Monitor Stored Grain as Air Temperatures Rise!

As spring approaches and air temperatures begin to rise, corn growers with on-farm grain storage should inspect their crop at least once each week.

Agri Sales Area Manager Jerry Forsyth says the variability in crop condition and moisture levels during last fall's harvest could become evident with warmer temperatures. Hot spots and molds may develop in the bin and, if left unchecked, could reduce the commercial value and feed value of the grain.

"Farmers need to be checking their bins every week and they've got to walk it and babysit it," advised Forsyth. "What we could be running into as temperatures start to moderate, is guys with problems in their bins, but they aren't going to be able to move it very efficiently because there will be load limits on."

Forsyth suggests that farmers pull a load out of each bin on a weekly basis to keep crust from forming and to keep things open. Agri Sales has pulled and dried some corn a second time because it was going out of the bin.

"We've had stuff that went in the bin at 15 percent and is coming out at 17 percent," said Forsyth. "The biggest reason for it is because you had corn that ranged in moisture from 25 percent to 35 percent in the same load."

Growers should begin an inspection by examining the surface of the grain for changes and indications of potential problems. Crusting and wet, frozen grain indicate a problem. Growers should also check the roof of the grain bin for condensation and should smell the grain for musty, moldy odors.

If aeration is needed, growers should run the fans as long as the outdoor air is not more than 10 degrees warmer than the grain. Growers should also aerate on dry days to avoid pushing moisture into the grain. However, if heating is occurring, growers should run fans, regardless of weather, until heating stops.

Economic Package Long on Taxes, Short on Spending Cuts

While crediting President Clinton for raising the issue of federal deficit reduction, the American Farm Bureau Federation says the president's proposal relies too heavily on tax increases and provides no guarantees that meaningful cuts will be made in government expenditures.

AFBF President Dean Kleckner said his organization will work with Clinton toward his stated goal of developing a lesser, more efficient federal government. Clinton's outlined plan, however, appears to signal more of the "same old thing: tax and spend."

"A heavy reliance on tax increases rather than spending cuts to reduce the deficit is a false premise," Kleckner said. "At the 1990 budget summit agreement demonstrated, it is impossible to transform increased tax revenues into actual deficit reduction. Without the means to enforce spending discipline, taxpayers who will be emptying their wallets will be making an empty gesture."

If heating continues, options include drying the grain down further and cleaning out fines, molds and broken kernels. For more grain storage and monitoring tips from MSU's Roger Brook, turn to page 4.

At right, Agri Sales' workers load a 65 railcar unit of corn, with an estimated 47-lb. test weight. When going full speed, the facility is capable of loading 65 cars in just under 3-1/2 hours. Each car, with a capacity of 3,500 bushels, is probed by an inspector as it's being loaded.

"The energy tax proposed by the president is particularly unfair," Kleckner said. "It imposes a substantial burden on agriculture, both in direct and indirect costs. The farm recovery of the late 1980s was greatly helped by stable or declining costs for fuel, fertilizers and pesticides. The energy tax proposed by the president could mean anywhere from $600 million to $1 billion in added costs for our nation's farmers and ranchers."

President Clinton has targeted several other areas in agriculture for budget cuts and revenue increases.

One Clinton proposal ties government farm payments to off-farm income levels. If approved by Congress, farmers with off-farm incomes of $100,000 or more would receive no federal agricultural subsidies as of Oct. 1. According to Clinton, that plan would save an estimated $470 million.

"This represents a foot in the door for agricultural means testing, and we believe the estimated savings of such a plan are grossly inflated," Kleckner said. "In many cases, they will rent their land to other farmers who do qualify for the farm program, so there will be little impact on overall farm expenditures."

Kleckner also questioned the wisdom of cutting $262 million from agricultural research programs from 1994 through 1997.

"In the long run, cuts in farm research programs end up costing a lot more than they save," he said. "Farm research has been cut a lot already and that's our future bread and butter. That's the seed for agriculture's future."

Kleckner also said Farm Bureau would oppose further assessments on non-program commodities, such as food charges on crops like soybeans and sugar.

Since 1982, agriculture has been a prominent contributor in every deficit-reduction package, according to Kleckner. Agriculture has taken its fair share of cuts, while many other areas of federal spending have gone untouched, and "it's time for..."

Continued, see page 11

"Long on Taxes...."
Michigan Farm News
March 15, 1993

USDA to Eliminate "Double Discount" on Corn Grades; Loans Affected

Effective Feb. 22, USDA eliminated the "double discount" policy on grading corn that has been hampering farmers' ability to obtain reduced loan rates for the low test-weight corn.

Under the old policy, loan rates are reduced by the higher of the discount for low test weights and for the grade caused by the low test weight.

The discount based on moisture content remains unchanged. Previously, USDA had counted low test weight against a loan application twice, once for the grade partly based on test weight and weight alone. USDA said the new policy was an effort to help the Department of Agriculture farmer-friendly, and would help northern Corn Belt farmers "make ends meet."

USDA's decision was prompted by a late harvest last year and an unusually high moisture content combines that had seriously cut into test weights for such corn in the northern Midwest.

Supreme Court Faults Kraft Cheese Commercials

The U.S. Supreme Court has left intact a government finding that Kraft, Inc., television commercials mislead the public about the amount of calcium in Kraft Singles cheese slices, according to the Associated Press. The justices, without comment, rejected the food company's challenge to a Federal Trade Commission order requiring it to stop using misleading ads for its cheese products. Kraft, a division of Philip Morris Companies, Inc., ran the television ads from February 1985 to June 1987.

The commission decided in January 1991 that a Kraft advertising campaign falsely implied that Kraft singles processed American cheese contained more calcium than imitation cheese sold by other companies. Processed cheese contains at least 51 percent natural cheese, while imitation cheese usually contains little or none. The FTC decided a Kraft ad falsely implied that Kraft's Singles had as much calcium as five ounces of milk and that imitation cheese had less. About 30 percent of the calcium in milk is lost in processing, while most imitation cheese is calcium-fortified and has about as much calcium as Kraft Singles.

Straye Voltage Hearings Scheduled Across Michigan

The Michigan Public Service Commission's (MPSC) Stray Voltage Task Force will hold a series of public meetings statewide in March to solicit public comments on the issue of stray voltage. The meetings will provide an informal setting for the public to relay any comments or concerns to the Task Force on this issue. Commences may be made verbally or in writing. The meetings will be held at the following locations:

Tues., March 16, 7–9 p.m.
City Hall - Council Chambers
301 Washington St.,
Bay City

Thur., March 18, 7–9 p.m.
Michigan Public Service Commission
5645 Mercantile Way,
Heating Room A, Lansing

Wed., March 24, 7–9 p.m.
City Hall - Commission Chambers,
9th Floor, Room 100
Monroe, N.W., Grand Rapids

Sarah Ruppercht Receives Top Award from College of Agriculture and Natural Resources

Sarah Ruppercht, a senior at Michigan State University from Vassar, Michigan, received the Outstanding Leadership Award from the College of Agriculture and Natural Resources (CANR) at the annual Honors Banquet on Feb. 23, 1993. This award carries a $500 scholarship and recognizes the senior in agriculture and natural resources who has demonstrated outstanding service to department, college, and university community.

Sarah, daughter of Marvin and Mary Ruppercht of Vassar, will graduate in May with a Bachelor of Science degree in Agricultural and Natural Resources Communications. Active in student organizations since high school, Sarah is currently president of the MSU Dairy Science Club; president of the student chapter of the National Agri-Marketing Association; a member of the Michigan Holstein Association; co-chairperson of a marketing team headed for national competition; and a College of Agriculture and Natural Resources Recruitment ambassador.

During the summer of 1992, Sarah took part in a CANR overseas study program in Australia, New Zealand and Hawaii. She has participated in four learning internships, including one she holds now with the Michigan Farm Bureau, working on the Michigan Farm News. This award recognizes Sarah's hard work, dedication and enthusiastic approach to leadership. Congratulations, Sarah, from the MBF Information Division staff!
Balanced Budget Amendment

MFB Position: Supports a constitutional amendment to require a balanced federal budget. A total of 23 Senators have cosponsored S.J. Res. 41 but do not include either of Michigan’s U.S. senators.

MFB Contact: Al Almy, Ext. 2040

Federal Estate Tax Exemption

MFB Position: Opposes any reduction in the present federal estate tax exemption, imposing a capital gains tax on property at time of death of the owner or imposing use of carryover basis on the sale of inherited property.

MFB contact: Al Almy, Ext. 2040

Minor Crop Protection Assistance Act

MFB Position: MFB Supports H.R. 967

MFB Contact: Al Almy, Ext. 2040

Unemployment Compensation Insurance Reform

MFB Position: Supports both bills and encourages their adoption.

MFB Contact: Howard Kelly, Ext. 2044

Medical Malpractice

MFB Position: Supports both bills and encourages their adoption.

MFB Contact: Howard Kelly, Ext. 2044

Local Pesticide Ordinances

MFB Position: Farm Bureau policy opposes local regulation of pesticides and, therefore, strongly supports H.B. 4344 as introduced.

MFB Contact: Vicki Pontz, Ext. 2040

Unemployment Compensation Insurance Reform

Unemployment Compensation reform has again gained attention in the Legislature because of an increase in benefits, questionere solvenity of the fund and the current and future penalties. The benefit increase is in an automatic manner. As a result of increased federal unemployment benefit for 1993, Gov. Engler has said reforms to cut costs in the jobless benefit system will be among his priorities this year.

Sen. Joanne Emmons (R-Big Rapids) is sponsoring S.B.-2 to provide reform measures to unemployment compensation. The Senate has passed a watered down version of the bill, which Farm Bureau still supports. As anticipated, the waiting week provision that the Senate Labor Committee had recommended was eliminated. The expected amendments by organized labor were introduced and several of the amendments were adopted. The bill passed on a 14-10 vote. No Democrats voted for the bill. Sen. Dillingham was the only Republican to vote against the bill.

Farm Bureau supported S.B.-2 in the version that would eliminate automatic adjustments, impose a waiting week to collect benefits; would reduce the wage replacement ratio after tax earnings from 70 percent to 65 percent, to make it competitive with other states; eliminate the alternate earning qualifier, which allows high wage employees to qualify for benefits more quickly than other employees; and increase the wage level needed to qualify for benefits.

Medical Malpractice

The bills limit contingency fees in medical liability cases, remove exceptions to the cap on noneconomic damages and limit the $250,000 cap to each incident, define expert witnesses, require plaintiffs to notify defendants of the suit and its legal basis 180 days before filing, and allow controversies to be resolved by additional means of settlement. This is true reform that Farm Bureau members, through their policies, have urged for years. Let the legislators know you support this important effort.

Farm Bureau policy excerpts:

As the Clinton administration and Congress seek to raise revenues through tax increases this year, there has been discussion about cutting the current $600,000 federal estate tax exemption to $200,000. Other proposals being discussed include imposing a capital gains tax on estates at time of death of the owner and instituting the use of carryover basis on the sale of inherited property.

H.C. Res. 6, sponsored by U.S. Rep. Jim Ramstad (R-Minn.), and S.C. Res. 64, sponsored by Sen. Richard Lugar (R-Ind.), have been introduced to address this issue.

H.C. Res. 6 expresses opposition to reducing the present $600,000 federal estate tax exemption. S.C. Res. 64 is identical in opposing any reduction in the federal estate tax, but also expresses the imposition of a capital gains tax upon death of the owner.

Among the 125 cosponsors of H.C. Res. 6 are Michigan U.S. Reps. Dave Camp (R-Midland), Peter Hoekstra (R-Holland), Joe Knollenberg (R-Bloomfield Hills), Nick Smith (R-Addison) and Fred Upton (R-St. Joseph).

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Minor Crop Protection Assistance Act

H.R. 967, sponsored by Congressman Kika de la Garza (D-Tex.), would provide incentives to the pesticide industry to pursue minor crop registrations; proposes changes that would encourage third-party registrations; emphasizes the use of existing FIFRA authority to expedite minor crop pesticide registrations; and provides direction to EPA and USDA for pesticide programs aimed at minor crops. The loss of crop protection chemicals for so-called "minor crops" is one of the most serious problems facing production agriculture today. Minor crops are virtually every agricultural commodity with the exception of corn, wheat, cotton and soybeans. The term stems from the fact that the cost of research and the development of scientific data for registration and reregistration have become so expensive that many crops no longer provide the necessary market and sales potential to warrant the research and scientific investment.

The problem has become particularly acute in the last few years, and more than half of all registered uses have been lost since 1988. In many cases, there are no effective alternatives, leaving the farmer with nothing to protect his crop investment. Without prompt attention, farmers' ability to compete with foreign growers in both domestic and international markets will decline significantly. The effects will be widespread, impacting consumer prices and the quality of commodities, as well as the local food production and processing infrastructures.
**30-Day Forecast – Warmer and Drier Than Normal**

Sub-zero temperatures across nearly all of the state during late February brought mean temperatures for the month to below normal values (generally in the range of 1-4 degrees below normal).

The cold temperatures did not significantly influence mean temperatures for the December through February (winter) period, averaging from 1 to 3 degrees above the long term normals. It was the seventh consecutive December-February period experiencing temperatures above normal temperatures (the last colder than normal December-February period occurred in the winter of 1985-86).

Precipitation during February was generally near to below normal, with the major storm track remaining south of the state. Some northeastern sections recorded near record low monthly precipitation amounts while a few spots in the southwestern Lower Peninsula reported near record amounts of snowfall, mainly of lake-effect origin.

The jet stream pattern responsible for the cold, unsettled weather of late February has largely broken down, resulting in a more zonal west to east flow pattern and milder temperatures.

The National Weather Service 30-day outlook for March and the 90-day outlook for March through May both call for temperatures to average near to above normal and precipitation amounts to remain near to below normal. If this outlook verifies, it may allow fieldwork to begin earlier than normal this spring.

Just as importantly for corn growers, this scenario would lead to higher than expected drydown rates of unharvested corn in the coming weeks. Early season soil moisture for this crop’s season will likely remain at sufficient levels due to the heavier than normal precipitation amounts during last fall and early winter.

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**On-Farm Grain Storage Tips**

This year’s off-season stored corn - immaturity, stressed by drying and laden with abnormal amounts of broken and fine material - will require extra care.

"Producers should check corn in storage on a weekly basis to pick up on any problems that are occurring and make corrections," says Roger Brook, Michigan State University Extension agricultural engineer. "Grain temperature, moisture migration and insect problems will probably be bigger problems in stored grain this year than in past years."

Broken and fine material, prevalent in this year’s stored grain, generally collects in the center of the storage bin and tends to pack tightly, impeding airflow through that section of the grain.

"That section may have a higher temperature than surrounding grain and may provide a good environment for molds to develop and insects to grow and it may set up the process for moisture migration," Brook explained. "Moisture tends to move through the grain and accumulate in the three to four foot range just below the grain surface."

To check for moisture accumulation, Brook suggests walking the surface of the grain. That grain is dry and in good condition will provide good support - a person will tend to sink into the grain to the ankle. Grain that is out of condition will tend to be like wet sand under foot, Brook says.

"Feeling the grain by hand or pushing a tire will probably be better than walking on the surface."

"Moisture migration is set up by a temperature difference between the bin of grain or between the grain and the outside temperature," Brook said. "If moisture migration develops, the grain should be aerated to bring its temperature more in line with the outside temperature.

Place a thermometer on the outside edge of the aeration fan exhaust. The temperature change of the bin will be complete when the exhaust temperature nearly equals the outside temperature.

Run the fan during inspection as well and smell the exhaust for any off odors. This helps detect problems that may be developng in the center of the bin. Briefly running the fan during the inspection will not create any temperature-associated problems, Brooks says.

Grain crusting will probably occur if the exhaust temperature nearly equals the outside temperature. Grain crusting is another way to check for temperature and moisture changes in that top three to four feet,” Brook said.

Another indication of a moisture problem is the presence of frost on the underside of the grain bin hood early in the morning.

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**Michigan Weather Summary**

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**Normals are based on district averages.**

Jeff Andresen, Ag Meteorologist, MSU

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**Michigan and Major Commodity Area Extended Weather Outlook**

**T - Temp. 3/15 3/31 4/30 5/31**

**P - Precip.**

**Michigan**

- W. Corn Belt
- E. Corn Belt
- West. Wheat Belt
- Sprot. Wheat Belt
- Pac. NW Wheat
- Delta
- Michigan

**Mal, MA-Much Above, MB-Much Below, NP-Near Normal, A-Above Average, B-Below Average, N-Normal.**

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**Michigan Farm News**

March 15, 1993
Economic Package Long on Taxes, Short on Spending Cuts...Continued

budget cuts to be spread evenly throughout all areas of federal spending, including entitlements," he said.

"Over the years, agriculture has been willing to share in the pain," Kleckner said. "We can say with justification that we've taken our share of spending cuts. Farm program spending has been cut by 50 percent since 1986. If the rest of the government had cut spending anywhere near that, our federal budget already would be running in the black."

Clinton's plan also calls for an increase, in 1996, in the amount of so-called "flex acres" that are ineligible for government payments to 25 percent of a farmer's program base acreage from its current 15 percent. Also eliminated in 1996 would be the 0-92 and 50-92 programs, which encourage conservation by allowing farmers to receive benefits on some unplanted acres.

"Another increase in flex acres will directly impact an individual's net farm income to receive benefits on some unplanted acres." According to Kleckner, Clinton's commitment to conclude trade talks was "very positive" for America's farmers.

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Kleckner pointed out one notable omission from Clinton's economic package - a broad-based capital gains tax cut. "A cut in the capital gains tax is still a top priority for farmers and ranchers," he said. "At the very least, such gains should be indexed to prevent inflation from eroding the value of assets such as land, which represents farmers' primary asset." According to Kleckner, Clinton's commitment to conclude trade talks was "very positive" for America's farmers.

"Trade is going to be the salvation for agriculture in many of our commodities," Kleckner said. "We simply need to expand trade. We're efficient producers in America. I think his message on the NAFTA and GATT was the high point of his message for agriculture. GATT has further to go than NAFTA, but President Clinton had not really sent the message strongly, until his State of the Union address, about his commitment to a successful conclusion of the Uruguay Round."

Your Michigan Northrup King Seed Dealers

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<tr>
<td>Alicia</td>
<td>Con Agra Berger &amp; Co.</td>
<td>517-770-4130</td>
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<tr>
<td>Alma</td>
<td>McClintic Farms</td>
<td>517-463-1140</td>
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<tr>
<td>Alto</td>
<td>Alto Farm Services</td>
<td>616-866-6030</td>
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<tr>
<td>Ann Arbor</td>
<td>Strieri Bros.</td>
<td>315-995-2497</td>
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<tr>
<td>Bancroft</td>
<td>Gerald Cole</td>
<td>517-634-5212</td>
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<tr>
<td>Belding</td>
<td>Jerry Gallagher</td>
<td>616-761-3243</td>
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<tr>
<td>Birch Run</td>
<td>Con Agra Berger &amp; Co.</td>
<td>517-624-9321</td>
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<tr>
<td>Breckenridge</td>
<td>B&amp;W Co-Op</td>
<td>517-842-3104</td>
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<td>Carson City</td>
<td>Harvey Milling Company</td>
<td>517-584-4366</td>
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<td>Conklin</td>
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<td>616-899-2136</td>
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<td>Constantine</td>
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<td>616-435-8219</td>
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<td>Corunna</td>
<td>Clyde McLosky</td>
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<td>John Oakley</td>
<td>517-646-0629</td>
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<td>Dorr Dorf</td>
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<td>Homer</td>
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<td>Richmond</td>
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<td>Saginaw</td>
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</tbody>
</table>

This superior hybrid can produce top yields. Exceptional standability means easier harvesting. It has excellent drought tolerance, adapting to a wide range of harvest densities. Adapted to reduced tillage to help you get the most from every acre. Northrup King N4242.

[Image of hybrid corn seed]

N4242 NORTHRUP KING
Market Outlook...

**Seasonal Commodity Price Trends**

<table>
<thead>
<tr>
<th>Wheat</th>
<th>Corn</th>
<th>BT</th>
<th>Soybeans</th>
</tr>
</thead>
</table>

**Hogs**

Index = Higher Prices; + = Lower Prices; TP = Topping; BT = Bottoming; ? = Unsure

**Dairy Market Outlook**

Larry G. Hamm

Dairy markets have broken their winter dormancy and are pointing toward the end of declining milk prices. The Minnesota-Wisconsin (M-W) price has made this declaration for the past seven months. It is directly linked to the prices dairies pay to producers principally cheese manufacturers -- can get for the products they make from farmers' milk. Dairy product markets have been heightened by the demand for milk to make non-fat dry milk and whole milk powder for export sales under commitments to the Dairy Export Incentive Program (DEIP). Therefore, dairy milk product prices have been strong over the last two months. With strong dry milk product prices, farm milk supplies can buoy the forward market to do some new crop forward pricing. Buying a call option could be considered. But that's a higher cost option, especially given the low downside risks.

**Strategy:**

The problem with pricing most 1992 Michigan corn remains the same. The market, through the basis, is telling us to store corn on-farm for June-July delivery -- which will either deliver or become a call option on your projected production if July futures hit the $3.40 level. Good idea is to set some realistic pricing goals and work with an elevator to lock in prices on segments of your crop as prices hit them.

**Strategy:**

Watch for rallies in the wheat market to do some new crop forward pricing. Consider locking in some of your projected production if July futures hit the $3.40 level. Good idea is to set some realistic pricing goals and work with an elevator to lock in prices on segments of your crop as prices hit them.

**Strategy:**

If you're convinced the soybean market will go up, consider a basis contract or selling cash and buying futures rather than incurring the costs of storage and interest by keeping cash beans. For some downside price protection, consider getting out of cash and buying a call option.

There are many elevators around the state and the Michigan Farm News is the market's way of telling you that it will not pay storage. In my opinion, no producers should be storing soybeans at this time. That is not to say that all producers should be out of the soybean market. Rather, I am arguing that we will see any price increases fully reflected in the futures market.

**Strategy:**

Keep current to take advantage of the price levels. Also, if the futures prices have not dropped off much the first few weeks of March, consider looking in some price orders on some of your future production.

**Strategy:**

The basis continues to be strong and the trade is indicating that it will continue for several months, which is important to continued strong exports.

Cattle

The basis continues to be strong and the spreads between futures contracts small. This is a good time of year to really tell you that it will not pay storage.

**Strategy:**

Keep VERY current. Prices will start falling off through March, given no more cruel weather. Unlike hogs, the cattle futures market is not offering attractive forward spreads.

**Weak Demand Pressures Navy Bean Prices**

Navy bean prices have fallen $4/cwt. since the September rally took mid-Michigan grains to $22/cwt. At that time, 61 percent of the large volume of beans moved to the elevator level providing some price stability. The feeling was that they could edge higher in full realization from end-users increased into early '93 as canned demand for dry beans typically picks up in January through March. However, this demand hasn't materialized. Production in '92 was down dramatically from the previous two years; however, we are still feeling the effects of the '90 and '91 record crops with a record 2 million cwt. carryover from the '91 crop. The current situation does allow end users the benefit of purchasing only what they need at any given time, with little risk of encountering a shortage or increased prices.

Export shipments are well below expectations, as reflected by inspections for export for the first two days of March, 1419,626 cwt. for the Michigan Bean Shippers Association reports only 419,872 cwt. of navy beans exported for comparison to 1,912,646 cwt., for the same period a year ago. Planting intentions will provide the next speculative opportunity for prices. Traders are concerned that despite low prices, edible beans may still look more attractive to growers faced with generally depressed prices for competing crops.

Strong powder demand, slowing milk production and moderate cheese inventories have apparently caused an explosion in trading activity on the National Cheese Exchange. For the past two trading days of February, 41 carlot units of block and barrel cheese were traded. Bids for another 16 carlots of barrel cheese went unfilled. Usually this market tradess no more than a few loads a week. Most of the trading took place at the current quotations of $1.16 a pound for barrels and $1.12 a pound for blocks. But in the last trading session, barrel cheese prices rose $0.005 a pound to $1.125 a pound. This increase roughly translates into a five-cent per cwt. increase in farm milk prices.

This cheese trading activity and the continued strength of the powder markets show the downward momentum of the M-W should end. After another modest decline for February, the M-W should level out in March and start rising in the months ahead. Although this season's M-W should be below average, with only about $0.98/cwt., it will be substantially higher than the prices experienced last year.

**Table Egg Market**

**Egg prices in late February were trading around the low 70-cent range during March. Prices fell through March and start rising in the months ahead.**

**Strategy:**

If you have storable corn, consider storing it -- the basis tightening alone will more than pay storage.

For those who could not store and/or need to move before warm weather, the alternatives are not great. It would be better to concentrate on next year's corn.

However, to stay in the market for a possible spring rally, consider a basis contract or buying futures of equivalent amount. Buying a call option could be considered. But that's a higher cost option, especially given the low downside risks.

**Strategy:**

The table egg laying flock strength. Lower corn prices this year have made it more difficult to order your flock to market a year out. The size of the table egg laying flock on Jan. 1 was unchanged from the previous year, but the 237 million birds estimate for the end of February is 3 percent higher than expected, as demand for eggs continues, a slowing milk market, through the basis, is telling us to move before warm weather, the alternatives are not great. It would be better to concentrate on next year's crop.

**Strategy:**

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Utilize Estate Planning Tools

Ralph E. Hepp
Agricultural Economist
Department of Agricultural Economics
Michigan State University

Estate transfer techniques used by the owners of farm businesses are greatly influenced by the potential tax impact on the estate. Various tools are suggested by professional estate planners to minimize the taxes and transfer a larger amount of the business property to the family heirs.

Since 1987, there is no federal estate tax on death transfers less than $600,000. Medium-sized estates, between $600,000 and $1.2 million, can eliminate the tax by using commonly accepted estate planning techniques, while larger estates, over $1.2 million, can greatly reduce the federal estate tax burden by implementing tax reduction strategies.

Provisions of the Death Taxes
The federal estate and gift tax law allows an unlimited marital deduction for property transferred to the spouse. Regardless of the method used to transfer the property, it goes tax free.

The unlimited gift tax marital deduction allows a married couple to place the property into both names, or any one name regardless of who currently owns the property. The right of a spouse to shift property ownership between spouses provides an opportunity for the transfer of property between spouses which best meets the estate and business transfer objectives of the family.

The Michigan inheritance tax law also allows an unlimited marital deduction for property transfers to the surviving spouse. The law also allows an exemption for the value of farms and small businesses that are transferred to family members. Although there are qualifying conditions for using the marital business exemptions, most family operations will meet the requirements.

The federal gift tax law has an annual exclusion of the first $10,000 in gifts made to any one recipient. A married couple can combine their annual exclusion and transfer $20,000 each year to any number of individuals. At the present time, there is no limit on the number of annual exclusions that can be used.

The annual gift tax exclusion remains an attractive alternative for transferring large amounts of property within the family and escaping the gift and estate taxes. Gifts of business property, however, must be carefully planned so the gift is a present interest in the business and the exclusion is applicable.

Business Transfer
Since the tax impact upon the family business has lessened over the years, small business owners may be inclined to delay the transfer of business interests to the younger generation. We all recognize that a delay strategy is a mistake.

Family businesses can only remain an important part of U.S. business if ways are developed for the gradual transfer of management and assets to younger family members. The current business owners are in a unique situation to influence the future direction and financial viability of the family business and can develop the framework for its continued success and survival.

The younger generation can assume the responsibility of the family business and gain management responsibility and capital in a growing business.

Using positive teaching between the generations occurs, the family business will probably break, possibly forever.

A family business is more than sales, good management techniques, and good products; it involves people who make things happen for the benefit of the family. Therefore, for the business to survive, efforts must be spent developing the people who will own and operate the business in the future.

Capitol Transfer
The most effective estate planning by families is done by the accumulation of business equity by all family members who work for the business. Growth capital sharing by the family members can be accomplished by restructuring the capital in a corporation, partnership, or sole proprietorship so all individuals participate in the ownership of the business.

The sharing of growth capital provides an opportunity over time for the younger generation to become part owners in the family business, while at the same time maintaining the security for the older generation without threatening their income source and security.

This method, however, only works in family businesses undergoing continuing growth and development. A stagnant business requires the use of other tools. It also may indicate that the business lacks earning ability for another family member.

The existing equity in the family business can be transferred from the older to the younger generation. However, founders who are actively involved in the business hesitate to transfer much equity (the estate) unless large amounts of property have been accumulated.

Typical tools of lifetime gifts, leveraged sales or eventual death transfers (through will or trust) can be used for estate transfers. In most cases, the founders in these earlier transition years will not part with their accumulated wealth, nor can they part with all their wealth since it serves as income and security in their older age. The best options for all parties involved is sharing of growth capital.

HOW A DROUGHT SET SEEDS OF EXPANSION FOR THE TRAVIS FAMILY.

“We've just completed the second phase of a dairy expansion that includes a free-stall, center-feed barn and double-8 milking parlor. The expansion began in 1988 after a severe drought forced us to make some serious decisions. As brothers, we knew we wanted to farm together with our folks but a cash-crop business was too risky for all of us to depend on.

"Looking back, 1988 wasn't a pretty year to begin an expansion, but Farm Credit had confidence in us and stood behind our decision. Our loan officer has been a tremendous planning resource and helped us work through countless what if situations on the computer.

"A lot of lenders wouldn't have been able to grasp our vision for this family dairy business but Farm Credit not only grasped it, they helped us figure out a better way to make it happen. If it hadn't been for the facilities expansion loan and other help from Farm Credit, there's no question that several of us couldn't be in operation today.

Neal, Kelly, Pat, Harold and Marty Travis operate North Valley Farms, a 300-cow dairy operation at Shepherd, MI. The four brothers farm with their parents, Pat and Evelyn Travis. The farm has a 20,500-lb. milk RHA and produces 1,000 acres of hay and corn.

PERSONALITIES AND MANAGEMENT SKILL DEVELOPMENT

Management experience and knowledge is not born, it's developed. Not only must the future managers want to learn, the business must be structured to allow training opportunities. Management styles in family business usually can be characterized by three types along a continuum based on authority.

Autocratic
At one extreme is the autocratic leader who maintains complete control through centralization of all authority in the boss role. All decisions are made at the top and carried out in a highly structured chain of command with division heads repeating and implementing the decisions. Very little opportunity exists for development because of the centralized authority. The family business operated with this management structure floats in a vacuum. Very few of the decisions are made. No one is responsible for the overall strategy or the responsibility to make decisions except the boss and he avoids that charge.

Participative
Somewhere in the middle is the participative type of management style where many people are involved in decision making in a cooperative arrangement. The top managers have decision making authority and responsibility individually or collectively. Everyone knows who makes what decision in a departmental structure with the coordinator/boss serving as the orchestrator of the decision process and the chairman of the board. The participative structure allows opportunity for management development of individuals.

Deep roots, good people, and a will to serve.

FARM CREDIT SERVICES
It Pays To Take Charge of Safety!

The work-related hazards of agriculture make it statistically one of the most dangerous occupations in America. But many farmers are finding that they can minimize the risk to themselves and their workers -- and make a valuable investment in the overall well-being of the farming operations -- by taking firm control of safety and health matters.

"Success results from making accident prevention a management goal," says Farm Bureau Insurance ag safety expert Ron Converse. "Unlike most other occupations, farming doesn't always provide for a trained safety director to help you control risk. You have to work at being your own trained safety director."

David Armintrout, owner of Armintrout's Nursery in Allegan County, has made safety a top priority for the workers in his large and complex operation. Frequent -- even daily -- safety meetings, close supervision, regular training, and careful attention to detail are elements of the safety program that has become an important part of his business.

"Number one, you think about people. You don't want anybody to get hurt," he says. "And number two, workers' comp problems can be terribly expensive. Any savings you can make there will transfer right to the bottom line."

Here are ways you can take charge of safety on your farm:

- Make it part of your routine to inspect all equipment and facilities for hazards -- and correct hazards without delay.
- Follow the safety and health recommendations in operator's manuals and on product labels.
- Consult with safety experts who can help you identify hazards and find ways to minimize them.
- We have a staff of trained personnel who will be glad to spend the time it takes to help farmers focus on safety and what it can mean to their operations," says Leo Dahring, manager of Field Services for Farm Bureau Insurance.

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The Manteys contend more feasible options exist for a proposed road project and question the MDOT's judgement and procedures.

The Thumb's M-24 Corridor Project - These Farmers Ask "Have all the Alternatives Been Considered?"

A March 24 Department of Natural Resources (DNR) hearing in Caro, Michigan, could mean a lot of different things to a number of people, depending on the outcome.

"For the Michigan Department of Transportation (MDOT), it could mean the completion of a 28-year project to extend M-24 from Caro to Unionville. For seedcorn farmers Don and Bob Mantey, it could mean a new road that splits a section of farmland, wetlands, woodlands and windbreaks.

The DNR hearing is possibly the last step in a road project that was originally conceived in 1965, but never became reality because of funding shortages, although a preferred route was chosen in 1977. Despite environmental regulatory changes, MDOT believes their chosen route should be "grandfathered" to allow the road project to be completed. The Mantey's, however, hope that common sense and an analysis based on all the facts will prevail.

At the center of the controversy is a 4.5 mile east/west stretch of proposed road that cuts across farmland lined with windbreaks, woodlands, wetlands and a subsurface irrigation project the Mantey's utilize in seedcorn production.

Brothers Don, 41, and Bob, 35, operate 1,400 acres raising primarily seedcorn, soybeans and wheat. They contend that the 10 acres that they stand to lose is secondary to environmental factors that could have a much bigger impact on the adjoining farm acreage. The Mantey's say they would be willing to sacrifice the farm acreage required by the other options as opposed to losing the environmental benefits of the proposed route.

The windbreaks, established by their father, Edgar, and uncle, Carl Mantey, in the 1950's, have allowed them to grow seedcorn on lighter soils. Bob explained that differing maturities require different planting dates to allow simultaneous pollination by both the male and female plant. If either the male or female plant is delayed by a windstorm and a consequent sandblasting, then pollination times can be disrupted, causing blank cobs with no kernels.

"If anyone from SCS wants to show anybody what windbreaks look like most of the time, they come to our property," said Don. "The people involved in the Saginaw Bay Water Quality Project have visited quite a few times just to show people what can be done with established windbreaks."

In addition, the Mantey's have serious concerns regarding the proposed route's impact to the wetlands and disruption to adjacent farmland subsurface irrigation. "When you cut through the middle of a tilting system, there's a lot of intricacies involved that you have to be concerned with," Bob said. "If you were to cut along an existing roadway, the only thing that would be involved would be your outlets or mains which usually can be moved or new outlets put in."

Subsurface irrigation had figured to be a larger part of the Mantey operation. The idea of cutting excess drainage water and recirculating through field drainage tiles during dry periods had appeared to the Mantey's from an economic and environmental standpoint.

Bob, who holds an agricultural engineering degree, and Don, who holds a mechanical engineering degree, conducted flow measurements from a number of their field tiles, and adjoining wetlands, recording flow rates as high as 400 gallons per minute.

Another sticking point for the Mantey's is the MDOT's right of way purchase. Currently nearly 60 percent of the new right of way has been purchased, prior to DNR permit application and approval for the MDOT wetlands mitigation plan.

"Although it may be standard procedure for a highway project, it doesn't make sense to us," said Don. "I feel it kind of clouds the issue when the environmental questions come up because you've got all of this money that's already been spent hanging over everybody's head. We asked MDOT, "Why proceed with right-of-way acquisition when the permit needs to be applied for?" Their response was "This is our procedure and how we do it."

Bob also expressed frustration at the apparent double standards of wetland regulations and enforcement. "It's frustrating that the Soil Conservation Service and other agricultural agencies don't have more jurisdiction in this whole process," he said. "If a farmer wanted to clear wetlands and plant corn, they jeopardize farm program benefits."

The Mantey's calls for a thorough review of alternatives included trying to bring the MDOT and the DNR together earlier in the process. To their knowledge, that didn't occur until November, 1992, when state Rep. Dick Allen, the Mantey's and representatives from MDOT and DNR met.

"We've tried to follow the right process - it's very frustrating," said Bob. "All we've ever asked right from the beginning was that this project be handled in the way we thought was the right manner. I guess maybe what we thought was right isn't necessarily the way our government works."

In addition to time and bureaucracy, the Mantey's are also working against the mentality that if the money isn't spent now, it will be lost for good. Bob and Don say that line of thought could be more costly in the long run.

There are a number of people who just want to see this project go to get it done because the money is there. If it's decided that the project be delayed because of detrimental environmental effects, to find a route that's more feasible, I think it's well worth the wait," Don concluded.

For a MDOT Perspective see page 12

WORRIED FACES OUR INSURERS.

Worry? Not them.

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Regrettably, two in five older adults will require nursing home care.1 With costs averaging about $30,000 per year2 it's easy to see just how devastating this can be.

But it doesn't have to be this way.

With AMEX Life you can plan on peace of mind. AMEX Life, an American Express company, has over 16 years experience in long-term care insurance and is rated A+ (Superior) by A.M. Best.3 Don't be worried by the costs of long-term care. Call or write today for more information from your local Farm Bureau Insurance Agent on the options available to you.

Representing:

AMEX Life Assurance Company

a subsidiary of TRAVEL INSURANCE SERVICES

3. Independent analysis of the insurance industry who base their analysis on financial strength and operating performance.
Reducing the Risk of Groundwater Contamination by Improving Water Well Condition

Well Location
Well water taps water just below the ground or hundreds of feet deep, its location is a critical safety factor. Whether for a well depends on factors such as surface drainage, groundwater flow, and location of sources of potential contamination. From a livestock yard, a leaking tank, or a septic system run a great risk of contamination than the wells on the uphill side of these pollution sources.

Surface slope does not always indicate the direction a contaminant might flow once it gets into the ground. However, in shallow aquifers, groundwater flow is often in the same direction as surface water flow. If the aquifer supplying water to your farmstead well is not sloped toward ground level, finding out about groundwater movement on your farm may require special monitoring equipment.

Well Construction
Poor well design can allow groundwater contamination by allowing rain or snowmelt to reach the water table without filtering through soil. Wells located in pits, or without grout or a cap, can allow surface water to carry bacteria, pesticides, fertilizer, or oil products into your drinking water supply.

Well construction information may be available from the well driller, the previous owner, the local Health Department or the well record. Your local Health Department or the Michigan Construction Unit of the Michigan Department of Public Health (MDPH) can also interpret construction requirements of the state well code.

Casing and Well Cap
During construction, the well driller installs a steel or plastic pipe called a casing to prevent collapse of the hole. The space (called the annulus) between the casing and the sides of the hole provides a direct channel for surface water and (contaminants) reach the water supply. To seal off that channel, the driller fills the annulus with a sealing material called grout (cement, concrete, or clay bentonite, depending on the geologic materials encountered). Both grout and casing prevent surface water from seeping into the well.

Well construction and inspection can help you control your drinking water contamination risk. Contact a registered well driller or pump installer for more information. A representative from your local Health Department or the Well Construction Unit of the Michigan Department of Public Health (MDPH) can also interpret construction requirements of the state well code.

Contacts and References

Who to call about...

Certified well water testing laboratories:
- A listing is available from the Water Supply Division, Michigan Department of Public Health, P.O. Box 30195, Lansing, Michigan 48906. Telephone: (517) 335-9216.

Interpreting well water test results:
- Local Health Department or the Water Supply Division, Michigan Department of Public Health. Telephone: (517) 335-9216.

Drinking water quality standards:
- U.S. Environmental Protection Agency’s Safe Drinking Water Hotline. Call toll free 1-800-426-4791 from 8:30 a.m. to 5 p.m. Eastern time.

Well construction or inspection:
- Your local Health Department or the Water Supply Division, Michigan Department of Public Health at (517) 335-9126.

Approved water treatment devices:
- Use only those devices certified by the National Sanitation Foundation (NSF), and independent testing laboratory.

Requirements for installation of treatment devices:
- Before installing treatment devices on water supplies contaminated with nitrates, heavy metals, VOC’s, pesticides, microorganisms, and other health-related contaminants in quantities harmful to humans, contact your local Health Department or the Water Supply Division, Michigan Department of Public Health at (517) 335-9126.

Locating possible sources of contamination:
- Well drilling contractors, pump installers, Department of Natural Resources district office water supply specialists, or local Health Department sanitarians.

Well construction or inspection:
- Your local Health Department or the Water Supply Division, Michigan Department of Public Health at (517) 335-9126.

A copy of your water well record (construction report):
- Contact the well drilling contractor who drilled the well, your local Health Department office or the Geological Survey Division, Michigan Department of Natural Resources, 735 East Milwaukee Street, Lansing, Michigan 48909. Telephone: (517) 334-6921. Be prepared to provide the legal description of the well’s location.

What to read about...

Groundwater, groundwater flow:
- Introduction to Natural Resources. MSU Institute of Water Research. What is Groundwater. MSU - CES. WQ35.
- Groundwater Contaminants. MSU - CES. WQ34.
- Understanding Groundwater: Michigan’s Hidden Resource. MSU - CES. WQ33.

Wells, private water systems:
- Home Water Treatment Using Activated Carbon. MSU - CES. WQ23.
- Distillation for Home Water Treatment. MSU - CES. WQ24.
- Rainwater Collection. MSU - CES. WQ23.

Publications available from:
1. The Michigan State University Institute of Water Research. 334 Natural Resources Building, Michigan State University, East Lansing, MI 48824, (517) 335-3742.
2. Your county Extension office or directly from the Bulletin Office, 10th Agriculture Hall, Michigan State University, East Lansing, MI 48824-1039, (517) 335-0240.
4. Topsoil, depending on the geologic materials encountered. Both grout and casing prevent...
Aboveground Storage Tank Rules For Flammable & Combustible Liquids

Recently new rules were passed to regulate aboveground storage of flammable and combustible liquids. These rules are administered and enforced by the Michigan State Police Fire Marshal Division Hazardous Materials Section.

If your farm has an aboveground tank that you use to store flammable and combustible liquids that’s 1,100 gallons or less, you would be covered by Code NFPA 30. If your aboveground storage tank is 1,100 gallons or more, you are required to abide by code NFPA 30 or NFPA 31.

If you wish to verify the legality of an existing tank, you must have the tank evaluated by a professional engineer or registered professional plumber. The engineer or plumber must be licensed by the State of Michigan. The engineer or plumber must also have a license in the state where the tank is located.

Distance Required Between Buildings and Aboveground Tanks

Up to 60 Gallon Tanks – At least 10 feet from a building or flammable and combustible storage tanks, combustible or flammable storage tanks, or any other building. This type of a building must itself be located at least 10 feet from any other building. It’s also required that this building have cross ventilation with at least two vents of 64 sq. in. of area, placed at floor level.

61 Gallon Up to 1,100 Gallon Tanks – must be at least 40 feet from a building. Vehicles or equipment being filled should be at least 40 feet from any buildings.

Definition of a Building - Any structure that will burn, or be a source of ignition. That would include a structure made up of a roof over a tank with or without walls on the side.

Even though shading a tank would help diminish evaporative fuel loss, if a fire were to occur, roofs and walls around a tank would make it extremely difficult to fight the fire, creating a very dangerous situation.

Gravity discharge (elevated) tanks require both a valve located adjacent to the tank shell which will close automatically in the event of a fire and a self-closing valve at the discharge end.

Berm Requirements to Protect Against Spillage

1,100 Gallon Tanks or Less – None is required by law. However, Michigan groundwater protection laws prohibit anyone from contaminating groundwater. It would be a good idea to do anything necessary to protect against a possible spill.

1,101 Gallon Tanks or More - A dike constructed of either concrete or masonry must be placed around the tank to be able to hold 100 percent of the capacity of the tank if it were to release its load for any reason.

Labelling Requirements For Aboveground Tanks

All tanks are required to have the following: "FLAMMABLE - KEEP FIRE & FLAME AWAY.

61 Gallon To 1,100 Gallon Tanks: "KEEP 40 FEET (12.24M) FROM BUILDING"

Other Information You May Need to Know

☐ Underground tanks are not to be utilized as aboveground storage tanks for flammable and combustible liquids.

Underground tanks are manufactured to require the support of the ground to help hold it together and are not vented to properly release vapors during an emergency.

☐ Locks are required at both the fill opening and on the dispensing device to prevent tampering.

☐ Aboveground tanks are not required to be elevated off the ground. They can be placed on ground level or on skids; the only requirement is that they should be well supported.

☐ If your aboveground tank is 1,101 gallons or more, you need to submit a tank site plan to the Michigan State Police Fire Marshal Division, prior to installation.
The Michigan Department of Transportation (MDOT) has been working on completing its $62.4 million M-24 Corridor Project for over a decade. The preferred route was selected in 1977, but funding problems put the project on again off again a number of times. In 1993, the area was allocated over $11 million in Economic Development Funds, marking the first time ever that the project had been fully funded.

According to MDOT Project Engineer Joel Ingle, the proposed route located a half mile south of Fairgrove Road and a half mile south of Fairgrove Road was selected after public hearings and engineering reports were completed in 1977.

"At that time, it took the least profitable farmland, displaced the fewest number of homes and it required fewer relocations of crops," Ingle said. "At that time, wetlands weren't an issue and this project had seemed finalized. We (MDOT) felt that the project would be grandfathered. In fact, we didn't even know there were any wetlands until we had talked to Don and Bob Mantey."

According to Ingle, MDOT has purchased a 40-acre site next to the proposed route to build or "mitigate" wetlands displaced by the road. Approximately 6.6 acres of wetlands will be replaced by 8.6 acres of new wetlands.

In terms of other alternatives, Ingle claims the MDOT staff has shown that the proposed route, at $104.4 million, would be nearly $2 million cheaper than the other two alternatives considered. The proposed route would displace three homes and approximately 1,000 feet of drain.

"We had two other alternatives that we looked at in 1978 - one was down Fairgrove Road and another was down Dutcher Road - both of which were existing right of ways," explained Ingle. "To go down the Dutcher Road alignment would cost $12.3 million, and require relocation of seven homes and 3.12 miles of county drain. To go down the Fairgrove Road alignment would cost $12.4 million and require the relocation of 15 homes and take part of a DNR pleasant reserve."

According to Ingle, using existing road alignments would provide only 66 feet of right of way when MDOT actually needs 130 feet. Rather than purchase the additional needed 64 feet of right of way along the existing alignment, Ingle claims the outright purchase of all new road right of way will be cheaper in the long run.

Despite the fact that new ditches will be built along the new road regardless of where it's ultimately built, Ingle also claimed it would be cheaper to construct new ditches as opposed to relocating existing drains and ditches.

"What about the procedure of right of way purchase prior to permit approval? Ingle says that typically the MDOT attempts to gather input from all interested parties prior to route selection and right of way purchase.

"Most of the time, we've already got these permit approvals or the agencies have given their blessing on a particular route. There's a slight pecking order of priorities and if you try to select the route that's going to have the least impact. In 1990, for example, "Wetlands were kind of low on that pecking order in 1977. We were out there buying right of way and didn't even know we had wetlands to contend with until 1990."

Ingle says that selection of an alternative route would require additional engineering studies and delay construction. A decision from DNR is expected within a month after the hearing.

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**USDA Announces Milk Order Plan**

The Department of Agriculture has released its final decision on changes to federal milk marketing orders, opting for a uniform three-class pricing system that classifies milk by its uses and a mechanism that prices reconstituted milk similar to fresh, whole milk.

The decision was based on information received during hearings held in late 1993.

The proposals, if approved by producers, will mean that milk prices will continue to vary from region to region, based on production costs. They also mean farmers could receive fresh-milk prices for reconstituted milk shipped outside their region and sold as drinking milk.

Referendums will be conducted in eight markets, and dairy cooperatives will be polled in the remaining 32 markets to determine whether dairy producers approve the revised orders.

If the amended order is not approved, the milk order ceases to exist for that market.

Referendums will be held in New York-New Jersey; Eastern Ohio-Western Pennsylvania; Louisville-Lexington-Evansville; Alabama-West Florida; Greater Louisiana; Memphis; Nashville; and Paducah, Kentucky.

The USDA decision is scheduled to be published in the March 5 Federal Register. The referendums and polling will take place by April 5.

The recommended decision deals with only two areas, classified pricing and the pricing of reconstituted milk.

The order, if adopted, will provide a uniform three-class system of pricing in all orders, resulting in a more consistent pricing system. In the past, some orders had only two classes of milk and those with three did not always use the same definition of products for each class, according to American Farm Bureau Federation dairy specialist Ken Olson.

The final decision is unlikely to end discussions over milk orders among producers, Olson said. "The need to have a new base-pricing mechanism for all orders, and some producers' desire for more significant changes, would have to ensure continued activity on milk orders."
1993 Dodge Truck Discount Available to Farm Bureau Members

Effective immediately, Michigan Farm Bureau members can now save an additional $500 on the purchase of several Dodge truck models, including the popular Ram pickup with the Cummins diesel and the mid-size Dodge Dakota Longbox pickup, according to MFB Member Services Manager Doug Fleming.

"This program is available to all MFB members who have paid their memberships for 1993, including new and renewed members," said Fleming. "Members need to pick up an incentive certificate from their county Farm Bureau office to take advantage of the program.

According to Fleming, the county Farm Bureau will verify the individual's membership, and then call for a certificate validation number that will be placed on the incentive certificate. Members can then visit their local Dodge dealer, negotiate their best deal and then present the Farm Bureau certificate for an additional $500 savings. This savings is in addition to any national consumer rebate or factory discount (except certain employee purchase, physically handicapped, or college graduate programs).

The Dodge trucks available through the program include the following:

- Dakota - Regular Cab (4x2 and 4x4)
- Dakota Chassis Cab - Longbox (4x2)
- Ram Pickup - Regular Cab (gas or diesel)
- Ram Chassis Cab - (gas or diesel)
- Ramcharger - Sport Utility (4x2 or 4x4)
- Ram Vans - All models (cargo or conversion vans)

Dakota Chassis Cab -
- Regular Cab (4x2 and 4x4)
- Ram Chassis Cab (gas or diesel)

Roughlock, 15-inch wheels and tires, cargo box with stake pickets, lighter, dome light, full gauges and dual outside mirrors.

Options include air conditioning, power remote outside mirrors, power door locks and windows, power steering, sound systems, two-tone paints and several equipment packages.
**Michigan Farm News Classifieds**

**FARM MACHINERY**

- GLENNER F Diesel 13' grain head, 4 row, narrow conditioner, very good condition. Bids of $400 each. Call 517-395-9661.

**LIVESTOCK**

- TAIL GATE hydraulic lift pickup, full size, high type, 30 gallon saddle barns. Farm equipment parts available. Glass parts in stock. Call 517-224-6300.

**Vehicles**

- HINKE RIDGING Cultivator 12' x 3' with beam and weight bar, $800.00. 1-810-467-6109.

**PUMP, Don't Burn me! use with the DODC naure pipe. Plummer Supply, Inc. 1-800-632-7713.

**Classified Ad Codes**

1. Farm Machinery
2. Livestock Equipment
3. Bulding Materials
4. Farm Commodities
5. Help/Position Wanted
6. Agricultural Services

**Classified Rates**

$8.00 for up to 40 words
30 cents each additional word

Write your ad here, including phone number and area code

**NOTICE OF PUBLIC AUCTION**

FARMERS PETROLEUM COOPERATIVE, INC.
MARCH 27, 1993 10:00 a.m. - 4:00 p.m.

Having sold or closed several retail locations throughout the state, FPC will be auctioning assets used in the business of petroleum, TBA, and farm supply distribution. These include: shop equipment, safe, shelving, fuel handling equipment, floor jacks and stands, selected tools, and many other farm supply merchandise.

A complete sale bill will be provided by contacting Farmers Petroleum Cooperative, Inc., between the hours of 8:00 a.m. and 4:30 p.m. Mon. through Fri. prior to the auction, March 24, 1993. Phone: 1-517-461-0873 or FAX: 1-517-313-7267. Sale will be held 313-7267.

- Pat Lausz, Auctioneer

**GOLF-FARMING...** Your own personal golf course. Complete your own profitable business at a fraction of course fees in your own backyard. Contact for details. 517-726-652.

**FARM AGENCY**

Interested in other locations, we will dissatisfaction farm and sell the properties. Please contact us. "Property north of Owosso, MI via M-52 to Johnstone Road, east 1 mile to Seymour Road, then south to 8400 Seymour Road. Contact Johnstone W.D., Mar. 31, 1993, 10:30 a.m.

**PARTIAL LISTING**

1977 Ford 7000 tractor, no cab, 18.4-34 clamp on duals; 1976 Case 2670 4x4 tractor, 5 pt., quick hitch, 4 hyd. outlets, 23.1-30 g.ire, 18.4-34 clamp on duals; 1978 JD 6600 combine with rear resist CrossRef link as well.

**B1:00 YES-CORN**

**30' WHEEL DISK, HYD FOLD, ROCK FLEX, ANHYDROUS APP; BRIE30 TOOTH M&W DRILL WITH MARK WOODS WOMEN'S FARMSTEER, 517-665-3075.

**LIVESTOCK**

10 ACRE PARCELS west of Adrian. Mostly storable, some woods, soil type, soils test. 14,000 each parcel. Farm Real Estate. 517-353-2835.

**Real Estate**

12 ACRES on paved road. Mostly storable, OK for mobile or build. Snowbird Hills Road, Adrian, MI 49221. F 714, FAUPE REAL ESTATE. 516-390-2865.


**QUALITY 140 ACRE FARM**


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 Privately owned forests are one of Michigan’s magnificient and renewable natural resources. In essence, these landowners, forest land can provide beautiful recreational and hunting opportunities. And when properly managed, timber, forest products from these forest lands can be a significant source of income.

But widespread publicity about the mismanagement of state and federal forests has led some people to jump to the erroneous conclusion that all timber resource management, public or private, is negligent and wasteful. Some environmental groups promote the image of timber harvesting as simple destruction. In fact, private woodlands owners have substantial financial incentives to be good stewards of the natural resource that is under their care. After all, a poorly maintained and harvested forest provides less return on the original investment made by the landowner. Proper multi-use management of forests, on the other hand, contributes to the value of land and indirectly fosters wildlife preservation, clean air and water and other "green" goals.

Society recognizes the important role of private, non-industrial timber owners by supporting federal government efforts to assist landowners in their stewardship practices. The U.S. Forest Service of the USDA has harnessed tremendous economic energy for over 60 years to help accomplish this objective. The State and Private Forestry Division of the Forest Service is designed to help steward private and state lands to help make them as productive as possible, according to Michael Rains, associate deputy chief, State and Private Forestry. Seven program directions are maintained consisting of forest stewardship, planning, forest health management, rural fire defense, urban forestry, economic action programs and conservation education.

Technical and financial assistance is provided to states like Michigan through the state forester. "That assistance gets to the landowners through one or more of the seven program areas and 43 specific program components," said Rains. "For example, we assist with suppression and prevention of gypsy moth by providing leading-edge technical assistance and 50-50 cost sharing with the state. In stewardship, there are forest incentive programs. If the landowner provides a stewardship plan, we provide a cost share incentive as high as 80-20 to do certain prescribed things in a management plan, he said.

$1.7 million was provided to Michigan in cooperative programs this year, according to Rains.

Michigan’s Cooperative Extension Service will be able to see what will be required of landowners through one or more of the cooperative programs this year, according to Kirk. Michigan Farm Bureau. "That assistance gets to the landowners through one or more of the seven program areas and 43 specific program components," said Rains. "For example, we assist with suppression and prevention of gypsy moth by providing leading-edge technical assistance and 50-50 cost sharing with the state. In stewardship, there are forest incentive programs. If the landowner provides a stewardship plan, we provide a cost share incentive as high as 80-20 to do certain prescribed things in a management plan, he said.

Michigan’s history includes the rich heritage of lumberjacks and timber barons who harvested the wood that built the great cities of the Midwest. Today, private landowners manage their timber with a sophisticated attitude of resource development. They see the forests, not just the trees, and recognize that multi-use management can provide a financial return and investment in the future.

Discussion Questions:
1) In what manner should clear-cutting continue to be a part of forest management?
2) How far should an animal species dictate the future of the timber industry?
3) Should timber harvesters/operators be licensed by the DNR?
4) What should be the proper role of the DNR in helping to manage our private, non-industrial forest lands?

**Understand Michigan’s Pesticide Use Regulations?**

The Michigan Department of Agriculture has drafted new regulations for pesticide use as required by the Michigan Pesticide Control Act as amended in 1988. These regulations have recently been approved and, therefore, are in affect. Some of the new regulations that affect your farm operation are as follows:

**All Pesticide Applicators**

- Must prevent off target drift.
- Must maintain pesticide equipment in sound mechanical condition including properly functioning shut-off valves. Pesticide application or loading equipment that is designed to draw water must have a properly functioning antispersion device.
- Must contain all spills promptly.
- Must have a "spill kit" available at all times. (This would contain material that would absorb or contain a spill.)
- Must identify sensitive areas such as schools, parks, bees, organic farms, etc. and prevent pesticides from drifting into these areas.
- Must wear protective equipment as described on the label.
- If applicators use drift minimization practices and have a Drift Management Plan in writing, they will be given special consideration if any regulatory enforcement action were to be considered by the Michigan Department of Agriculture.

**All Commercial Applicators**

- Must install mixing and loading pads per specified procedures.
- Must meet posting and notification requirements and notify all personnel registered as "sensitive persons" at least 24 hours in advance of applying pesticides.
- Large, massivelogs accurately pre-cut many years of experience and hundreds of homes as a test-minded to this fact.
- In House Finishing at low, competitive rates.
- Construction service to make it easy for you and assure you the highest quality job.
- Large, negative log accurately pre-cut and numbered at our plant to provide the highest quality materials.

For more information on these regulations, contact MFB Legislative Counsel Vicki Ponta at 1-800-292-2680, ext. 2846.

**Commercial Pesticide Bulk Storage Rules**

- Must install mixing and loading pads per specified procedures.
- Must meet posting and notification requirements and notify all personnel registered as "sensitive persons" at least 24 hours in advance of applying pesticides.
- Large, massivelogs accurately pre-cut many years of experience and hundreds of homes as a test-minded to this fact.
- In House Finishing at low, competitive rates.
- Construction service to make it easy for you and assure you the highest quality job.
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July 9-23, 1993
One-day does not need the "Luck of the Irish" to enjoy the many attractions included in this deluxe package. This 16-day tour is full of many great attractions including such things as Killarney, the Ring of Kerry, the Blarney Castle, Waterford Crystal factory, Dublin, Edinburgh Castle, an overnight stay in Bathlin Castle in Wales, theatre tickets to a Royal Shakespeare Theatre production, a Medieval Banquet, a visit to Stonehenge, Buckingham Palace, and a tour of London, as well as London Theatre tickets. Our package includes roundtrip airfare, deluxe hotel accommodations, 24 meals a week and more for $2,799 per person.

**European Adventure Tour visiting Austria, Switzerland & Italy**

August 14-25, 1993
Our 12 -day central European tour takes in the beautiful countryside of Austria, the mountains of Italy and the lakes of northern Italy as we visit Fairytale Bavaria, the Passion play village of Oberammergau, the Italian resort of Stresa andinderhof Castle.

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

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Dodge just came up with 500 more reasons for belonging to your Farm Bureau.

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