

There would be a funding schedule adopted so that students receiving from \$4,500 to \$5,500 would get an annual 2 percent increase; those from \$5,500 to \$6,500 would get a 1 percent annual increase in available funds. Nelson said this feature would eliminate the substantial spread which currently exists between low cost and high cost districts.

The proposal also contained a number of significant school reform elements including: improving the quality and availability of education, allowing school of choice and funding, and providing teachers an atmosphere in which to teach.

Details of the plan include allowing families to choose the school which they will attend. The governor characterized the current public education system as a monopoly, saying that schools of choice would allow individuals to select the school of their choice, which could include a charter public school.

"Charter schools could be described as an organization which obtains a charter from the state to allow for somewhat specialized

education, which could range from arts to technology," Pontz said. "Thus individuals with gifted children, or children with special needs, could select a school which provides and meets their needs in the most efficient manner."

In addition, there would be a report card on each school, that could be used to evaluate schools on a building by building basis. Teachers would receive more support through strict laws dealing with student behavior. Schools would assume some of the costs of health care, pensions, the coordination of purchasing, contracts and administrative reform.

"While there is significant detail yet to be worked out, the concept will shape the debate in Lansing for the next several weeks," Pontz said. "Farm Bureau will continue to evaluate and provide information as the details become available, in anticipation of the proposed Feb. 8, 1994 ballot, so that Michigan citizens can vote on the constitutional provisions of the proposal."

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10 Michigan AG for NAFTA Formed and Growing

Comments from Michigan AG for NAFTA Members

Michigan Corn Growers Association

"The Michigan Corn Growers Association is supporting NAFTA. Our association realizes the importance of trade with Mexico and the potential for vast markets as their economy improves. The U.S. can and does produce the most and cheapest food in the world. We need new markets."

Michigan Cattlemen's Association

"The Michigan Cattlemen's Association supports NAFTA because expanding export markets will put extra money in the wallets of producers. An agreement which contains strong regulatory enforcement for animal health, environmental and food safety standards will be good for the U.S. cattle industry."

Michigan Pork Producers Association

"Michigan Pork Producers and the National Pork Producers Council are strong supporters of NAFTA. For pork producers, the agreement will lower, and eventually eliminate tariffs while reducing other barriers to trade, providing greater access to the Mexican market. It's just as important to note that as the Mexican population and economy grow, combined with the reduction of trade barriers and tariffs, a significant increase in the demand of pork is expected."

Independent Cooperative Milk Producers Association

"The Independent Cooperative Milk Producers Association Board of Directors goes on record as supporting NAFTA. We believe the long-term benefits outweigh short-term and regional concerns. The eventual gains to farmers and dairymen through expanded marketing opportunities can be significant. The improved living standards of the Mexican people will include high-quality food products from U.S. farms."

Michigan Blueberry Growers Association

"NAFTA, as it pertains to opening trade with Mexico, is anticipated to be beneficial to the blueberry industry. Today, very few blueberries are grown in Mexico or exported to Mexico. Blueberries enjoy excellent demand in developed economies. It's our belief that as Mexico's economy is stimulated, growth occurs and incomes rise that the prospects are excellent for blueberry exports. Michigan Blueberry Growers Association supports the passage of NAFTA."

Michigan Allied Poultry Industries Inc.

"Michigan Allied Poultry Industries strongly supports NAFTA. We expect agriculture in the U.S. and Michigan's poultry industry to benefit from NAFTA."

Michigan Agri-Business Association

"The Michigan Agri-Business Association's Board of Directors supports NAFTA. Although the association realizes some segments of U.S. agriculture will be impaired by NAFTA, an overall view of the agreement would enhance U.S. agriculture."

Michigan Farm Bureau is coordinating efforts to form "Michigan AG for NAFTA," in response to the intense public debate on the trade agreement which has been put in jeopardy, thanks in large part to several Michigan politicians.

Debate on NAFTA has fallen off recently with the media focused on Clinton's health care proposal, but is expected to intensify again as Congress considers ratification of the trade agreement later this year.

According to MFB President Jack Laurie, Michigan AG for NAFTA will be an informal communication, coordination and information vehicle of agriculture to show the broad spectrum of support in Michigan for NAFTA.

"We simply cannot afford to stand by and let Michigan's agricultural future slip through our fingers because of miscommunication and the misguided political agendas of a select few politicians," said Laurie. "By working together to support ratification of NAFTA, we can ensure the benefits from free trade with Mexico will be realized for Michigan agriculture."

For more information about NAFTA, or information about joining "Michigan AG for NAFTA, contact Bob Boehm at 1-800-292-2680, extension 2023.

Michigan AG for NAFTA Position Statement

Farmers and related businesses in Michigan will reap substantial gains from the North American Free Trade Agreement (NAFTA) if it's approved by Congress. Overall, Michigan is already the third largest exporting state to Mexico. Farm products that will benefit under NAFTA include grains and oilseeds, deciduous fruits, dry beans, potatoes, beef, pork, and poultry, as well as dairy.

That's why we have formed Michigan AG for NAFTA, a coalition of organizations and businesses that represent the majority of producers and companies engaged in agriculture. As our membership roster shows, a broad spectrum of Michigan's food and fiber chain strongly supports NAFTA.

Put simply, this trade pact will help our agricultural economy. U.S. agricultural exports will expand by \$2.5 billion by the end of the NAFTA transition period. This increased trade will create about 50,000 new jobs in our sector of the economy, in addition to maintaining the 81,000 jobs now dependent on farm trade with Mexico. Contrary to some claims, NAFTA will create jobs, not destroy them. And contrary to other claims, NAFTA will help improve environmental and labor conditions in Mexico. Only nations with growing, developing economies can address such problems.

U.S. agriculture is a testament to the benefits of trade. We export 25 percent of our production and, in 1992, ran a trade surplus of more than \$18 billion. It was not merely a coincidence that a farm trade slump and a farm crisis both occurred in the mid-1980s. We have learned that we have a tremendous stake in maintaining and creating markets around the world.

Members of Michigan AG for NAFTA believe that NAFTA will enhance Michigan's economy by expanding exports and creating more and better paying jobs. Under NAFTA, our farm sector will export substantially more high-value and bulk products. Our current trade surplus with Mexico, in agriculture and other areas, will continue to grow. We are confident farm exports will increase because of our competitive advantages in farm production, our highly efficient processing industries and our more advanced infrastructure.

NAFTA and U.S. Sugar Trade with Mexico

Dr. David B. Schweikhardt and
Dr. Kandeh K. Yumkella
Department of Agricultural Economics
Michigan State University

Negotiations on NAFTA are complete and awaiting Congressional action before year end. This agreement would phase out tariffs and import quotas between the U.S. and Mexico over a 15-year period. This article summarizes the current status of sugar trade between the U.S. and Mexico and examines the potential impact of NAFTA on the sugar industry.

Mexico has been an importer of sugar since 1986, with the U.S. exporting an average of 140,000 tons of sugar annually during the past five years to Mexico. Mexico exported an average of 8,700 tons of sugar annually to the U.S. during that same period, representing less than 1 percent of total U.S. sugar imports.

Existing Trade Barriers and NAFTA Provisions

Both the U.S. and Mexico use trade barriers to limit sugar imports. Mexico uses a tariff to maintain a price of 18.7 cents per pound for their sugar producers.

The U.S. uses a combination of import quotas and tariffs to limit sugar imports into this country and to maintain its price support program for sugar.

The program is designed to maintain the U.S. price support program with loan rates of 18 cents per pound for raw cane sugar, and 23.33 cents per pound for beet sugar.

Import quotas are assigned to each country exporting sugar into the U.S. Shipments above and beyond this quota are assessed a tariff of 16 cents per pound. Mexico is permitted to ship 7,258 of the 1.6 million tons of sugar imported into the U.S. each year.

Under terms of NAFTA, Mexico will be permitted to export sugar to the U.S. under the following conditions:

- During the first six years of the agreement, Mexico would be permitted to export up to 25,000 tons of sugar to the U.S. if its domestic production is greater than its domestic consumption.
- Beginning in year seven, Mexico would be permitted to export up to



150,000 tons of sugar to the U.S. if its domestic production is greater than its domestic consumption. This amount would increase 10 percent each year during years 8 to 15 of this agreement.

- Beginning in year seven, Mexico would be permitted to ship its entire surplus to the U.S. if it was a net surplus producer the previous two marketing years, or if it was a net surplus producer during the previous year and is projected to be a net surplus producer during the coming year.

By the end of year six, Mexico would match its tariffs on imported sugar to those of the U.S., on sugar imported from the rest of the world.

Each country would then phase out its tariffs on sugar shipped between the two countries by year 15. Mexico would also phase out its 15 percent tariff on high fructose corn sweetener over a 10-year period.

The agreement also includes rules of origin that specify product requirements for products trade under the terms of NAFTA. Raw sugar from nations outside NAFTA cannot be used to produce refined sugar or molasses for shipment to other members of NAFTA.

Potential Impact of NAFTA on U.S.- Mexico Sugar Trade

The impact of NAFTA on sugar trade depends on several factors. Mexico is now a net importer of sugar and does not currently meet the requirements specified under NAFTA to increase its sugar exports to the U.S. Mexico's sugar production has been less than its consumption since 1987, with consumption reaching 4.5 million tons in 1992, while production was only 3.6 million tons.

U.S. Mexico sugar trade is not expected to change significantly during the first half of the agreement period. Mexico's exports of sugar to the U.S. are limited to 25,000 tons during the first six years. Since the U.S. consumes 9 million tons of sugar annually, this increase in imports would not affect the U.S. sugar market.

In the long run, Mexico's status as a sugar exporter will be determined by three major factors. First, growth in demand for sugar will be a big determinant of Mexico's sugar export status. If income growth in Mexico continues at a high rate, then its consumption of sugar would increase faster than its production, preventing it from becoming a major sugar exporter.

Continued...see next page
"NAFTA and U.S. Sugar"



11 Gallup Poll Shows Changes in Michigan Farming Practices

Marshall area farmer Doug Myers (right), pictured with his father Grant below exemplifies the findings of the poll. Last year, in his search for "greener" alternatives, he agreed to participate in government-sanctioned tests of an experimental herbicide on part of his 2100-acre cash crop operation. "Farmers are looking for safer herbicides because they live in the environment, too, and they are concerned with protecting everyone's health," Myers said. "Since I live in the Great Lakes area, water quality is a major concern as water is linked to everything we do."



A national poll conducted by the Gallup Organization reveals that farmers in Michigan and other midwestern states see water quality as the top farm-related environmental problem and "safer" pesticides as part of the solution.

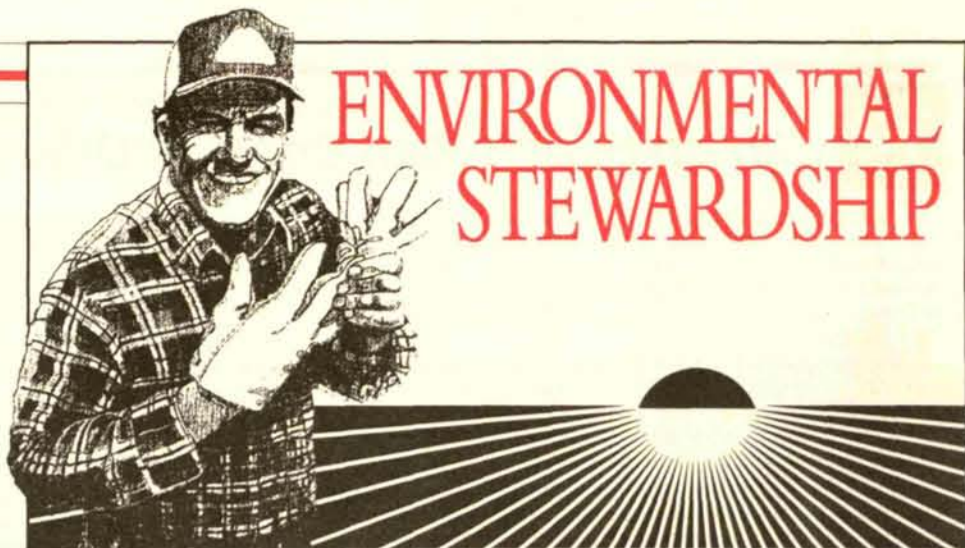
According to the results of the 1993 Sandoz National Agricultural Poll, three out of five farmers say they are more concerned about farm-related environmental problems today than five years ago.

"It's clear that farmers everywhere share the public's concern for the environment,"

said Dale Miller, CEO of Sandoz Agro, the agricultural company that commissioned the study. "This poll indicates U.S. farmers are embracing positive changes in their farming practices.

Among the findings:

- The majority of U.S. farmers say they already have made some changes in their farming practices as a result of public opinion about the environment, mostly in the areas of pesticide use and conservation tillage. Midwestern farmers are slightly more likely to be practicing conservation tillage.



- Ninety-two percent of U.S. farmers say they are very or somewhat likely to use safer pesticides in the future. According to the poll, Midwest farmers are even more likely to use safer pesticides in the future.

- Sixty-six percent of U.S. farmers favor tougher enforcement of penalties for misapplication of pesticides. Forty-one percent favor mandatory education and certification for those who apply pesticides. However, less than half of all farmers say that pesticides are knowingly misapplied.

- Thirty-nine percent of U.S. farmers believe they should have primary responsibility for fixing environmental problems associated with agriculture. This is almost three times the percentage of farmers placing responsibility with government and almost five times the percentage placing responsibility with agricultural manufacturers.

- While most U.S. farmers think they are viewed as responsible stewards by their urban neighbors, 43 percent think their image has slipped.

In the Midwest, only 39 percent say the image of the farmer has gotten worse. However, 28 percent believe their image is im-

proving due to positive media coverage and better informed consumers.

"The majority of farmers believe consumers are more concerned about environmental issues because they are more aware of environmental problems are getting worse," said Dr. Max Larsen, executive vice president with The Gallup Organization. "Four of five farmers believe current safeguards are sufficient to protect people and the environment, but almost as many think the public doesn't understand these safeguards."

Overwhelmingly, farmers believe the key to reducing public concerns about farm-related environmental issues is education. Most feel they share responsibility for that education with government, teachers, manufacturers and others. More than one-third of U.S. farmers say they have personally participated in efforts to educate the non-farm public.

The 1993 Sandoz National Agricultural Poll included a cross-section of grain, cotton and vegetable growers. The study has a margin of error of plus or minus 2.8 percent.

Sandoz Agro, Inc., headquartered in Des Plaines, Ill., produces chemical and biological plant protection products for agriculture and horticulture markets worldwide.

"NAFTA and U.S. Sugar Trade with Mexico" continued from previous page

If, however, income and demand growth are slower, Mexico is more likely to be able to increase its exports of sugar.

Second, the Mexican soft drink industry uses sugar as its sweetener. If this industry converts to the use of corn sweetener (a possibility since NAFTA reduces the price of corn in Mexico in the long run), up to 1.3 million tons of sugar now used in soft drinks could be released for other uses.

If this conversion takes place, Mexico would have to increase its imports of U.S. corn or corn sweetener and it would also have to invest in new transportation, storage and processing systems.

Third, the Mexican sugar processing industry, a government-owned monopoly for many years, has been sold to private investors. If privatization improves the efficiency of this industry, Mexico's sugar industry could become more competitive and its export potential could improve.

The importance of these factors can be illustrated by considering long run projections for Mexico's sugar industry (see Table 1 below). Mexico is expected to

produce 3.8 million tons of sugar and consume 4.5 million tons of sugar in 1993. In total, Mexico is expected to import 700,000 tons of sugar in 1993. U.S. exports of high fructose corn sweetener to Mexico are expected to be less than 10,000 tons in 1993.

By the year 2000, Mexico's sugar production is expected to reach 4.5 million tons, while consumption will have reached 4.7 million tons. This projection assumes that roughly 16 percent of Mexico's soft drink industry will convert to the use of corn sweeteners by the year 2000.

Transportation costs, the high cost of corn in Mexico and Mexico's tariff on imported corn sweetener are expected to prevent soft drink bottlers in the southern regions of Mexico from converting to corn sweeteners during the first half of the agreement. Under this scenario, Mexico would continue to import 200,000 tons of sugar in the year 2000.

Mexico's sugar production is expected to reach 4.8 million tons in the year 2008. Mexico's consumption of sugar is expected to decline to 4 million tons as the remainder of Mexico's soft drink industry converts to the use of corn sweeteners. Mexico would

then have an export potential of 800,000 tons of sugar.

These projections assume modest growth in Mexico's sugar consumption (2.1 percent annual growth for 1994 to 2008 compared to 3 percent growth in the past decade) and higher growth in sugar production than Mexico has achieved in recent years (2.5 percent annual growth for 1994 to 2008, compared to 1.7 percent annual growth during the past decade).

Given these assumptions and a partial conversion of Mexico's soft drink industry to corn sweeteners, Mexico is unlikely to increase its exports of sugar to the U.S. before the year 2000.

If Mexico's consumption growth exceeds this projection or its production growth fails to achieve this projection, then

Mexico's sugar imports would actually increase during the first 10 years of the agreement and its sugar exports would decrease during the next five years of the agreement.

If Mexico does convert to the use of corn sweeteners, then U.S. exports of corn or corn sweeteners would have to increase to meet this demand. Assuming that Mexico uses the 500,000 tons of corn sweetener projected for the year 2000, then U.S. corn exports would have to increase 840,000 tons to meet this demand.

With Mexico's use of corn sweeteners reaching the 2.4 million tons projected by the year 2008, U.S. corn exports to Mexico would have to increase by 4 million tons to meet this demand. That's in addition to the anticipated 2.5 million ton increase in corn exports under NAFTA.

So What's the Bottom Line to the NAFTA - Sugar Trade Question?

MSU Economist Dr. David Schweikhardt said Mexico's export potential of 800,000 tons in 15 years will have an impact, but that U.S. sugar producers must also remember that it's 15 years from now and then ask some very important questions.

"There are a couple of ways that you can look at NAFTA and sugar," Schweikhardt suggested. "First, will Mexico be a threat to U.S. producers and when? And if so, how much of a threat? They're not producing enough sugar right now to even keep up with their own demand, much less have a lot to export.

"So the answer of whether they will be a threat, 'is not for the first 10 years.' Their demand (Mexico's) is going to grow fast too. With one of the fastest growing pop-

ulations, if they get the projected income growth, their demand is likely to increase faster than their supply can."

According to MFB Commodity Specialist Bob Boehm, the impact of Mexico's 800,000 ton export potential on the U.S. market, even at current U.S. consumption levels, would account for less than 10 percent of the total U.S. sugar consumption.

"If the trend in U.S. sugar consumption for the past several years is extended out 15 years to the year 2008, 800,000 tons would be a much smaller part of the total U.S. sugar consumption picture," Boehm said. "The U.S. can also adjust sugar import quotas from other nations, so that the total net change in U.S. sugar imports is minimal."

Table 1: Projections of Mexico's Sugar Production, Consumption and Trade 1993-2008 (thousand tons)

	1993	2000	2008
Sugar Production	3,800	4,500	4,800
Sweetener Consumption			
Sugar	4,500	4,700	4,000
High Fructose Corn Sweetener	0	500	2,400
Trade Status ¹	Imports 700	Imports 200	Exports 800

¹Trade status is calculated as sugar production minus sugar consumption
Source: Kessel, Buzzanell and Lord, USDA

12 Clinton Health Plan Benefits Offset by Negatives

Although President Clinton's health care reform plan contains some provisions long sought by farmers and other self-employed individuals, those benefits are offset by the proposal's reliance on employer mandates, increased state and federal regulations and new taxes, according to MFB President Jack Laurie.

"We commend President Clinton for providing a 100 percent tax deduction for health insurance premiums paid by self-employed persons," said Laurie. "The self-employed have sought this deduction for years as a matter of equity."

Laurie also lauded Clinton for addressing the special needs of rural America. "While the provisions for rural residents are praiseworthy, they don't alleviate our basic concerns about the package," he said. "We oppose requiring employers to pay for their employees' health insurance, and we oppose the new taxes that purportedly will finance this plan."

In addition, Laurie said, "We oppose the federal minimum benefit plan and the increase in the number of federal and state regulations that will be imposed on health care providers."

Laurie said the benefits of Clinton's health care plan would likely be wiped out for many Michigan farmers and other self-employed business owners who hire employees. "The plan's cap for smaller employers, which limits their health care costs to 3.5 percent of their total payroll, will still be too costly for many small businesses," he said. "This cap will eventually be raised to 7.9 percent, meaning many small businesses may forego hiring additional help."

A better approach, Laurie said, would be to provide tax incentives for individuals to purchase health coverage and to establish "medical savings accounts" to pay for less-than-catastrophic health care needs. "A 'Medi-Save' account would allow people to assume greater responsibility for cost-savings decisions," Laurie concluded.

What's Included in the Clinton Health Care Plan?

Health Care Alliances

States would be required to establish alliances by Jan. 1, 1997. These could be non-profit corporations, an independent state agency, or an agency of the state's executive branch. The alliance would publish information on the cost of health care services and list the doctors and hospitals participating. Alliances would offer consumers a choice of health care plans, including fee for service plans.

Self-Employed

All premium payments made by self-employed individuals will be 100 percent tax deductible. The self-employed will pay the employer share and the individual share of the total premium. The total amount paid would be capped as a percentage of self-employed income, using the percentage caps applied to small businesses.

If the self-employed individual also works for another employer, any amount contributed by that employer, prior to any employer subsidies, reduces the premium of the self-employed.

Employer Participation

Every employer would be required to pay on behalf of its workers at least 80 percent of the average premium. Employees would pay the remaining 20 percent if they choose a plan costing the average amount.

Employees would pay extra for a plan costing more than the average amount. The federal government would offer assistance to low-income and unemployed people as well as small, low-wage businesses.

No company would be required to pay more than 7.9 percent of its payroll for health care costs. Contributions for

employers with 50 or fewer employees would be capped according to a sliding scale ranging from 3.5 to 7.9 percent, depending on the firm's average wages. Employers would be required to make pro-rated contributions to a regional alliance for its part-time workers.

Smaller companies would be allowed to pay a smaller portion of the employee cost. For example, if the small employer's average full-time wage is less than \$12,000, the employer's contribution would be capped at 3.5 percent of the payroll.

If the average payroll is greater than \$24,000, the employer cap would be 7.9 percent of the total payroll. The lower cap of 3.5 percent will be phased up to 7.9 percent over a number of years.

Rural Areas

Health services would be expanded for rural residents through incentives such as steps to give physicians and health care assistants who locate in rural areas a modest tax credit during the first five years of practice.

Medical workers would be allowed to deduct up to \$5,000 in annual student loan interest when performing under service agreements with rural areas.

Alliances would be required to serve rural areas. Incentives would be established to expand rural community health networks. Cooperative relationships between rural and urban providers would be established. Rural areas would be offered long-term contracts.

Technical assistance would become available to support development of primary care systems in rural areas as well as telecommunications links between rural providers and urban health care centers and institutions.

"What Farm Bureau Wants in a Health Care Plan"

- A 100 percent health insurance tax deduction, or an equivalent tax credit for the self-employed. This would provide equal treatment for all employed persons under the federal tax code.
- The establishment of medical savings accounts, which would allow individuals to set aside money on a pre-tax basis to pay small medical bills out of pocket. This would allow people to pursue higher deductible catastrophic health care plans that are much cheaper than low deductible plans.
- The elimination of, or drastic reductions in, cost shifting from Medicaid/Medicare to individuals and third-party payers, as well as the restoration of equitable Medicare payments to rural hospitals and physicians.
- Regulatory flexibility for health care providers in rural areas. Farm Bureau opposes federal regulation of health care plans.
- Tax incentives to all individuals to purchase health care plans.
- A program that includes the concepts of private-sector health insurance purchasing cooperatives. Regional cooperatives would permit individuals and small companies to receive the same price advantages as corporations.
- Assistance to individuals who cannot afford to purchase health care plans, financed by reductions in federal spending in current health care programs, rather than by new taxes.
- The expanded use of non-physician, health care providers such as nurse practitioners, physicians' assistants and midwives to help improve the distribution of health care.
- Privately funded optional care delivery systems such as health maintenance organizations (HMOs).
- The use of innovations such as surgical centers or outpatient facilities to allow consumers to opt out of expensive hospital costs when they are unnecessary.
- Expanded efforts of medical schools to train additional qualified family physicians who intend to practice medicine in rural areas, as well as incentives at state and local levels to encourage doctors to practice in rural areas.

1993 Fall Beef Cattle Sales & Events in Michigan

- Oct. 16 Good Associates Show Calf Sale, Eaton County Fairgrounds, Charlotte, 1 p.m.
- Oct. 16 Michigan Livestock Exchange Feeder Sale, Battle Creek, 1 p.m.
- Oct. 16 ABS Club Claf Sale, Country View Farms, Mason, 7 p.m.
- Oct. 16 Polled Hereford Classic Beef Cattle Sale, Marlette Stock Yards, noon
- Oct. 16 All Breed Beef Classic Sale, Marlette Stock Yards, 1 p.m.
- Oct. 16 Tobacco River Farm Club Calf & Cattle Sale, Clare, 11 a.m.
- Oct. 17 Kaercher's Club Calf Sale, Kalamazoo, 2 p.m.
- Oct. 17 Maumee Valley Polled Hereford Sale, Hillsdale Co. Fairgrounds, 2 p.m.
- Oct. 18 Thunder Bay Beef Producers Feeder Sale, Alpena, 6:30 p.m.
- Oct. 19 West Branch Feeder Cattle Sale, West Branch, noon
- Oct. 21 Owosso Livestock Sales Co. Feeder Cattle Sale, Owosso, 3 p.m.
- Oct. 22 Michigan Livestock Exchange Feeder Sale, Cass City, 1 p.m.
- Oct. 23 Kitty Kurtis Club Calf Sale, Ridgeway, 10 a.m.
- Oct. 23 Marlette Stock Yards All Breed Club Calf Classic Sale, Marlette, 7 p.m.
- Oct. 23 Simmental Cow-Calf and Club Calf Sale, Marion, noon
- Oct. 25 Northern Mich. Livestock Assoc. Associate Feeder Sale, Gaylord, 2:30 p.m.
- Oct. 27 Northern Mich. Livestock Assoc. Feeder Sale, Gaylord, 2:30 p.m.
- Oct. 30 Harwood Farms Club Calf Sale, Ionia, 1 p.m.
- Oct. 30 International Angus Sale, Gustafson Farms, Mason, 7 p.m.
- Oct. 30 Octoberfest '93 Polled Hereford Sale, Bar B Cattle Co., Rockford, noon
- Oct. 31 Triple K Ranch Club Calf, Cow & Equipment Sale, Durand, 11 a.m.
- Nov. 4 Lake Odessa Feeder Sale, Lake Odessa Livestock Auction, 6 p.m.
- Nov. 4 Heart of Michigan Feeder Sale, Clare, 1 p.m.
- Nov. 5 Michigan Livestock Exchange Feeder Sale, St. Louis, 1 p.m.
- Nov. 6 Michigan Livestock Exchange Feeder Sale, Marion, 1 p.m.
- Nov. 6 Michigan Polled Hereford Assoc. Baldy Select Sale, Coldwater, 1 p.m.
- Nov. 6 Michigan Shorthorn Association Club Calf & Heifer Calf Sale, Hillsdale Co. Fairgrounds, 1 p.m.
- Nov. 6 Limousin Club Calf and Female Sale, Marlett Dairy Sale Barn, 1 p.m.
- Nov. 6 Mich. Beefalo Breeders Assoc. Sale, Ravenna, 1 p.m.
- Nov. 7 Peterson Farm Club Calf Sale, Niles, 2 p.m.
- Nov. 10 Northern Mich. Livestock Assoc. Feeder Sale, Gaylord, 2:30 p.m.
- Nov. 18 Owosso Livestock Sales Co. Feeder Cattle Sale, Owosso, 3 p.m.
- Nov. 24 Northern Mich. Livestock Assoc. Feeder Sale, Gaylord, 2:30 p.m.
- Nov. 26 All-Breed Calf Sale, Lake Odessa Livestock Auction, 1 p.m.
- Nov. 26 Lake Odessa Feeder Sale, Lake Odessa Livestock Auction, 6 p.m.
- Dec. 3-4 West Michigan Livestock Show & Market Sale, Lake Odessa
- Dec. 3 Michigan Livestock Exchange Feeder Sale, St. Louis, 1 p.m.
- Dec. 4 Michigan Livestock Exchange Feeder Sale, Battle Creek, 1 p.m.
- Dec. 8 Northern Mich. Livestock Assoc. Feeder Sale, Gaylord, 2:30 p.m.
- Dec. 11-12 Michigan Winter Beef Show, MSU Livestock Pavilion, East Lansing
- Dec. 16 Owosso Livestock Sales Co. Feeder Sale, Owosso, 3 p.m.

1994 Spring Beef Cattle Sales & Events in Michigan

- Jan 8 Michigan Cattlemen's Convention, MSU, East Lansing
- March 12 Gustafson Farms Open House and Bull Sale, Mason, 1 p.m.
- March 19 6th Annual MCA Bull Test Sale, Breckenridge, noon
- March 26 13th Annual Michigan Limousin Association Sale, Hillsdale Co. Fairgrounds, Show 9:30 a.m., Sale 1 p.m.
- April 8-10 Michigan Beef Expo, Mason
- April 16 Southwest Michigan Polled Hereford Association Sale, Allegan, noon
- April 23 West Branch Bull Sale, noon
- April 30 4th Annual Key to Profit Sale, Escanaba, 1 p.m.

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Serving Michigan Farm Families is Our Only Business

Since its beginning in 1971, Michigan Farm Radio Network's only objective has been to serve Michigan's farm families. This dedication to serve agriculture is shared by 29 local radio stations in Michigan. Through these stations, Michigan Farm Radio Network provides the latest in market analysis, weather and news to Farm Bureau members daily on the following stations:


Station	City	Frequency	Morning Farm	Noon Farm
WABJ	Adrian	1490	5:45 am	12:15 pm
WATZ	Alpena	1450	5:30 am	12:15 pm
WPZA	Ann Arbor	1050	6:15 am	12:05 pm
WLEW	Bad Axe	1340	6:30 am	12:50 pm
WHFB	Benton Harbor	1060	*	12:30 pm
WKYO	Caro	1360	6:15 am	12:45 pm
WTVB	Coldwater	1590	5:45 am	***
WDOW	Dowagiac	1440	6:15 am	12:15 pm
WACY	Fenton	1160	6:15 am	12:15 pm
WGHN	Grand Haven	1370/92.1	5:45 am	12:15 pm
WPLB	Greenville	1380	6:15 am	12:45 pm
WBCH	Hastings	1220	6:15 am	12:30 pm
WCSR	Hillsdale	1340	6:45 am	12:45 pm
WHTC	Holland	1450		12:15 pm
WKZO	Kalamazoo	590	**	12:15 pm
WJIM	Lansing	1250	5:05 am	12:15 pm
WWGZ	Lapeer	1530	*	12:15 pm
WNBY	Newberry	92.5		12:15 pm
WOAP	Owosso	1080	6:15 am	12:30 pm
WHAK	Rogers City	960	7:10 am	12:15 pm
WSJ	St. Johns	1580	6:15 am	12:15 pm
WMLM	St. Louis	1540	6:06 am	12:20 pm
WSGW	Saginaw	790	5:55 am	12:15 pm
WMIC	Sandusky	660	6:15 am	12:45 pm
WKZC	Scottville	95.9	5:45 am	12:30 pm
WCSY	South Haven	940		12:15 pm
WKJC	Tawas City	104.7		12:45 pm
WLKM	Three Rivers	1510/95.9	6:15 am	12:15 pm
WTCM	Traverse City	580	5:55 am	12:40 pm

* Station signs on at different times during the year. Morning farm times change with sign-on times.

** Station airs various farm reports between 5:50 and 6:20 pm.

*** Station airs various farm reports between 12:00 and 1:00 pm.

Some stations carry additional market reports throughout the market day.



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- Improper grounding, including missing connections to ground rods at electrical panels in locations such as at a meter pole, barn, milking area or feeding system.
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The next step...

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Michigan Farm News Classifieds

<p>01 Farm Machinery</p> <p>1988 FIELDBOSS farm tractor with all equipment. Less than 500 hours. All attachments, \$10,000. Call 1-313-793-4760.</p> <p>500 INTERNATIONAL dozer, 6 way blade, D2 Cat Dozer, triaxle trailer, Hi-lo and springing Holstein Heifers. Call 1-616-866-9947.</p> <p>FOR SALE: GLEANER F Combine, 13' grain head, 4 row narrow, 430 corn head. \$4,800. Call 517-875-3736.</p> <p>MASSEY FERGUSON #33 three row corn head. Call 1-517-235-6237.</p> <p>MF 1135 TRACTOR, duals and cab. Bean puller, 6 row John Deere rotary hoe. Call 1-517-649-8884.</p> <p>IRRIGATION PIPE for sale. 4" and 2". Two irrigation pumps and motors. Silage wagon \$300. Farmhand feed grinder \$700. Allis Chambers Combine \$400. Call 616-874-7708 after 6pm.</p> <p>NEW AND USED irrigation and manure spreading equipment. Pumps, travelers, agitators, PVC and aluminum pipes. Call for listing. We deliver! Plummer Supply, Inc. 1-800-632-7731.</p> <p>NEW IDEA 323 one row corn picker. Fair condition, \$800. Call 1-517-637-4717.</p>	<p>02 Livestock Equipment</p> <p>FREE CATALOG: Wholesale Veterinary Supplies. Vaccines, wormers, supplements, medications, insecticides, disinfectants, syringes, needles, buckets, pails, mastitis treatments, implants, pour ons, eartags, rainwear, gloves. Much more! K.V. Vet Supply, Box 245, David City, NE 68632. 1-402-367-6047.</p>	<p>04 Livestock</p> <p>FOR SALE: 60 HEAD 750-800# pre-conditioned/prime colored steers. Northland Farms Call 517-422-3763 (Farm) or 313-881-3172 (Info).</p> <p>LOW END MILKING holstein and shorthorn cows and heifers. Vet checked for breeding natural and AI beef/dairy. Good beef starters. Priced right. Call 313-428-9247.</p> <p>PUREBRED Yorkshire and Hampshire Boars and open Gilts. Also F-1 York X Hamps, Back fat and Loineye. Test data. Also, days to 230 pounds. Marvin Cook, 1-517-649-8988.</p> <p>QUALITY ANGUS BREEDING STOCK Performance tested, Bulls semen tested. Free delivery. Also Border Collie Stock Dogs. Call today. BORDNER ANGUS FARMS Sturgis, MI 616-651-8353.</p> <p>REGISTERED POLLED Herfords. Breeding age bulls, heifers and bred heifers. MSU performance tested. Robert Rye, 1-517-734-3005.</p>	<p>06 Agricultural Services</p> <p>RECYCLE YOUR DIESEL air filters. Recycle Now, Inc. a Holland, Michigan based company, committed to recycling diesel and industrial air intake filters using the Sonic Dry Clean method. No liquids or detergents used. Half the cost of a new filter! Better than a new filter! For more information, call 1-616-396-7724 or fax 1-616-396-8102.</p>	<p>12 General</p> <p>13,000 GALLON BULK storage tank for LP or amonia, \$7,500. 616-874-7319.</p> <p>CHORE BOY MILKING SYSTEMS Starline equipment. McBride, Produce, McBride, MI 48852, Phone days 517-762-5370.</p> <p>COMPUTER SOFTWARE by Harvest Computer systems. Accounting packages, field management packages, and more. For more information call David Dankenbring, 517-543-1588.</p> <p>CYLINDER HEADS: Block and transmission case repair. Cast iron repair specialists. All work guaranteed. Kingman Engineering 703 Curtis Street, Mason, MI 517-676-1417.</p> <p>DON'T THROW THOSE Alkaline batteries away! Recharge them with the Super Charger. Get the facts, order yours today, Products Plus Inc., 1-800-801-8355 (24 hours).</p> <p>FOR SALE: 6.9 DIESEL Engine, .030 over, fresh. 517-467-2687 or 517-467-6888.</p> <p>FOR SALE: Three barns full of 1993 hay of various grades. Clover and Timothy. Call 1-906-478-3421. Charles Wallis, Box 949, Route 2, Rudyard, MI.</p> <p>FREE GUIDE: Tensile Fence. Strong, lasting, economical! Also, portable electric fence. Phone order supplies, 1-800-KENCOVE. 1-412-459-8991.</p> <p>HAVESTORE SILOS: two newer, 20x60, A.O. Smith Havestores with 1 Goliath unloader, good condition, best offer or will trade. Call 616-834-5896.</p> <p>INTRODUCTORY OFFER: \$60/per ton animal bedding made from recycled newspaper, chopped not shredded. More absorbent-less flies-less odor. Clean Future 517-876-6051 Turner MI. Les Keely, 517-654-2208 517-873-6089.</p> <p>LIVESTOCK Photography: Experienced professional bovine photographer will provide quality photographs at your show and at your location. Proofs overnight! Picture mailed 7 days. Bill Day, P.O. Box 3826, Centerline, MI 48015. Call 1-313-759-2099. Fax 1-313-754-8171.</p>	<p>12 General</p> <p>STRAW CHOPPERS: We rebuild and balance. Some exchanges. We stock chopper parts. ENGINE REBUILDING our specialty. Auto-Truck-Tractor-Antique-Continental-Kohler-Onan-Wisconsin engine dealer. Hart's Auto Parts Cecil, Ohio 419-399-4777</p> <p>PRESSURE TREATED fence posts, hi-tensile fence supplies. Nevill Supply 517-386-3517 517-386-2382</p>	
<p>03 Farm Commodities</p> <p>ALFALFA MIXED HAY and grass, 4x5 round bales. Stored inside! Delivered semi loads. Gene Wager, 1-517-967-3361 days. 1-517-772-7031 evenings.</p> <p>SCOTCH PINE Christmas trees. Freshly cut, painted, baled and loaded on your vehicle for only \$5 per tree. Contact Richard Bradley Tree Farms, 5360 South Dickerson Road, Lake City, MI 49651. Call 1-616-825-2895.</p> <p>WILLING TO SELL: 1992 High Moisture Corn, stored in glass lined Havestore Silos. Omega Farms, Williamston, MI Call 517-468-3366.</p>	<p>09 Real Estate</p> <p>174 ACRE FARM: Branch County. Good soil, excellent cow/call farm. Hi-Tensile fencing, 14 year old energy efficient 4-bedroom, 2-bath home. New 3-car garage w/openings. Insulated shop, barn. \$256,000. 1-517-639-4046.</p> <p>GRADE A DAIRY FARM: 190 acres in the thumb of Michigan. Partly tiled, 2 houses, 3 wells. 52 stall barn, pipeline milking system. Take over lease on 1 blue silo. Asking \$187,000. 1-517-635-3413.</p>	<p>06 Agricultural Services</p> <p>BIRD FERTILIZER SERVICES. 1100 N Irving, Greenville. Fertilizer, chemicals, seed, lime, feed. Soil testing, truck spreading and custom spraying. Call 616-754-3684.</p> <p>EXPERIENCED Michigan agribusiness attorneys with farm backgrounds. Knowledge and experience in all farm areas; restructure, stray voltage, bankruptcy, estate planning. EAST SIDE: Thomas J. Budzynski, 43777 Groesbeck Hwy., Mt. Clemens, MI 48036, 313-463-5253; WEST SIDE: Robert A. Stariha, 40 W. Sheridan, Fremont, MI 49412, 616-924-3760.</p>	<p>11 Wanted to Buy</p> <p>BUYERS OF STANDING timber and veneer logs. Devereaux Sawmill, Inc. Pawamo, MI. Call 1-517-593-2552.</p> <p>INTERNATIONAL #9 and #7 silo fillers. Corn binders, grain binder. Rosensaw 40 corn huskers. Paypack Model L gale C-40 silo filler. New Idea #10, #12, #14, 617 A manure spreader. 1-313-628-4147.</p> <p>WANTED: Corn, soy beans. Top prices paid, fast! Don't speculate, our expertise can eliminate price risk through sound marketing. Call Michigan Experts, The Smith Brothers, 1-800-878-2767.</p> <p>WHEAT, STRAW: Square bales. Call 1-616-623-2261.</p>	<p>13 Ponies/ Horses</p> <p>BLACK MULE MARES: 16 H.H. Well broke to ride and drive. Will also sell wagon with hydraulic brakes and harness. Perkins, MI 1-906-359-4826.</p>	<p>14 Antiques/Collectibles</p> <p>IONIA ANTIQUE AND COLLECTIBLE MARKET Sunday Oct. 24th, Ionia Fairgrounds, South M66, Ionia Michigan 8am-4:30pm. Admission \$2. Rain or shine.</p>	<p>15 Special Events</p> <p>GUN SHOW Mount Pleasant, October 23 and 24. Pickard Place Show Hall, 1 mile west of Meijers on North M-20. Saturday 9-5, Sunday 9-4. 22 rifle Door Prize. J&J Sport Shows, 1-800-968-5016.</p> <p>ARTS AND CRAFTS SHOW Saturday, November 13, 9am-4pm, Montcalm County Armory, Greenville. 50 booths. Free Admission. Door Prizes. Sponsored by the Greenville Daily News.</p>

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Discussion Topic for November, 1993 - Funding Michigan's Schools

15

Until it was eliminated by the Legislature, the property tax was the major source of school funding. Statewide, property taxes raised \$9 billion, of which about 60 percent (\$6 billion) was funding for K-12 education. In addition, schools received about \$3 billion in state general funds.

Rupprecht Earns Dairy Shrine/UDIA Milk Marketing Scholarship



Dairy Shrine and the United Dairy Industry Association (UDIA) have selected Sarah Rupprecht, originally of Vassar, as one of three recipients of their 1993 Milk Marketing Scholarships. The Dairy Shrine/UDIA milk marketing scholarships are awarded to students excelling in academics, leadership, extra-curricular and marketing activities.

Rupprecht received a bachelors degree in agricultural and natural resources communications from Michigan State University in May of 1993, and currently works as a Michigan Farm Bureau regional representative.

Raised on a registered Holstein and Jersey farm, she gained marketing experience by serving in leadership positions with the National Agri-Marketing Association, as a teaching assistant for the Purebred Livestock Marketing Course, and as a marketing/promotional intern for MABC/Select Sires. Rupprecht was also a dispatcher/cashier for the MSU Dairy Store. Rupprecht was also named the "1992-93 Outstanding Senior Leader" in the College of Agriculture and Natural Resources.

The \$9 billion total for public schools averaged out to \$5,600 per student. But the funding per individual districts ranged from \$2,600 to over \$8,500 for each child.

Wiping out the property tax cleaned the slate for consideration of alternate methods for financing schools. Among the options are:

- Increasing the Michigan income tax. It now stands at 4.6 percent and generates about \$4.6 billion a year.
- Increasing the current 4 percent sales tax. Under the state Constitution, this would require a vote of the people. Alternatively, the sales tax base could be broadened by taxing services or removing exemptions. The sales tax currently raises approximately \$3.8 billion a year.
- Increasing so-called "sin taxes" on tobacco, alcohol and other products. Right now these taxes generate about \$376 million a year.
- Other revenue sources could include fees and charges for state services. Fees could include licenses and permits to operate. Increased penalties and fines are also an option.
- Boosting the personal property tax. But the personal property tax is difficult to collect and may discourage investment

and job expansion. Individual personal and farm personal property is currently exempt.

The Legislature may opt to combine any number of these revenue sources together with budget reductions in order to replace the property tax monies.

On the other hand, many thoughtful observers of the school finance system point out that there is considerable potential for cutting costs instead of simply replacing revenue. Some of those cost containment options are:

- Limiting salary increases for teachers and staff to the rate of inflation.
- Requiring students to pay for specific costs such as pay-to-play sports and other extra curricular activities.
- Requiring faculty and staff to cost-share or co-pay deductibles on fringe benefits such as health care and retirement funds.
- Initiating cross-district "school of choice". Advocates assert that in a free marketplace of educational options, schools will be forced to become more efficient and less costly.

Eliminating the property tax was a bold and controversial action by lawmakers. At the very least, it holds their "feet to the fire" to

come up with a school funding plan before the next school year. Legislators need to hear from Farm Bureau members this fall and winter to get the proper guidance on this important issue.

Discussion Questions:

1. What has been the reaction in your school district to the elimination of property taxes?
2. What action(s) has your school taken in response to the cut in funding?
3. Review the proposed school funding options listed in the discussion leader guide. Which ones do your group members feel are the most advantageous for both your local school district and agriculture?
4. Which of the proposed options does your group feel would be the most detrimental for your local school district and agriculture?
5. Should a new form of school revenue be put in place by the Legislature or should cutting costs be the focus for school financing? Why?

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MFN

Calendar of Events

Nov. 3 - Potato Grower Family of the Year Banquet, 6:30 p.m., Maxfield's Restaurant, Wyman.

Nov. 8-10 - MFB Policy Development Committee Farm Bureau Center, Lansing.

Nov. 28-Dec. 1 - MFB Annual Meeting Westin Hotel, Detroit.

Jan. 9-13 - AFBF 75th Anniversary Annual Meeting Ft. Lauderdale, Fla.

Jan. 27 - "The Difference Is You" Workshop Holiday Inn-Lansing Conf. Center, Lansing.

Feb. 1 - "The Difference Is You" Workshop Holiday Inn, Grayling.

Feb. 16-17 - MFB Political Campaign Management Workshop.

March 3-5 - Young Farmer Leaders' Conference Midland.

Send or FAX your meeting information at least three weeks in advance and be sure to include a contact name and phone number for more information. Send your meeting details to:
 Michigan Farm News
 P.O. Box 30960
 Lansing, MI 48909-8460
 FAX: (517)323-6793

16 Last Minute Grain Storage Reminders

Roger Brook, Agricultural Engineering, MSU

The most important topics to remember when managing grain in storage are temperature management and continuing inspection.

Grain should be uniformly dry. Corn should be dried to 15 percent moisture. Soybeans and small grains should be 14 percent at harvest. Immature and sprouted or moldy grain should be dried one percentage point less in moisture than good condition grain.

Grain Temperature

Grain temperature in storage should be between 30 degrees F and 50 degrees F to maintain quality. Temperatures colder than 30 degrees F are not desirable because of the likelihood of warm spells during the winter. These warm spells may lead to moisture migration and a moisture build-up in the surface layers of grain. Temperatures higher than 50 degrees F will promote continuing germination, insect growth and mold development.

Grain that is 30 degrees to 40 degrees F can be held successfully into early summer without warming. Conventional wisdom says to warm grain to be held through the summer months to 45 degrees - 50 degrees F.

Grain temperature can be estimated by holding a good thermometer in the exhaust airflow. The temperature change will be complete when the exhaust temperature is nearly equal to the outside temperature. For upward airflow, check grain temperature about 6 inches down from the top surface of the grain. For downward airflow, check the air temperature as it leaves the fan. Be sure to check around the outside edge of the fan, and not near the center.

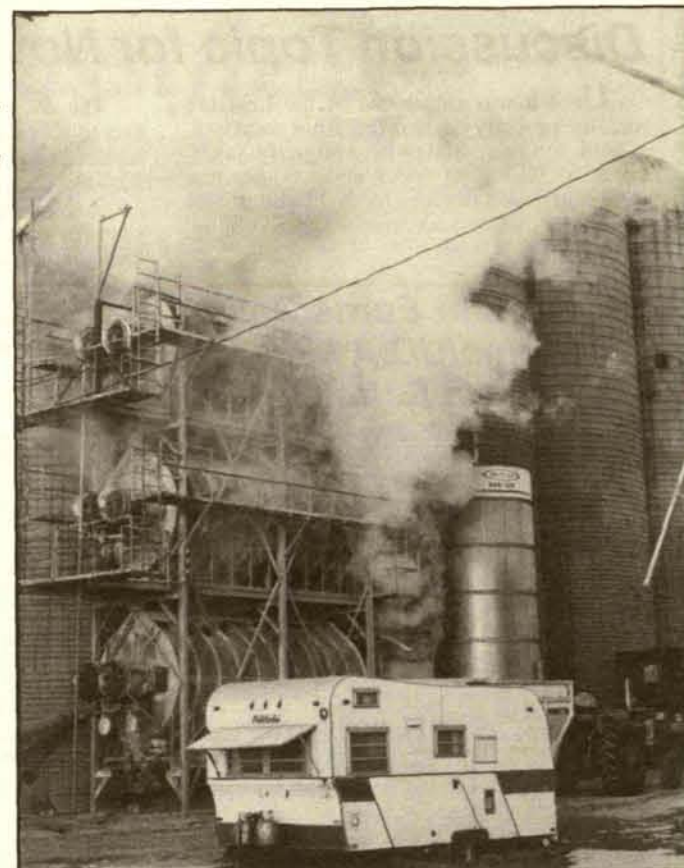
Continuing Inspection

Continuing inspection is important to detect any moisture build-up problems what will lead to a decrease in grain quality. These problems most often appear in the top three feet of the storage. The keywords for action are look, feel, and smell.

Grain should be uniformly dried to 15 percent moisture. Immature and sprouted or moldy grain should be dried one percentage point less.

- LOOK at how well the grain is supporting you and for moisture condensation on the roof.
- FEEL the grain for increase in moisture and temperature.
- SMELL for any off-odors, but be aware the development of odors suggests that earlier inspections missed something.

Safety tip. Never enter a bin of flowing grain. An adult can be hopelessly trapped in five seconds and completely covered after 22 seconds. Use a lock-out



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to prevent bin unloading while you are in the bin doing an inspection.

Safety tip. Wear a good fitting dust mask when working in or around moldy grain; moldy grain can cause allergic reactions and respiratory problems.

For more information: see Extension bulletin E-1431 Stored Grain Management. Reprinted from MSU Field Crop Advisory Team Alert

Japan's Decision to Open Market to U.S. Apples Good for Michigan

The Japanese decision to move quickly in opening its apple market to the U.S. will be good news for Michigan apple producers, according to Tom Butler, manager of Michigan Agricultural Cooperative Marketing Association's Processing Apple Division.

"Japan has the potential for being the largest export market for the U.S. apple business today," Butler said. "For years and years, they had an artificial trade barrier in place to prohibit U.S. apples because they were supposedly concerned about codling moth problems in the U.S."

A letter from Japan's vice minister of agriculture to U.S. Trade Representative Mickey Kantor said the country intends to move "expeditiously" to open its markets to 1994 crop Gold and Red Delicious apples from Washington and Oregon.

If remaining technical difficulties are resolved, U.S. apples could begin to enter Japan by early 1995.

U.S. apple exports to Japan could reach \$15 to \$20 billion in the first year that markets are opened. Annual sales could eventually reach \$75 million in the next four to five years, which ultimately means good news for Michigan, as well as Oregon and Washington, Butler said.

"The direct benefit to Michigan is that anytime West Coast states can move additional apples into the export markets around the world, Michigan producers don't have to compete with those apples on the domestic market," Butler said. "The Japanese are primarily interested in Red Delicious and a Japanese variety being produced in Washington called Fuji."