

# MICHIGAN FARM NEWS



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## Multiple Component Pricing Re-Opened for Michigan

A change of view on the value and pricing of milk volume versus protein means that all Michigan dairy farmers selling milk in Federal Order 40 won't see the impact of Multiple Component Pricing (MCP) until this fall, according to Walt Wosje, Michigan Milk Producers Association's general manager.

USDA has announced that it will re-open the hearing on MCP around March 1 or 2 for Federal Order 40, originally scheduled to go into effect this spring. The hearing will be held in Grand Rapids at the Radisson Hotel. Federal Order 40 includes all of the territory of the Lower Peninsula and some milk from the Upper Peninsula. At issue is the perceived value of the components, namely protein, volume and butterfat.

"The original proposal called for the price to be predominantly allocated between butterfat and protein," explained Wosje. "The volume of milk was given little consideration, when, in fact, it has an impact on the value of milk and cheese in the store."

Wosje went on to explain that under the proposed changes to MCP, the butterfat value will be the same as originally

This Combifoss machine, a tester for somatic cell count, butterfat and protein percentages will likely begin to impact producer pay prices this fall.



Photo: Michigan Milk Producers Association

proposed, based on the value of butter on the Chicago Mercantile; protein will be based on the value of cheese. Another

Continued on page 8, see **Multiple Component Pricing**

## Proposal "A" vs. Statutory Back-up – Vote March 15

On March 15, voters in the state of Michigan will have an opportunity to decide on a major shift in funding of K-12 education. Of significant importance is the shift from property tax to a choice of either sales tax or income tax as major sources of revenue.

**Proposal "A"**  
Proposal A would raise the sales tax from 4 cents to 6 cents and lower the income tax from 4.6 percent to 4.4 percent. In addition, the single business tax would stay at 2.35 percent. Last minute negotiations are resolving the "homestead definition" issue, which, under original language, would have created two different classifications of farmland. Under proposed changes for classifying agricultural property, farmland which would otherwise qualify for entrance into the Farmland and Open Space Preservation Act, P.A. 116,

would be at the rate of six mills. (Enrollment in P.A. 116 is not necessary for the land to qualify for the six mills for school operating.)

"I believe that this agreement encompasses all of the concerns that farmers across the state have had as to where their land falls in regard to the question of the homestead definition," MFB President Jack Laurie said. "With the conclusion of this agreement, we will enthusiastically and aggressively support Proposal A on March 15 and urge MFB members to vote yes."

(MFB members can expect to receive their March 15 issue of *Michigan Farm News* prior to the vote, with updated information regarding the status of the agreement that has yet to be acted on by legislators as of press time.)

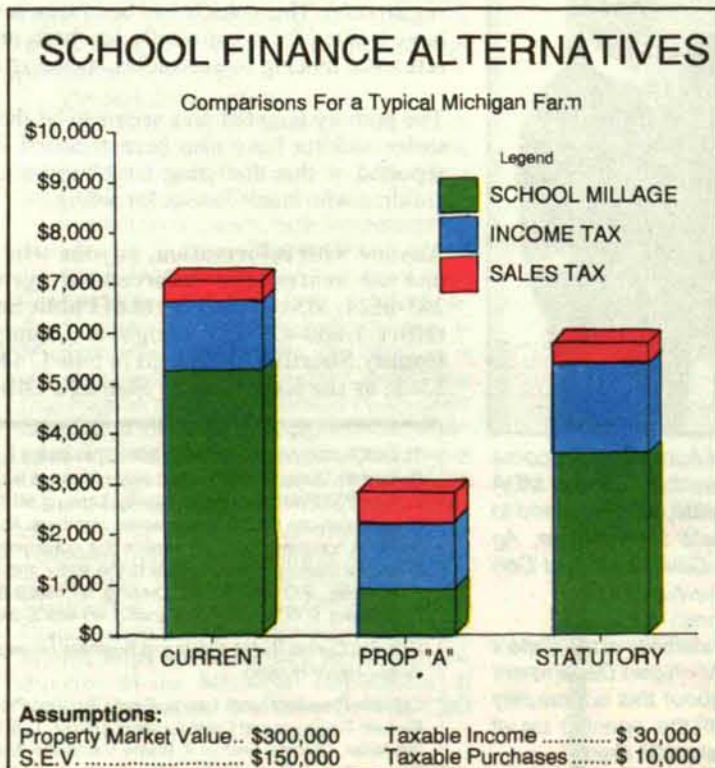
operates, and allows only adjacent and contiguous parcels farmed, to qualify for the 12 mill rate.

Any land that is rented or leased will be at the 24 mill rate and the farmer must meet an income test to assure the farm income is greater than the off-farm income, which places a farmer with off-farm income at a distinct disadvantage. In addition, there are numerous other situations where a farmer would not qualify for the 12 mill rate. It has been estimated as much as 80 percent of the farmers and farmland would not qualify for the 12 mill rate under the Statutory Back-up plan.

A brief comparison of Proposal A and the Statutory Back-up plan are summarized below. The comparison indicates that Proposal A has many advantages including a lower millage rate and is a clear distinction, when the confusion on how farmland will be treated is corrected. The Statutory Back-up plan is confusing, unfair, unequal, and in all probability, unconstitutional. Proposal A's primary test is use, not ownership. Farmland which would otherwise qualify for P.A. 116 would be at six mills. MFB is recommending a yes vote on Proposal A.

### Statutory Back-up

The Statutory Back-up plan has several tests for agriculture to qualify for a millage rate of 12 mills for school operating. One test requires the farmer live on the farm which he owns and



### Summary Comparison - Millage Rate

	* Proposal A	Statutory Back-up
If the farmer does not live on the farm ...	6	24
If the farmland:		
Is not adjacent or contiguous .....	6	24
Is rented or leased.....	6	24
Is in a trust or separate trust.....	6	24 or 12
Is in a life lease.....	6	24 or 12
Is in joint ownership.....	6	24 or 12
Is share cropped.....	6	24 or 12
Is owned by a partnership.....	6	24 or 12
Has a house for employee .....	6	24
or		
House for family involved in the farm ..	6	24 or 12
or		
Seasonal housing.....	6	24
Is owned by the family corporation.....	6	24 or 12

\* Assumes agreement on homestead definition is enacted.

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## Health Care Reform – "Separating Politics from Reality"

President Clinton, in his State of the Union address, tried (and, in my opinion, failed) to make a persuasive case for undertaking a massive reform of our nation's health care system. It remains to be seen whether the president and his advisors are motivated by genuine concern about the availability of health care, or are merely trying to find a great "social crusade" to support the president's re-election.

Agricultural people have a tremendous stake in the health care debate. Many farmers, as independent business people, must purchase health care insurance instead of receiving it as a benefit of employment. So, more than most, they are very aware of the high cost of coverage.

Likewise, farmers and other people who live in rural Michigan know about the problems involved with availability of health care services. Unfortunately, the Clinton proposal, with its emphasis on centralizing health care under government control, does little to address these cost and availability concerns.

Farm Bureau believes there should be improvements in our health care system. But those changes should be made in such a way as to promote the responsibility and control of the individual for his or her health care decisions.

Federal tax policies should be used to encourage individuals to prepare for their own health care needs through programs such as "Medisave" accounts. And there should be a minimum of government interference in decisions between providers and receivers of health care.

Sen. Patrick Moynihan has pointed out that there is no general health care crisis in the U.S. In fact, very, very few people in our country today go completely without health care of any kind. But there are real and urgent problems with the health insurance system.

To address those problems, our Farm Bureau policy favors legislation to permit a 100 percent federal income tax credit or deduction for those who self-finance their health insurance, the reduction of state and federal mandates which require certain provisions to be included in all health insurance policies and the periodic review of unnecessary regulations that force up the cost of health care.

Farm Bureau also calls for greater efforts by medical schools to train additional qualified family physicians who intend to practice medicine in rural areas, and economic incentives at the state and local level to encourage doctors to practice in rural areas.

Fanning hysteria about a "health care crisis" is not going to be a winning political strategy in the long run. That's because most people are beginning to see beyond the rhetoric about so-called greedy insurance companies and doctors. The American public is beginning to realize that true health care reform lies in enhancing the ability of individuals, not government, to make crucial health care decisions.

*Jack Laurie*  
Jack Laurie, President  
Michigan Farm Bureau

## Dr. Guyer Selected MDA Director to Replace Schuette



Dr. Gordon Guyer accepted an offer from the Michigan Commission of Agriculture to "come out of the longest retirement I've ever had – five months," and assume the duties of MDA Director effective Feb. 28. Guyer replaces outgoing Director Bill Schuette, who resigned to practice private law in Midland and to run for an open state Senate seat. Above, Ag Commission Chairman Dave Crumbaugh, Guyer, Schuette, and Ag Commissioners Don Nugent and John Spero welcome Guyer to his new role.

In applying for the position, Guyer expressed interest in increasing the visibility of the state's agricultural industry, and increasing cooperation between MDA, the Michigan Department of Natural Resources, and Michigan State University. "I'm excited about this opportunity since I started out in agriculture 45 years ago," Guyer said. "With the opening up of international trade, I think Michigan agriculture has a tremendous amount at stake."

Guyer holds bachelor's, master's and doctorate degrees in entomology from MSU, where he began his career as an instructor in 1953. He served as the director of MSU Extension, director of the DNR, and MSU's vice president for governmental affairs before accepting the MSU presidency in September 1992. He had just retired from that post last October.

## In Brief...

### Dairy Refund Program Deadline Approaches

Dairy farmers in 1993 who did not exceed their 1992 milk marketing levels may be due a refund of the reduction in their milk sales proceeds for 1993. Requests for refunds must be made in county Agricultural Stabilization and Conservation Service (ASCS) offices across Michigan before March 15, 1994.

The reduced purchase prices for milk were initiated in the 1990 Food Security Act, and were intended to reduce the overall supply of milk in the marketplace. Producers who are working in that direction and, in fact, do reduce their sales of milk in any calendar year, as compared to the previous year, are due a refund of the difference between the lower sales price and what they actually could have received. **For more details, contact your local ASCS county office.**

### Dairy Industry Reaction to FDA Ruling Mixed

Dairy companies in the Midwest are split over the Food and Drug Administration's ruling that it would allow the labeling of dairy products that come from cows not treated with BST, according to *United Press International*.

Officials with two of Minnesota's largest dairies – Kemps and Land 'O Lakes – both say they oppose any labeling. On the other hand, one southern Wisconsin cheese plant, Cedar Grove Cheese, is already labeling its products as "farmer certified BST or BGH free."

Under the FDA ruling, stores and dairies can voluntarily label milk coming from non-treated cows. The labels, however, cannot suggest the product is any safer than that from treated animals. The labels also must say the product comes from non-treated cows rather than saying the product is "BST-free."

### GAO Report Critical of FmHA

Over the past three years, the Farmers Home Administration approved \$205 million in new loans to borrowers who were either in default or had failed to pay on earlier loans, according to a General Accounting Office report.

The GAO report focuses on what some critics consider FmHA's "most objectionable practice" -- ignoring a borrower's record with the agency. The report comes at a time when some members of Congress are re-examining whether FmHA is too lenient with its 20,000 delinquent borrowers.

### House Ag Subcommittee Approves USDA Reforms

The House Agriculture Committee's subcommittee on department operations and nutrition have approved the bill to reorganize the USDA. Before giving its OK to the bill, the panel beat back a controversial attempt to merge the Soil Conservation Service into the proposed Farm Service Agency. Chairman Charles Stenholm (D-Tex.) also dispatched a number of other amendments, many of them not considered germane and others that were withdrawn without action, according to the *Sparks Companies'* daily policy report.

Stenholm said his group's version of the bill enhances the administration's bill introduced by Ag Committee Chairman Kika de la Garza (D-Tex.), while "staying consistent with the general intent to streamline and improve the structural makeup of USDA." The *Sparks* report says it could be more than a month before the full Agriculture Committee takes up the USDA reorganization issue.

### Theft Ring Suspected in Stolen Horses and Equipment

Numerous Michigan counties are experiencing what is believed to be a theft ring primarily targeting barns that contain saddles, according to a Michigan State Police bulletin. It is unknown at this time the total value of the saddles that have been stolen; however, in Ingham County alone, the value could easily exceed \$40,000. Perpetrators are primarily stealing saddles; however, some tack equipment, tools, and horses have been stolen. Thefts generally occur at night. There are reports of subjects using victim's own equipment, i.e., wheelbarrow, to transport stolen property to a vehicle that is parked away from barn.

One county sheriff's office is reporting the vehicle involved may be a dark colored van. It's described as a cargo type van with windows in the rear and swinging doors on the right side; side doors have windows and there is rust on the bottom. It has an unknown Michigan registration. This vehicle had been seen several times prior to a B&E of a barn. Investigators have learned there apparently has been no contact in the state with horse auctions or sales reference fencing these saddles, meaning these saddles may be transported out of state.

The primary targeted area seems to be the southeast area of Michigan; however, reports of stolen saddles have also been reported in Kent County. There have been two incidents reported of this theft ring targeting barns owned by facilities for mentally handicapped children who stable horses for riding.

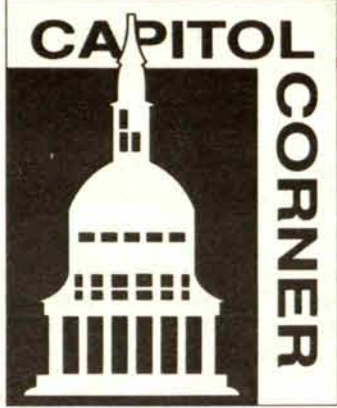
**Anyone with information, anyone who has had equipment stolen is asked to contact one of the nearest law enforcement agencies: Lenawee County Sheriff's Office (517) 263-0524; MSU Department of Public Safety (517) 355-2226; Hillsdale County Sheriff's Office 1-800-437-7317; Ingham County Sheriff's Office (517) 575-2431; Livingston County Sheriff's Office (517) 546-1744; Oakland County Sheriff's Office (810) 858-5368; or the Kent County Sheriff's Office (616) 336-3129.**

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**EPA Cabinet Bill**

**MFB POSITION**  
MFB opposed the rule and urged Michigan congressmen to reject it to allow for consideration of a cost-benefit, risk assessment amendment.

**MFB CONTACT**  
Al Amy, Ext. 2040

The U.S. Senate passed legislation to elevate the Environmental Protection Agency to Cabinet status last year. Before passage, the Senate adopted an amendment requiring EPA to consider the costs and benefits of new proposed environmental regulations.

During consideration of similar legislation by the House, an important rule governing debate was considered. The rule would have prevented amendments to require a cost-benefit and risk assessment evaluation of EPA regulations. The House defeated the rule by a 191-227 vote. The defeat means the EPA Cabinet bill returns to the Rules Committee where members will develop a compromise with proponents of the cost-benefit and risk assessment amendment.

The Michigan congressional delegation voted along party lines on the rule with all Democrats supporting the rule except Congressman Bart Stupak who opposed it. All Republicans opposed the rule.

**Fertilizer Act Amendments**

**MFB POSITION**  
MFB policy recommends regional groundwater stewardship teams be established to address nitrogen contamination in the areas of greatest concern on a local level. We therefore support S.B. 688 (S-1).

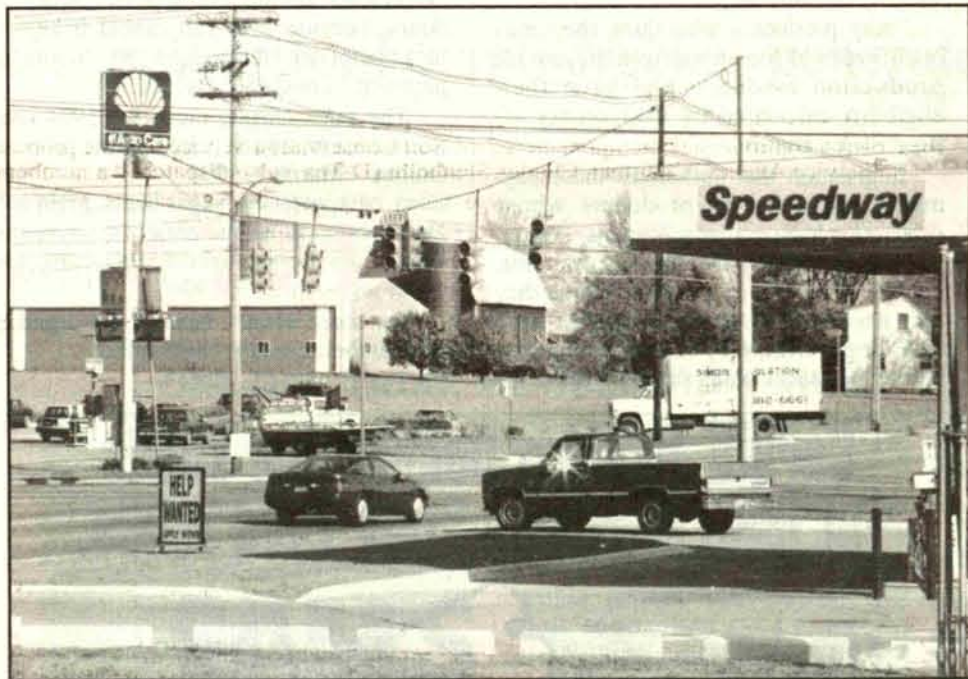
**MFB CONTACT**  
Vicki Pontz, Ext. 2046

Senate Bill 688, sponsored by Sen. George McManus, (R- Traverse City), would amend the Michigan Fertilizer Act to provide for the protection of groundwater in compliance with the Groundwater and Freshwater Protection Act. MFB has offered language to amend S.B. 688 that would require all possible sources of nitrates be included in programs to abate nitrate contamination.

The bill would establish regional stewardship teams to address nitrate contamination in the areas of greatest concern on a local level. The regional teams would be eligible to receive funds from the Groundwater and Freshwater Protection Fund.

MFB policy states that programs to abate nitrate contamination in groundwater should address all possible sources of nitrates including all uses of nitrogen fertilizers, animal manure, septic systems, urban runoff, nitrate occurring naturally, etc., and recommends that public funds be used to correct water quality problems on a "worst-case-first" basis and prioritized to address public safety concerns first.

**Jack Laurie Appointed to Michigan Farmland and Agriculture Development Task Force**



"We can't have a progressive and successful agricultural industry without having a progressive and successful farmland preservation and land development program here in the state," said Laurie at the press conference, in Lansing where the Michigan Farmland and Agriculture Development Task Force was introduced. "This task force is an opportunity to look at how we can combine urban and agricultural Michigan in a successful future."

Gov. Engler created the task force by executive order and has charged it with drafting a report on the nature and extent of loss of agricultural land in the state.

The task force is also being asked to make recommendations for maintaining land in agricultural production. A report is due to the governor by December of this year.

"We have some great opportunities in Michigan agriculture," said Laurie. "Our agriculture is interspersed out among the urban areas of our state so that we have some special market niches available to our growers that they can take advantage of."

"But these opportunities also bring some real challenges. Livestock, aquaculture, the development of our fruit industry...all of these industries draw on the capacity for us to live compatibly with our urban neighbors."

"It's important that we have a plan and that we prepare for the future of farmland. How do we successfully live together and compliment each other with agriculture and

urban Michigan being neighbors all across our state?" Laurie said.

American Farmland Trust, a national farmland conservation group based in Washington, D.C., will provide the staff support for the task force.

The task force is being privately funded by the W.K. Kellogg Foundation, Americana Foundation, Consumers Power Foundation, Rollin M. Gerstacker Foundation, Michigan State University and Dow-Elanco.

In addition to Laurie, task force members include: Dr. Gordon Guyer, director of the Michigan Department of Agriculture; Fred Poston, vice provost, dean, College of Agriculture and Natural Resources at Michigan State University; Bill Rustem, a vice president at Public Sector Consultants; Don Nugent, president, Gateway Foods and a member of the Michigan Agriculture Commission; Jordan Tatter, president, Michigan Cold Storage and a member of the Michigan Natural Resources Commission; Elaine Skarritt, former president of the Michigan Township Association; George Cushingberry, Wayne County commissioner; Tom Washington, director of the Michigan United Conservation Clubs; Martha Seger, president, Martha Seger and Associates; Rollie Harnes, director of the Michigan Department of Natural Resources; and Gary DeWitt, CEO of the Bil Mar Food Company.

**Washington, D.C./Agriculture Face Key Environmental Issues**

Geoffrey Grubbs, director of the EPA assessment and watershed division, said a "green book" detailing the administration's position on the rewrite of the Clean Water Act has been completed by officials of numerous federal agencies and is being reviewed at the White House. He said agricultural groups should be pleased with the administration's position.

"Overall, we are more friends than enemies," he said. Paraphrasing a quote of former President Ronald Reagan, Grubbs said, "An 80 percent friend should not be considered a 20 percent enemy."

He said non-point source pollution is a concern at EPA. However, there is considerable support in the administration for treating non-point source situations on a watershed-wide basis and that the ultimate legislation will have "economic reason and be real." He said state and local leadership will be a key.

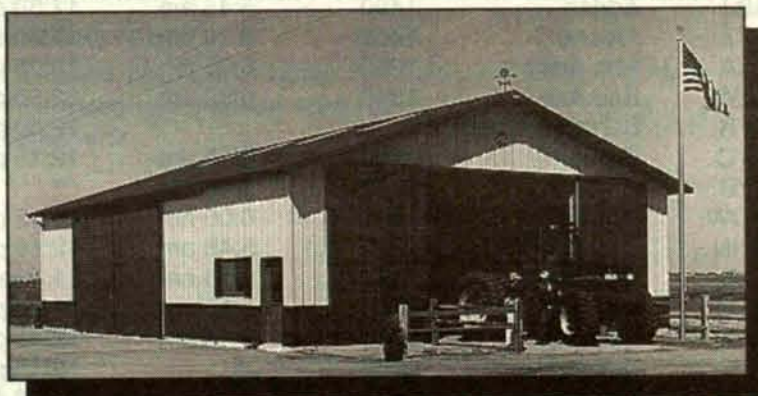
Another speaker, Robert Szabo, general counsel of the National Wetlands Coalition, said he believes the National Biological Survey proposed by U.S. Interior Secretary Bruce Babbitt has a dim future.

Szabo told the audience that farm groups are having some success instilling economic and property rights thinking on environmental issues. "You are making progress in Washington," he said.

John Rademacher, general counsel of the AFBF, described Farm Bureau's successful opposition to the listing of the Bruneau Hotsprings Snail in Idaho as endangered. Rademacher expressed concern about the property rights of landowners under proposals by Babbitt that the Public Trust Doctrine is paramount in environmental issues.

"He basically says your right is tested against the public's greater right," Rademacher said. "There has to be reasonableness."

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# Weather

## 30-Day Forecast - Colder and Wetter Than Normal

A major shift in the jet stream finally brought warmer air into the midwestern and eastern U.S. by mid-February. The change allowed relatively mild air of the Pacific Ocean back into Michigan and kept airmasses of the arctic variety confined to Canada and the extreme northwestern U.S.

Before the change, however, mean temperatures for the past 30 days generally ranged from 7-12 degrees below normal, with more low temperature records at some spots. Precipitation for the month was highly variable, with totals ranging from less than 0.5 inches in the southern Upper Peninsula to almost 2.5 inches in southern Lower Michigan.

Even with the recent warmer weather, mean temperatures for the overall December 1993 through February 1994 "winter" period are likely to remain well below normal, the first such winter since 1985-86. In addition, the extreme cold temperatures caused the most widespread ice cover on the Great Lakes since the late 1970s.

This ice cover will reduce the threat of lake-effect snow and may slightly delay the gradual warm-up normally associated with the late winter/early spring period.

In the upcoming few weeks, it's likely that the current west to east pattern of the jet stream will continue. This means a variety of weather for Michigan, ranging from normal to below normal temperatures in the far northern parts of the state to normal or above normal temperatures in the south.

Precipitation will come from fast-moving frontal systems, possibly even resulting in a few thunderstorms in the south, while precipitation in the north remains generally in the frozen form. The official National Weather Service 30-day outlook for mid-February through mid-March is calling for temperatures across the state to average near to below normal and precipitation to increase to above normal levels.

1/15/94 to 2/15/94	Temperature		Precipitation	
	Observed Mean	Dev. From Normal	Actual (Inch.)	Normal (Inch.)
Alpena	6.8	- 11.0	1.40	1.61
Bad Axe	9.4	- 12.0	1.69	1.44
Detroit	17.0	- 6.0	2.39	1.64
Escanaba	5.8	- 10.0	.25	1.77
Flint	13.2	- 8.1	2.03	1.64
Grand Rapids	13.7	- 8.4	2.43	2.14
Houghton	3.2	- 10.0	2.18	1.85
Houghton Lake	7.9	- 9.9	1.52	1.61
Jackson	15.4	- 7.8	0.78	1.63

Normals are based on district averages.

1/15/94 to 2/15/94	Temperature		Precipitation	
	Observed Mean	Dev. From Normal	Actual (Inch.)	Normal (Inch.)
Lansing	13.6	- 7.8	1.78	1.63
Marquette	2.5	- 9.3	0.68	1.85
Muskegon	15.2	- 7.4	1.91	2.19
Pellston	4.9	- 9.9	2.39	1.77
Saginaw	11.0	- 10.0	1.85	1.44
Sault Ste. Marie	0.9	- 13.0	1.38	1.77
South Bend	16.0	- 7.6	1.85	2.14
Traverse City	10.3	- 9.9	1.90	1.77
Vestaburg	9.5	- 12.0	2.11	1.57

Jeff Andresen, Ag Meteorologist, MSU

T - Temp.	2/28.....	3/15	2/28.....	4/30
P - Precip.	T.....	P	T.....	P
Michigan	B.....	A	A.....	B
W. Corn Belt	N.....	N	N.....	N
E. Corn Belt	N.....	A	N.....	B
Wint. Wheat Belt	A.....	B	N.....	N
Spr. Wheat Belt	B.....	N	N.....	B
Pac. NW Wheat	N.....	N	A.....	N
Delta	A.....	N	B.....	N
Southeast	A.....	B	N.....	A
San Joaquin	N.....	A	A.....	N

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

## Crop Disaster Sign-Up Deadline March 4

Jim Byrum, state executive director of the Agricultural Stabilization and Conservation Service (ASCS), reminds farmers that the final date to apply for a 1993 crop loss disaster payment is March 4, 1994. "Producers must file an application in their ASCS county office by March 4, 1994, to be eligible for a disaster payment or advance deficiency forgiveness," said Byrum.

Disaster payments are available to commercial producers who suffer a loss of production greater than 35 percent on in-

sured crops and 40 percent for uninsured crops. The loss must be due to adverse weather conditions.

"Any producers who think they may qualify should file an application, provide production evidence and have their eligibility calculated by their county office," stated Byrum.

Legislation that authorizes these payments also requires producers whose production loss on a farm is greater than 65 percent to have crop insurance, if available, on their 1994 crop. If producers think they may need crop insurance to qualify for a disaster payment, they should get a policy before the sales closing date.

"This date has passed for some crops and remains open for others," said Byrum. "Producers should get a policy when in doubt, because they can cancel it later if they do not need the policy to be eligible for payment," concluded Byrum.

The sales closing dates for 1994 crop insurance on several crops are as follows: Onions - March 1, 1994

Corn, oats, potatoes, sugar beets, grain sorghum, canning beans, popcorn, soybeans, barley, dry beans, hybrid seed corn, and tomatoes - April 15, 1994

For more details, farmers are urged to contact their county ASCS office.



**Serving Michigan Farm Families is Our Only Business**

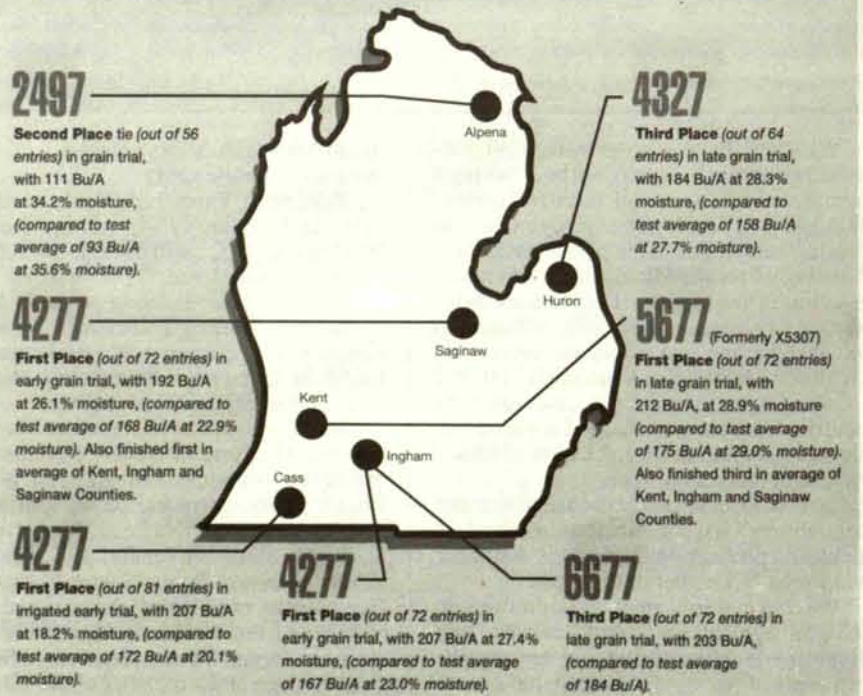
Since its beginning in 1971, Michigan Farm Radio Network's only objective has been to serve Michigan's farm families. This dedication to serve agriculture is shared by 29 local radio stations in Michigan. Through these stations, Michigan Farm Radio Network provides the latest in market analysis, weather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

Station	City	Frequency	Morning Farm	Noon Farm
WABJ	Adrian	1490	5:45 am	11:50 am
WATZ	Alpena	1450	5:30 am	11:30 am
WTKA	Ann Arbor	1050	6:05 am	12:05 pm
WLEW	Bad Axe	1340	6:30 am	12:50 pm
WHFB	Benton Harbor			12:30 pm
WKYO	Caro	1360	6:15 am	12:15 pm
WTVB	Coldwater	1590	5:45 am	***
WDOW	Dowagiac	1440	6:05 am	12:15 pm
WGHN	Grand Haven	1370/92.1	5:45 am	12:15 pm
WPLB	Greenville	1380	6:15 am	11:45 am
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	**	11:30 am
WJIM	Lansing	1240	5:05 am	11:50 am
WWGZ	Lapeer	1530	*	12:15 pm
WOAP	Owosso	1080	6:15 am	12:30 pm
WHAK	Rogers City	960		12:15 pm
WSJ	St. Johns	1580	6:15 am	12:15 pm
WMLM	St. Louis	1540	6:05 am	12:20 pm
WSGW	Saginaw	790	5:55 am	12:20 pm
WMIC	Sandusky	660	6:15 am	12:45 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	11:20 am

\* Station signs on at different times during the year. Morning farm times change with the sign-on times.  
 \*\* Station airs various farm reports between 5:30 and 6:00 a.m.  
 \*\*\* Station airs various farm reports between 12:00 and 1:00 p.m.

Some stations carry additional market reports throughout the market day.

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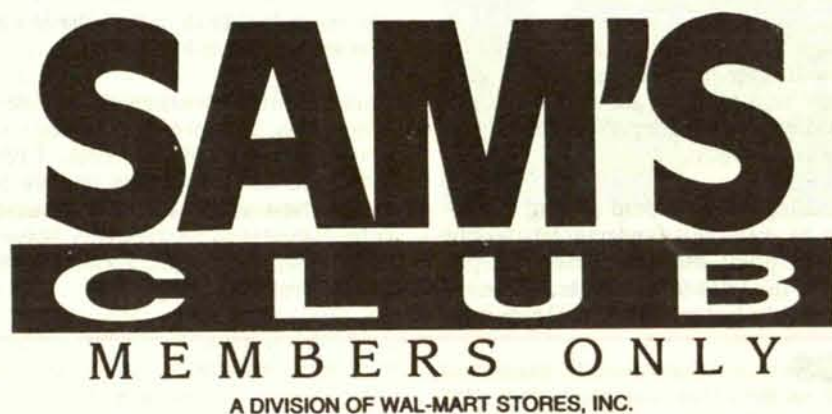
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Monday - Friday 10:00 a.m. - 8:30 p.m.		Saturday 9:30 a.m. - 7:00 p.m.		Sunday 12:00 p.m. - 6:00 p.m.	
<b>BATTLE CREEK</b>	<b>FLINT</b>	<b>KENTWOOD</b>	<b>PORTAGE (2 Locations)</b>	<b>SAGINAW</b>	<b>TRAVERSE CITY UTICA</b>
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<b>COMSTOCK PARK</b>	<b>HOLLAND</b>	<b>LANSING</b>	<b>PORT HURON</b>	<b>SOUTHFIELD</b>	<b>WATERFORD YPSILANTI</b>
3901 Alpine Ave.	2190 N. Park Dr.	340 E. Edgewood Blvd.	2540 W. Lapeer Rd.	22500 Eight Mile Rd.	495 Summit Rd. 5450 Carpenter Rd.
<b>FARMINGTON HILLS</b>	<b>JACKSON</b>	<b>MADISON HEIGHTS</b>	<b>ROSEVILLE</b>	<b>SOUTHGATE</b>	<b>WESTLAND</b>
24800 Haggerty Rd.	3600 O'Neill Dr.	800 E. 14 Mile Rd.	31940 Gratiot Ave.	15700 Northline Rd.	35400 Central City Pky.



6

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

## Market Outlook...

### CORN

Fundamentally, conditions haven't changed much over the past several weeks, but prices keep jumping around. At first that may seem like a contradiction, but remember what the conditions are - they point to an abnormally wide range of price possibilities. You need to decide on some reasonable pricing goals and take action when the market hits them.

The USDA made only marginal changes in their latest Supply/Demand Report released Feb. 10 (Table 1), by an increase of 25 million bushels in industrial use. This lowered an already tight ending stocks figure. It would not take much of a demand increase or a projected supply decrease for next year to send prices back up. On the other hand, a demand increase or good weather this spring could send prices the other direction.

The projected feed use number of 4,800 million bushels is way below last year, but we will have just as many or more livestock units this year.

Usually producers cut back on feed with higher prices, but at this point, cattle slaughter weights have not fallen. If the March Stocks Report, released March 31, shows we are feeding more than expected, we may see a good pricing opportunity.

Exports present the other side of the story. World coarse grain stocks are not as tight as U.S. stocks. Weekly corn exports and sales are hardly running at a rate to meet the

### WHEAT

The USDA's latest Supply/Demand Report for wheat (Table 2) showed a positive picture in the sense of strong domestic use. However, a good production year and lower exports mean ending stocks are more than adequate. The former Soviet Union's wheat production was up and their feed use is down. This leaves projected world ending stocks larger than last year.

A likely scenario for the 1994-95 year is one much like this year, with production being at least as big as use. However, this doesn't mean there will be better or worse pricing opportunities.

### Seasonal Commodity Price Trends

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

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

1,300 million bushel projection. Constantly changing trade views on this issue are another reason for the unstable prices.

**Strategy:** Over the past month, the market has again decided to pay a little for storage, not enough for commercial storage, but perhaps enough for on-farm storage of corn. As of this writing, the futures market was saying it would pay 6 cents to store corn until May. If you want to stay in the market, consider on-farm storage, or a basis contract, if your corn is at a commercial facility. If we get back to the January highs, we are being presented with good pricing opportunities, especially for those who have not priced much to this point.

**Strategy:** Be watching for pricing opportunities from now through spring. New crop prices over \$3 per bushel are not bad and we may well have chances to price 15-40 cents higher than that. One thing to watch for are rumors on winter wheat conditions, given the harsh winter. There may be more rumors than facts.

Consider pricing remaining old crop soon on market rallies. Spread new crop pricing from now through spring. Don't wait to price everything at harvest.

### SOYBEANS

Projected U.S. soybean ending stocks (Table 3), at 155 million bushels or 7.9 percent of use, is historically very tight. The tight ending stock situation with soybeans is similar to corn. You can put together scenarios which could point to much higher or much lower soybean prices. Again, we need to set some pricing goals and be ready to act.

**Strategy:** There is a good probability that prices will again reach their January highs; that may be a place to start pricing some more old crop, depending on how much you have priced already.

Be watching for new crop pricing opportunities as well. My fundamentals would suggest a point estimate below \$6 per bushel for the 1994-95 crop year. While we will probably have chances to price new

### HOGS

Lower than expected, hog slaughter levels are being reflected in the prices. While we may see a little drop-off in prices for a short period, prices should remain in the upper \$40s and lower \$50s per cwt. seasonally through the rest of the year.

The industry seems to be continuing the overall liquidation which we saw in the December Hogs and Pigs Report. The March 1 report will be released on March 24. This liquidation may give us decent

### CATTLE

The Jan. 1 Cattle Inventory Report showed all cattle and calves up 1 percent from a year ago. Beef cows were up 3 percent and heifer replacements up 4 percent. Milk cows were down 2 percent with heifer replacements even with a year ago. The 1993 calf crop was up 1 percent from 1992. Steers over 500 pounds were up 1 percent and other heifers over 500 pounds were up 5 percent.

In Michigan, beef cows are up 10 percent and milk cows are about even with a year ago. Beef cow replacements are up 13 percent and milk cow replacements are down 3 percent. The 1993 calf crop was up 2 percent. Cattle on feed in Michigan on Jan. 1 were up 2 percent.

crop much higher than that, the key is not to let them all pass by.

While the futures markets are paying some storage now, it is not enough to pay on-farm or commercial storage costs. Consider moving to basis contracts to stay in the market. New crop basis seems somewhat wide; consider using hedge-to-arrive contracts versus the typical forward contracts for new crop pricing.

prices for the next 18 months and, in at least one sense, scares me. That scare is we become comfortable with prices near \$50 per cwt. and only become efficient enough to match that.

Even during this overall liquidation, there has been rapid expansion for the large integrated units. Their costs are under \$40 per cwt. The good prices are nice, but we still need to be working diligently on our efficiency levels.

These numbers would indicate annual cattle prices, calves, and stockers, will gradually fall over the next several years without substantial demand growth. Calf prices this fall may well fall into the lower \$90 range, but in the meantime, feeder supplies will remain tight due to the small increase in last year's calf crop.

In the shorter-run, we should start to see a pick-up in fed prices by the end of March. Prices should move over \$75 as we move through April and May, before moving back into the \$72-\$74 dollar range for the remainder of the year. At this point, there does not appear to be real good forward pricing opportunities.

Table 1  
Supply/Demand  
Balance Sheet For  
CORN

	USDA Proj.	USDA Proj.	Hilker Proj.
	1991-92	92-93	93-94
<b>Corn Acreage (Million Acres)</b>			
Acres Set-Aside and Diverted	7.5	5.3	10.5
Acres Planted	76.0	79.3	73.3
Acres Harvested	68.8	72.2	63.0
Bu./A. Harvested	108.6	131.4	100.7
<b>Stocks (Million Bushels)</b>			
Beg. Stocks	1521	1100	2113
Production	7475	9482	6344
Imports	20	7	20
Total Supply	9016	10,589	8,477
<b>Use:</b>			
Feed	4878	5301	4800
Food/Seed	1454	1511	1600
Total Domestic	6332	6813	6400
Exports	1584	1663	1300
Total Use	7916	8476	7700
Ending Stocks	1100	2113	777
Ending Stocks Percent of Use	13.9%	24.9%	10.1%
Regular Loan Rate	\$1.62	\$1.72	\$1.72

U.S. Season Average  
Farm Price, \$/Bu. \$2.37 \$2.07 \$2.65  
Source: USDA & Hilker

Table 2  
Supply/Demand  
Balance Sheet For  
WHEAT

	USDA Proj.	USDA Proj.	Hilker Proj.
	1991-92	92-93	93-94
<b>Wheat Acreage (Million Acres)</b>			
Acres Set-Aside and Diverted	10.0	3.5	0.5
Acres Planted	69.9	72.3	72.1
Acres Harvested	57.7	62.4	62.5
Bu./A. Harvested	34.3	39.4	38.4
<b>Stocks (Million Bushels)</b>			
Beg. Stocks	866	472	529
Production	1981	2459	2402
Imports	41	70	95
Total Supply	2888	3001	3026
<b>Use:</b>			
Food	789	829	840
Seed	94	98	98
Feed	253	191	275
Total Domestic	1136	1118	1213
Exports	1280	1354	1225
Total Use	2416	2472	2438
Ending Stocks	472	529	588
Ending Stocks Percent of Use	19.5%	21.4%	24.1%
Regular Loan Rate	\$2.04	\$2.21	\$2.45

U.S. Season Average  
Farm Price, \$/Bu. \$3.00 \$3.24 \$3.18  
Source: USDA & Hilker

Table 3  
Supply/Demand  
Balance Sheet For  
SOYBEANS

	USDA Proj.	USDA Proj.	Hilker Proj.
	1991-92	92-93	93-94
<b>Soybean Acreage (Million Acres)</b>			
Acres Planted	59.2	59.1	59.4
Acres Harvested	58.0	58.2	56.4
Bu./Harvested Acre	34.2	37.6	32.0
<b>Stocks (Million Bushels)</b>			
Beg. Stocks	329	278	292
Production	1987	2188	1809
Imports	3	2	5
Total Supply	2319	2468	2106
<b>Use:</b>			
Crushings	1254	1279	1240
Exports	684	770	605
Seed, Feed and Residuals	103	127	106
Total Use	2041	2176	1951
Ending Stocks	278	292	155
Ending Stocks Percent of Use	13.6%	13.4%	7.9%
Regular Loan Rate	\$5.02	\$5.02	5.02

U.S. Season Average  
Farm Price, \$/Bu. \$5.58 \$5.50 \$6.50  
Source: USDA & Hilker





## 7 1993 Telfarm Farm Managers of the Year

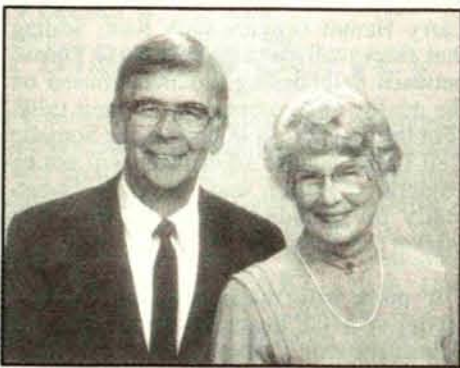
by John Jones, Telfarm Director  
Michigan State University  
Agricultural Economics Department

*Author's note -- A big thank you goes to the following MSU Extension field faculty for providing most of the following information: Roger Betz, Elvin Hepker, Paul Marks and Jim Bardenhagen.*

Jim and Carolyn Ballard, Gerald and Sharron Cottle, Robert and Gerald Heck, and Kolarik Farms were recognized for their outstanding farm management efforts by MSU Extension and the Agricultural Economics Department in 1993.

Telfarm Farm Managers of the Year are outstanding farmers enrolled in the MSU Telfarm program and are selected based on the efficient management and operation of their farms. These farmers are also quite involved in community leadership, farm organizations and other community activities. The Telfarm Center and MSU is proud to have the cooperative support of these outstanding farmers.

Jim and Carolyn Ballard



Jim and Carolyn Ballard  
Onondaga - Eaton County

Even though changes are rapidly occurring in agriculture, the Ballard family farm has been successful at keeping up-to-date and continues to be a front-runner in hog production. This operation has passed through the Ballard family with Dwight and his son, Jim, starting a partnership in 1954 and continuing until 1965. Jim and his wife, Carolyn, purchased the farm from his father in 1965. In 1980, their son Dave joined his parents in a partnership; and in 1993, Dave and his wife, Joanna, took over the operation.

In 1930, the farm started out as Levelvue Farms. In 1965 the name was changed to Levelvue Enterprises, then Levelvue Hamlot in 1980, and in 1993 the farm name was changed to Levelvue Porkshop. Whatever the name, strong family values and progressive leadership provided by the Ballards make them respected leaders in the swine industry.

The successful intergenerational transfer of the farming operation to Dave and Joanna was a very important hurdle. It was important to get Dave started early in his career so that when Jim and Carolyn wanted to retire, there was already adequate management experience and business assets acquired by Dave to allow for a smooth transition.

The Ballards run a farrow-to-finish operation and have a "closed herd." The farm has grown over the years to approximately 6,000 finished hogs marketed through Michigan Live Stock Exchange. The Ballards produce 50 percent of their feed, while purchasing the remainder of the feed from neighbors. They have used this program successfully since 1960.

The Ballard farm has participated in the MSU Telfarm program since 1933. Outstanding!

Gerald and Sharron Cottle  
Pickford - Chippewa County

Gerald and Sharron Cottle own and operate a very efficient 410 acre dairy farm in Pickford, Michigan. The farm, known as Spruce Creek Farm, manages a 50-cow Holstein

Gerald and Sharron Cottle



with a herd average just over 18,000 pounds of milk per year. Along with the dairy enterprise, Gerald annually harvests and markets 150-175 tons of hay.

Gerald and Sharron started from scratch and built their dairy operation over an 18-year period while Gerald was still working full-time for the local A&P store. They do hire seasonal help for the forage operation and purchase all concentrates for the dairy herd.

Their two children, a son and a daughter, are out on their own now, and Sharron works part-time for the Pickford School System. They belong to the Pickford Presbyterian Church and are active members in their local Michigan Milk Producers Association and Farm Bureau.

The Cottles have used the MSU Telfarm program since 1989 to help them with their farm management records. Congratulations to these successful Upper Peninsula dairy farmers!

Robert and Gerald Heck  
Monroe - Monroe County

Bob and Jerry Heck began farming with the help of their father, Wilbur Heck, in the early 1970s. He is still called upon by Bob and Jerry as a management advisor and provides an extra hand when help is needed on the farm.

Bob and Jerry formed their farm partnership in 1974 and continue to operate their farm business as a partnership today. They have been using the MSU Telfarm records program since 1976.

Their base of operation is at the home farm on Albain Road just west of Telegraph. They presently farm approximately 1,200 acres, all in Monroe Township. Their main enterprises are corn, soybeans, wheat, sugar beets and eggs produced for retail sale at the farm or wholesale. In addition, they are sales representatives for Pioneer Seeds.

Bob and his wife, Annette, have two sons and one daughter. Jerry and his wife, Diane, have two daughters.

Both Bob and Jerry are active in their church and community. They have been leaders in Farm Bureau, Monroe County Fair Association, Monroe School Board, East Ida Lutheran Church and the Monroe County Corn Growers Association. Congratulations to this prosperous management team!

Kolarik Farms,  
Northport - Leelanau County  
Kolarik Farms, a partnership of Julius, Tom, and Pat Kolarik, has been selected as

## FARM BUSINESS OUTLOOK

the Telfarm Farm Manager of the Year for the northern area of the lower peninsula.

Julius and Grace Kolarik have been lifelong residents of Northport. They have five children and have been active in local community affairs. They are lifelong Farm Bureau members and belong to a local Farm Bureau Community Group in the Gills Pier area called Fruit Loops.

Julius is a member and past president of the Leelanau County ASCS committee. They handle about 600 hives of pollinating bees in addition to the fruit and beef enterprises.

Tom Kolarik and his wife, Carol, and Pat Kolarik and his wife, Peggy, are most heavily involved in the fruit and beef feeders part of the partnership.

Fruit consists of about 100 acres total, of tart cherries, sweet cherries, prunes, and apples. Annually, the partnership also sells about 50 head of feeder cattle, fed from 100 additional acres of field crops. They have been using the Telfarm program since 1982.

Diversity and outstanding management are traits synonymous with Kolarik Farms!

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# 8 Multiple Component Pricing Re-Opened continued from page 1

category, called residual, will be assigned predominantly for the value of volume, as well as lactose, and minerals.

Under that scenario, the following reallocations would take place:

	original	proposed changes
Butterfat	20%	20%
Protein	70%	40%
Volume	10%	40%

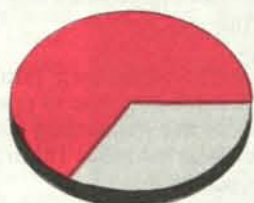
Wosje said the requested changes are the result of a hearing held recently in Minnesota for five Midwest federal orders considering MCP pricing, all of which had a different value in calculating the value of protein and volume in milk pricing.

"During that hearing, we were convinced that protein wasn't worth 70 percent of the total value of milk," said Wosje. "There are three or four federal orders currently operating as Michigan's dairy industry had originally proposed. But when this new MCP breakdown becomes more widespread, you're going to see a correct allocation of the value of these components. I wouldn't be surprised if they ask for order amendments to readjust calculations."

## Changes in Skim & Butterfat Values

(percent of milk price)

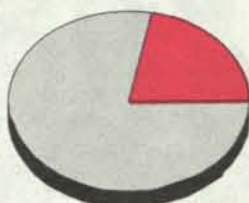
BUTTERFAT 66.0%



SKIM 34.0%

1950

BUTTERFAT 22.0%



SKIM 78.0%

1992

According to MFB's Livestock Specialist, Kevin Kirk, the proposed changes mean that producers can take advantage of MCP immediately by adjusting management practices for volume and butterfat, as well

as reducing Somatic Cell Count (SCC) for protein. More importantly, however, producers can start to manage long-term for protein production by selecting bulls based on protein.

### MCP Facts

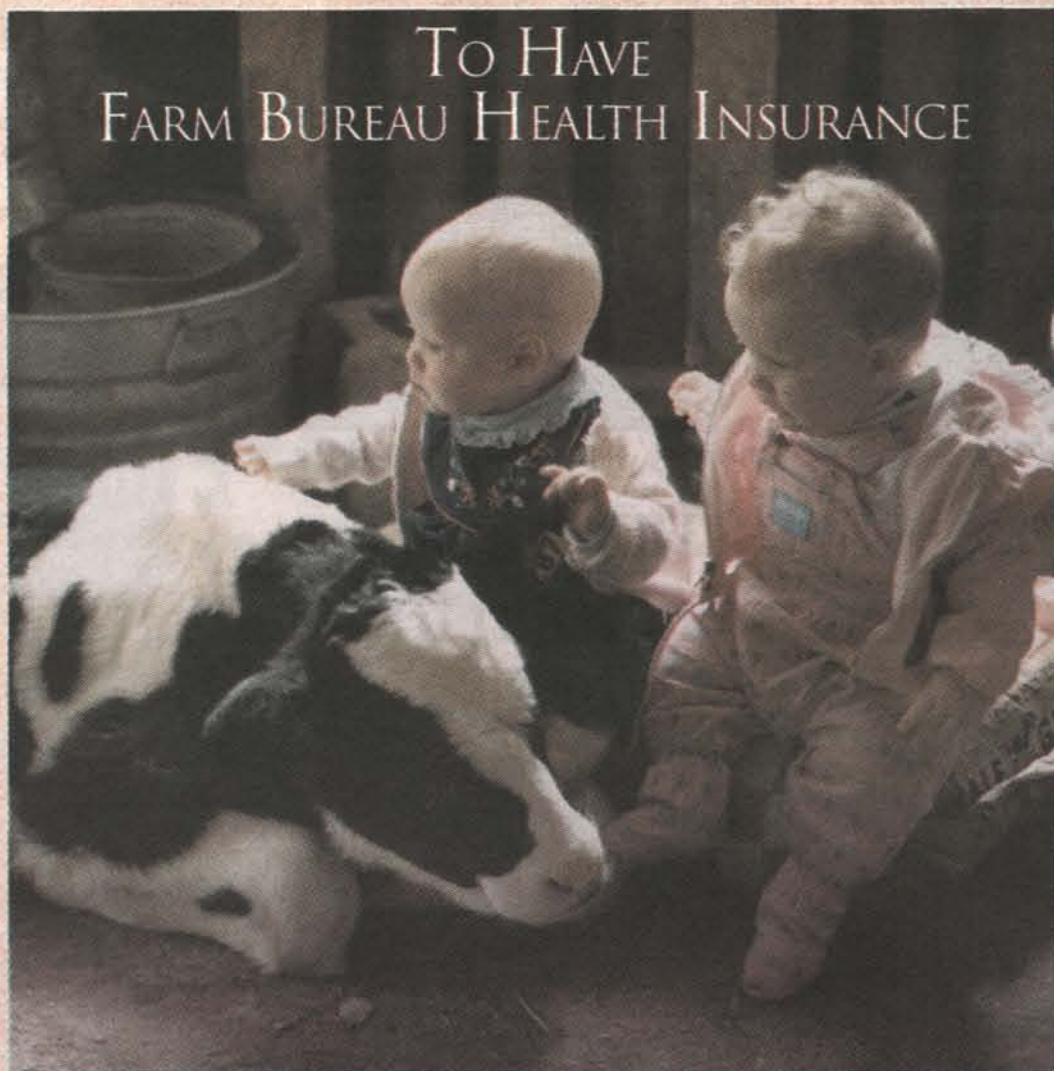
- Farmers are paid based on pounds of butterfat produced, pounds of protein produced, and a weighted fluid differential on the volume of milk produced.
- There is NO butterfat differential or blend price.
- Industry will test for protein, butterfat, and somatic cells.
- SCC will affect your protein portion of payment.

"This is the first major change in 50 years on how total milk pool dollars are divided among producers," Kirk said. "Initially there are no new dollars with MCP - just a new way to allocate consumer dollars among producers. There will be some producers with higher protein tests that will see more dollars, while producers with low tests will receive a little less, but in total, all things considered, the same amount of dollars will be paid."

Michigan State University Ag Economist Larry Hamm concurs with Kirk, adding that there will be a greater price spread between neighboring producers based on the quality and composition of their milk. "For the first time in Michigan, the Somatic Cell Count quality adjustment will not be voluntary," Hamm said. "It will automatically be included in the federal milk market order system."

For more information on the Federal Order 40 MCP hearing, contact Market Administrator Clancy Artz at (313) 548-1603.

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### Calendar of Events

March 1-2, Michigan Dairy Management Conference, Lansing Holiday Inn South. Contact local County Extension Office.

March 3 - 5 - Young Farmer Leaders' Conference, Midland, Mich., 1-800-292-2680, ext. 3234.

March 3 - Insect Management Update, Dr. Doug Landis, MSU, sponsored by St. Joseph Extension office, (616) 467-5511.

March 3 - 6, Texas Cattle Tour, sponsored by the Michigan Cattleman's Association. Call (517) 669-8589 for more information.

March 7-9 - Mich. FFA State Convention, MSU Campus, East Lansing.

March 4-12 - Agriculture and Natural Resources Week, MSU Campus. Call your local Extension Office for program information.

March 12 - Gustafson Farms Open House and Bull Sale, Mason, 1 p.m.

March 15-18, MFB Washington, D.C. Legislative Seminar.

March 16-17 Michigan Grazing Conference, Mt. Pleasant. Contact Ben Bartlett, (906) 228-4830.

March 19 - 6th Annual MCA Bull Test Sale, Breckenridge, noon.

March 23 - Michigan DHIA annual meeting, Hannah Center Ballroom, East Lansing. Call (517) 355-5033.

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, Ingham County Fairgrounds, Mason. Call (517) 669-8589 for more information.

Send or FAX information (include name and phone number) to: Michigan Farm News; P.O. Box 30960; Lansing, MI 48909-8460 FAX (517) 323-6793



## County Farm Bureau Presidents Get a Glimpse at the Future and Past

9

County Farm Bureau presidents, in Lansing for a conference recently, got a chance to see the latest in research technology during a tour at MSU's Veterinary Clinical Center (VCC), as well as the relatively new Crop and Soil Sciences research facilities. The VCC, after a \$46.8 million dollar renovation and expansion, consists of over 100,000 square feet of teaching, research, and office facilities, complete with \$14 million worth of new equipment.

County presidents had a chance to view operating facilities, a unique horse treadmill used in testing for airway blockage and lameness, as well as the Necropsy Center, where autopsies are performed on livestock. With new equipment and technology, VCC staff can identify up to 70,000 different organic compounds through the necropsy center and the Toxicology Center where

"finger printing" of various organic compounds are conducted.

The county presidents were at MSU to celebrate the founding of Michigan Farm Bureau in 1919 at the then-Michigan Agricultural College. MSU President M. Peter McPherson was presented a commemorative plaque that will be on permanent display in Agriculture Hall. In accepting the plaque, McPherson reminisced about the time he spent as a child on the farm of his grandfather -- former Michigan Farm Bureau President Melville McPherson.

President Laurie also presented a plaque to Oakland County President Tony Raney in recognition of Oakland County's status as the first county Farm Bureau to join Michigan Farm Bureau at that founding meeting back on Feb. 4, 1919.

County presidents completed their MSU tour with a reception and banquet honoring former MFB President Elton Smith for his honorary doctorate degree designation from MSU's College of Agriculture and Natural Resources. County presidents were then briefed by MSU's Dr. Fran Pierce on

This horse treadmill is just one piece of \$14 million in new VCC equipment.



MSU research efforts regarding site specific management and implementation on Michigan farms.

Gov. John Engler was also on hand to address county presidents about school finance reform.

## 350 Michigan Farmers to Participate in 1993 Farm Finances Survey

A nationwide survey on costs of production and financial conditions throughout the farm sector will be done during February and March 1994. The United States Department of Agriculture (USDA) will be conducting the tenth annual Farm Costs and Returns Survey (FCRS) with the Federal/State Michigan Agricultural Statistics Service (MASS) directing the survey here in Michigan.

About 350 of the 14,500 nationwide FCRS samples are assigned to Michigan. Trained enumerators will begin data collection in late February. The 1993 FCRS will include three questionnaire versions, all of which involve Michigan:

- The **Economic version** centers on basic financial data (expenses, income, assets, and debts) for the farm.
- The **Farm Operator Resources** version inquires about household finances, demographics, off-farm employment, and farm management activities as well as basic financial data for the farm.
- The **Cost of Production** version collects data on the production practices for a specific commodity in addition to the basic financial data for the farm. Dairy is the only commodity surveyed for cost of production on the 1993 FCRS.

FCRS is one of the most important surveys the USDA conducts. Data from this survey is used by the policy makers to aid in formulating legislation.

The financial information collected provides an assessment of the economic performance of the farm sector, and the well-being of farm people, that is reported to Congress annually.

The FCRS is the only national data base constructed annually on individual farm production and financial data. Farm organizations, agribusiness, Michigan State University, and the public all rely upon the FCRS for current farm sector financial information.

In Michigan, in addition to the 350 FCRS samples, there will also be about 360 fruit growers selected for the second phase of the Fruit Chemical Use Survey. Growers will be asked to provide economic data relating to their operations. This data will allow the determination of risk/benefit analysis of agricultural chemical use on fruit.

All data collected is kept confidential. Questionnaires are destroyed after summary data is compiled. Results of this survey will begin to appear in reports starting in the summer of 1994.

# Going Places?

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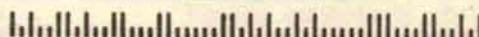
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# 10 Pauline Glassbrook Endowed Scholarship Fund – Ensuring the Future of Agri-Science Education in Michigan

by Deb Laurell

Working with a "wonderful, bright bunch of young people" at Michigan's Department of Education for more than 40 years led Pauline Glassbrook to give \$100,000 to establish an endowed undergraduate scholarship for the FFA. "It was a stimulating and educational environment," said Glassbrook when describing daily contact with FFA members. "It was gratifying to be part of their lives."

Glassbrook worked at Michigan's Department of Education from 1937 to 1978, assisting the chief agriculture education officer and serving as the state's primary link with FFA.

Having no children of their own, Glassbrook and her late husband, Stanley, a car sales manager, established an endowed scholarship with a gift of \$100,000 to Michigan State University's Department of Agricultural and Extension Education, which administers Michigan's FFA program.

Glassbrook views her scholarship as an opportunity to regenerate interest in the FFA program. She explains, "more needs to be done to bring farming into the classroom." In establishing the scholarship fund, she hoped to encourage Michigan agriscience students to combine their love for farming with career goals in agriscience and education.

The Pauline Glassbrook Endowed Scholarship fund will support FFA members who want to



1994 winners are currently being determined.

pursue a degree in agriscience education. The scholarship is awarded annually to high school students preparing to enter MSU's Department of Agricultural and Extension Education as well as current MSU students in their junior or senior year.

To date, 12 students have received the Glassbrook Scholarship, with awards ranging from \$700 to \$2,000.

"Mrs. Glassbrook is a great speaker on behalf of agriscience education and the FFA – she's always doing whatever she can," said Pete Barnum, a sophomore in agriscience education. Barnum is a recipient of a Glassbrook Scholarship.

Other recipients of the Glassbrook Scholarship agree with Barnum and they're thankful for her contribution.

"I think she's a terrific lady. She knows there are great kids out there and she knows how important agriculture is as an industry, and to me that's very special," said Carrie Beneker, senior in elementary education and agriscience education.

"Receiving a Glassbrook Scholarship has allowed me to reduce my work hours, so I have the ability to get involved with extra-curricular activities within the college, which have been beneficial to my future as an agriscience educator," said Jason Grif-fith, an agriscience education senior.

After establishing the scholarship, Glassbrook funded a charitable gift annuity. The gift annuity will provide Glassbrook with guaranteed annual income for the rest of her life. Upon her death, the principal of her annuity will be added to her endowed scholarship fund.

In addition to the scholarship endowment, Glassbrook recently set up an endowment for the Michigan FFA Foundation. According to Dave Krueger, director, Michigan FFA Foundation, "Pauline set up this endowment for general operational support of the FFA Foundation and to insure FFA's future."

"Anyone can contribute to this endowment. This is the starter endowment that we are going to keep adding to in the future," Krueger explained.

If you would like to learn more about how you can join Pauline Glassbrook and other donors by contributing to the future of our youth, contact Marti Heil, director of development & senior development officer, College of Agriculture and Natural Resources at Michigan State University, (517) 355-0284.

## CBS Program Jabs Food Industry

In an hour-long program, CBS's "48 Hours" raised fears over the safety of nearly every sector of the nation's food industry, but most farm and food industry viewers, however, concluded the show failed to raise any new or significant issues.

Perhaps the biggest attention-getter was the renewed concern voiced over the threat of E. Coli bacteria in beef and the difficulty in detecting infected animals.

Viewers watching the show reacted most strongly to the segment dealing with chicken, according to follow-up polling. When asked what part they remembered most vividly, the respondents cited the segment that showed mechanical evisceration, unappetizing scenes of a cooling bath and the discussion dealing with bacteria levels found on chicken samples drawn from various supermarkets.

The show attracted a 16 share of the TV market. In this case, that represents roughly nine million households. Top-rated shows such as "Home Improvement" and "60 Minutes" attract 33-35 shares of the market.

Meanwhile, new test results from USDA found 85 percent of 2,100 beef carcasses specifically tested were free of disease-causing bacteria. Four of the carcasses, however, tested positive for a deadly form of E. Coli bacteria. The department emphasizes the importance of proper refrigeration and thorough cooking to limit and then destroy all the disease-causing bacteria. In a related development, South Dakota Sen. Tom Daschle has introduced legislation to trace slaughter animals back to the farm.

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Social Security # \_\_\_\_\_ Date of Birth / / \_\_\_\_\_

Home Phone ( ) \_\_\_\_\_

Address \_\_\_\_\_ Years There \_\_\_\_\_ Mos. \_\_\_\_\_

City, State \_\_\_\_\_ Zip Code \_\_\_\_\_

Mortgage     Rent    Monthly Payment \$ \_\_\_\_\_  
 Own (Free and Clear)     Other (Describe) \_\_\_\_\_

Previous Address (if less than 2 years at present address)

Employer or DBA \_\_\_\_\_ Years There \_\_\_\_\_ Mos. \_\_\_\_\_

Position \_\_\_\_\_ Business Phone ( ) \_\_\_\_\_

Previous Employer \_\_\_\_\_ Years There \_\_\_\_\_

Annual Salary \$ \_\_\_\_\_ Other Income \$\* \_\_\_\_\_

Source of Other Income\* (Alimony, child support, or separate maintenance payments need not be revealed if you do not wish to have it as a basis for repaying this obligation.)

Do You Have:  Checking (Bank)  Savings (Name) \_\_\_\_\_

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X \_\_\_\_\_ / /  
Co-Applicant's Signature \_\_\_\_\_ Date \_\_\_\_\_

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#### Optional Group Credit Insurance

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### CO-APPLICANT (please print)

NAME AS YOU WOULD LIKE IT TO APPEAR ON CARD

First Name \_\_\_\_\_ Middle Initial \_\_\_\_\_ Last Name \_\_\_\_\_

Social Security # \_\_\_\_\_ Date of Birth / / \_\_\_\_\_

Employer \_\_\_\_\_ Years There \_\_\_\_\_ Mos. \_\_\_\_\_

Position \_\_\_\_\_ Business Phone ( ) \_\_\_\_\_

Previous Employer \_\_\_\_\_ Years There \_\_\_\_\_

Annual Salary \$ \_\_\_\_\_ Other Income \$\* \_\_\_\_\_

Source of Other Income\* (Alimony, child support, or separate maintenance payments need not be revealed if you do not wish to have it as a basis for repaying this obligation.)

#### Complete the following information if different from applicant

Home Phone ( ) \_\_\_\_\_

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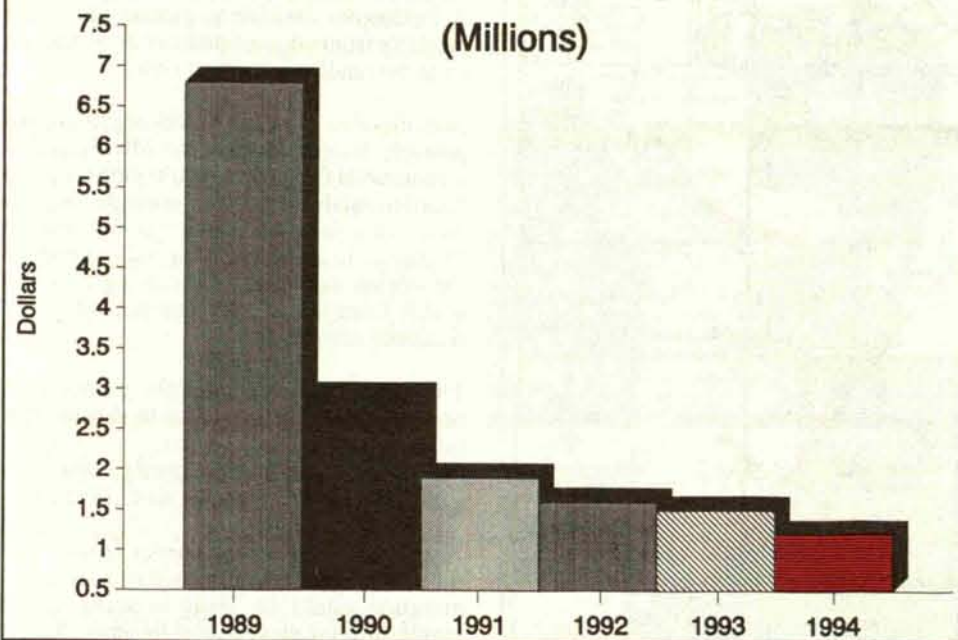
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## 11 State SCD Funding Cuts Sending Conflicting Messages

### State SCD Funding Levels



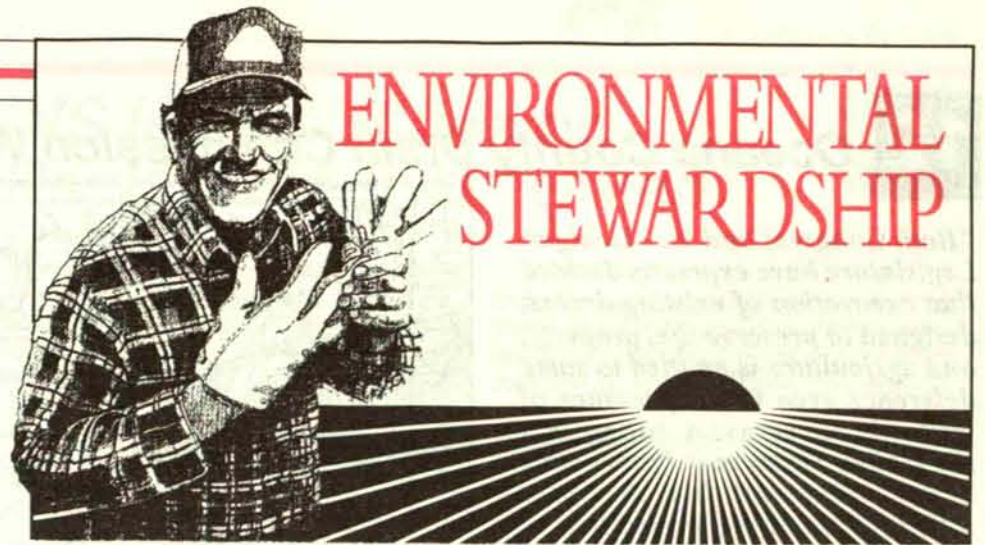
by Deb Laurell

Despite farm program requirements for higher crop residue levels and reduced tillage, Michigan farmers can expect a decline in the one-on-one technical assistance that Soil Conservation Districts provide due to reductions in SCD funding, according to Marilyn Shy, executive director of the Michigan Association of Conservation Districts.

Seventeen conservation technicians have been lost in 1994. "Last year, we funded 17

conservation technicians that worked in reduced tillage, irrigation management, fertilizer management, and integrated pest management," said Shy. "We don't have the dollars to fund those positions this year. Those positions were funded through federal oil overcharge dollars."

County Soil Conservation Districts are funded through state grant allocations, private source grants and locally generated dollars.



Primarily, counties are funded by state grant allocations. Total state SCD funding has been reduced by \$5.6 million over the last five years, with funding plunging from \$6.8 million in 1989 to \$1.2 million in 1994, an 82 percent reduction.

"Preliminary information from the governor's office indicates state grant money for this year will be at the same level as last year...so we're pleased to see that," said Shy. "But actually, that amount is very inadequate to do the job."

State grant allocations are generally disbursed in four areas. The first is the basic grant. Numbers vary from place to place but range between \$1,100 to \$9,500 per county. Basic grants can be used toward such expenses as phones, rent, and salary.

The second area of state funding, forestry, employs 14 fully-funded foresters.

The third area is energy grants, formally funded through the federal oil overcharge. This money is sent back to the individual states for allocation. Michigan chose to reallocate this money in 1994. As a result, 17 conservation positions have been lost because of this reduction in funding.

The final area for grant allocation is technology transfer. All these grants are in the amount of \$1800 per county and are used for supporting technology transfer of energy conservation practices, according to Shy.

A combination of things are being done to correct these type of shortages. "We would like to see the state understand the importance and significance of conservation programs, so we're working with state legislators to put more dollars in the budget for soil conservation and other conservation programs. The other thing we are working on is local dollars through counties," Shy said.

When there is a limited amount of dollars to work with, budget cuts must take place, explained Ron Nelson, legislative counsel for Michigan Farm Bureau.

"It is very unfortunate that these cuts took place, but when you balance the total budget in terms of priorities as we see them through the policy process, some items may take precedent over other things," said Nelson. "That's not to say Soil Conservation Districts aren't important, but in the scheme of things, there's only so many dollars."

## Pesticide Recordkeeping a Federal Requirement

Section 1491 of the Food, Agriculture, Conservation and Trade (FACT) Act of 1990, commonly referred to as the 1990 Farm Bill, requires the U.S. Department of Agriculture's Agricultural Marketing Service to work with each state to implement pesticide recordkeeping requirements. The law requires that all certified pesticide applicators must keep records of their use of federal restricted use pesticides. The requirement became effective May 10, 1993.

A certified private applicator is defined as anyone certified by the Environmental Protection Agency or the state to use or supervise the use of a restricted use pesticide for the production of any agricultural commodity on property owned or rented by the applicator or the applicator's employer - or, if applied without compensation on the property of another person (other than trading of personal services between producers of agricultural commodities).

### Required Information

Within 30 days after the application of a restricted use pesticide, a private applicator must make a written record of:

- The brand name or product name of the federal restricted use pesticide and its EPA registration number.

- The total amount of the product used - not the quantity after water or other substances were added. The amount does not refer to the percentage of active ingredient.

- The size of the area treated in a unit of measure such as acre, linear foot, bushel, cubic foot, number of animals, etc.

- The crop, commodity, stored product, or site to which the pesticide was applied.

- The location of the application - not the address of the farm or business. The law allows several designations: county, range, township and section; maps or written

descriptions; an identification system established by a USDA agency - such as the Agricultural Stabilization and Conservation Service (ASCS) or Soil Conservation Service (SCS) - which involves maps and a numbering system to identify field locations; or the legal property description.

- The month, day and year of the application.

- The name and certification number (if applicable) of the applicator or applicator's supervisor.

Records must be maintained for two years from the date of the pesticide application. However, no form is required; any form is acceptable as long as the required data is included.

### Spot Applications

Applicators of restricted use pesticides in a total area of less than one-tenth of an acre are required to record:

- The brand or product name and EPA registration number.

- The total amount applied.

- The location, which must be designated as "spot application."

- The date of application.

Greenhouse and nursery applications are excluded from the spot application provision.

### State Recordkeeping Programs

If state recordkeeping requirements for private applicators are comparable to state requirements for commercial applicators or to federal regulations, no additional requirements are necessary. Private applicators who currently are not keeping records under state regulations will be required to maintain records under these new federal requirements.

### Commercial Applicators

All commercial applicators will continue to maintain the records they currently keep under state, tribal or federal regulations. The new federal regulations require all commercial applicators, both agriculture and non-agriculture, to furnish a copy of the data they keep to the customer within 30 days of the restricted use pesticide application.

### Records Access

Private certified applicators are required to provide access to restricted use pesticide record information to authorized representatives of USDA and the lead state agency for pesticide recordkeeping. In addition, a licensed health care professional may have access to pesticide record information if they

determine the information is necessary to provide medical treatment or first aid to an individual who may have been exposed to the pesticide for which the record is maintained. While the certified applicator has 30 days to complete the pesticide record, information from the record should be available immediately following application in cases of medical emergencies.

### Violations

A certified applicator who violates any provision of this program will, in the case of the first offense, be subject to a fine of not more than \$500. In the case of subsequent offenses, an applicator will be subject to a fine

of not less than \$1,000, unless the secretary of USDA determines that a person made a good faith effort to comply. Any violators will be served with a signed, written notice of the violations and shall have 30 days to request a hearing or respond to the charges.

### Questions

For additional information on federal pesticide recordkeeping requirements, contact:  
**USDA-Agricultural Marketing Service  
 Pesticides Records Branch  
 8700 Centreville Road, Suite 200  
 Manassas, VA 22110  
 Phone: (703) 330-7826**

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- Location of application
- Size of area treated
- Crop, commodity, stored product or site to which pesticide is applied
- Month, day, year
- Name and certification number (if applicable) of applicator or supervisor



# 12 Oceana County Drain Commission Wins Court Battle with U.S. Forest Service

*"Both Congress and the Michigan Legislature have expressly decided that excavation of existing drains, designed to preserve life, property, and agriculture is entitled to some deference even in the presence of wetlands concerns. A ruling that the United States may ignore state drain codes and dam drainage ditches without the permission of local officials would be momentous and disruptive in every state of the nation."* U.S. Magistrate Judge Joseph Scoville

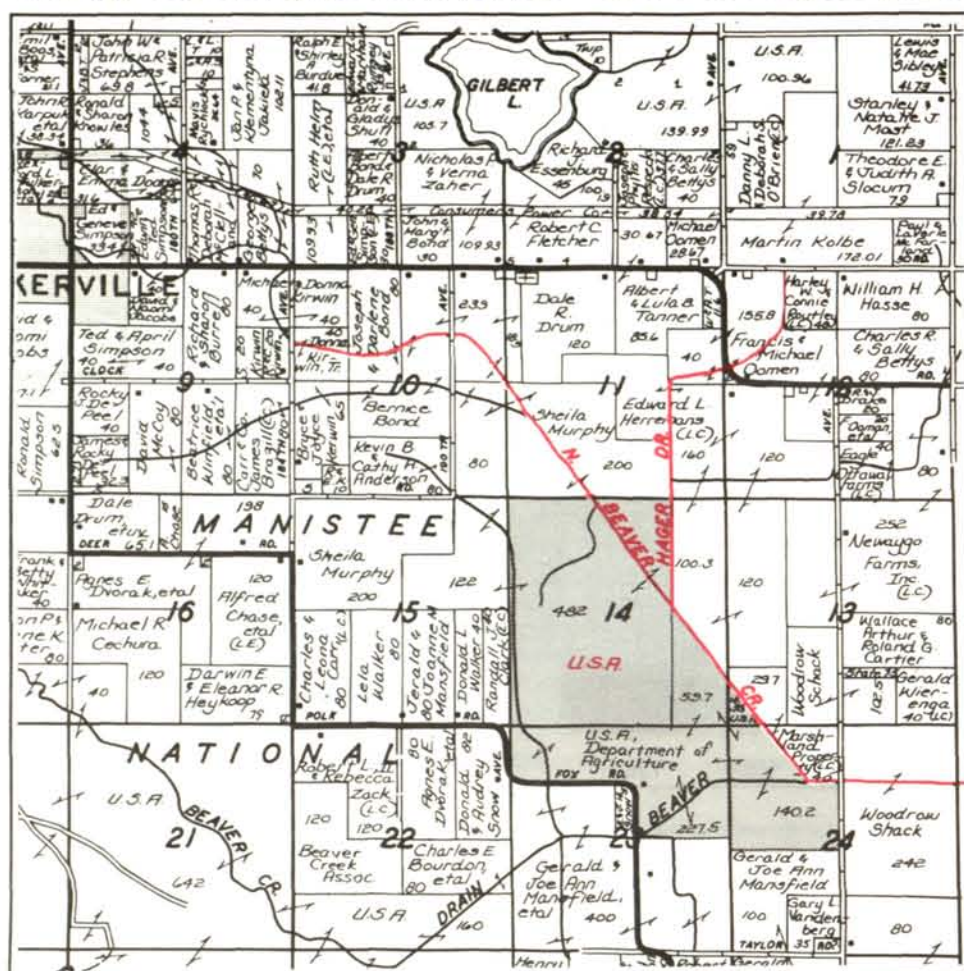
With that written conclusion, a federal judge ruled in support of Oceana County Drain Commissioner Calvin Ackley in a court battle with the U.S. Forest Service (USFS) over a county drain improvement project. The decision has brought a bitter 17-month battle of wills to an end, at least for now.

U.S. Magistrate Judge Joseph Scoville, in a 60-page ruling, rejected USFS arguments that a county drain maintenance project in late 1992 had caused irreparable harm to USFS-owned property called the Walkinshaw wetlands.

The Hagar Drain, originally established in 1920, borders nearly 1,000 acres of USFS property, part of which had become flooded on a seasonal basis due to an inadequately maintained drain. In 1992, private property owner Ed Herremans petitioned and paid for an improvement project to the inter-county drain, which was completed.

In an attempt to get Oceana County to halt drain excavation and later to install three weirs (small dams) to preserve a staging area for sandhill cranes, the USFS sought assistance from the Michigan Department of Natural Resources and the Environmental Protection Agency to pursue legal action against the county drain commissioner.

Despite a decision by both the DNR and EPA that no laws were violated by the county drain commissioner, the USFS decided to seek an emergency preliminary injunction against Ackley on their own, requesting sovereign immunity from state laws and county drain commissioner requirements, and to basically force Oceana County to pay for the weir installation.



Maintenance work on the Hagar and Beaver Drain (red line), which border nearly 1,000 acres of U.S. Forest Service land (shaded area) resulted in a lawsuit by the Forest Service against the county drain commissioner.

"They (USFS) refused to pay for weir installation, they refused to hold the county harmless in the event of flooding, and they refused to pay for future maintenance," said Connie Cargill, assistant deputy drain commissioner. "They wanted sovereign immunity, meaning they didn't want to have to consult with local people and get the local or state permits."

Saying that actions spoke louder than words, however, Judge Scoville noted that in a year and a half of battling the county drain commissioner, the USFS had taken no actions to reduce the flow of water from the "wetlands" and even refused county offers to berm the Walkinshaw property to reduce the flow of water with spoils from the maintenance project.

"From virtually the beginning of this controversy, the Forest Service has displayed a greater interest in preserving its legal rights against the defendant than in preserving the

wetlands," Scoville said. "The Forest Service has waged a vigorous campaign to hold defendant (county drain commissioner) legally responsible for the consequences of drain maintenance, while doing nothing to decrease the flow of surface water off the Walkinshaw property."

Scoville also cited a U.S. Fisheries Wildlife survey that indicated that no portion of the Walkinshaw property was classified as permanent wetlands, but was rather uplands with portions of it subject to periodic flooding. In addition, a USFS area opportunity analysis that recognized "...the possible negative impacts upon wetlands if the drains were cleaned," showed that the Forest Service was aware of the existence of the Hagar Drain, and yet did nothing to preserve the wetlands when it bought the property in 1985.

"The plaintiff (USFS) purchased land subject to an existing easement of record for

drainage purposes," Scoville said. "The law presumes that the drain will be maintained within its original boundaries and gives no landowner rights against the drain commissioner for maintenance within these limits. A landowner desiring to protect his or her property from allowed maintenance must do so at the landowner's own cost."

Scoville also rejected USFS argument for possible litigation under the Michigan Environmental Protection Act, saying they had failed to establish a strong enough "impairment" case to do so. Scoville added that the Michigan Legislature "expressly exempted the maintenance of existing agricultural drains from the permit requirement in the wetlands protection act."

The USFS also scored low marks with Scoville for inadequate data to substantiate previous water levels, water flows into and out of the Walkinshaw property, as well as a lack of scientific data on sandhill cranes.

"The Forest Service has never banded nor otherwise identified cranes so that a determination could be made concerning the length of their stay," Scoville said. "In the absence of historic data, plaintiff's (USFS) anecdotal observations fall short of proving that the sandhill crane has suffered any substantial, adverse impact as a result of defendant's action."

Calling it a "reality check," Michigan Department of Agriculture's Manager of Water Resources Section, Mike Gregg said Oceana County did an excellent job of producing competent, credible witnesses, in addition to producing exhibits to win a critical case for all of Michigan agriculture.

"MDA directs the intercounty drainage program in Michigan, and we participated by serving the county's request to provide expert witnesses," Gregg explained. "There are some very significant agricultural interests that are reliant on good drainage. MDA was opposed to the challenge made by the Forest Service to exemptions for agriculture under the Inland Lakes and Streams Act, and the Wetland Protection Act."

According to MFB Legislative Counsel Vicki Pontz, the judge's ruling is an important victory for Michigan agriculture. "The judge clearly recognized the rights of private property owners to maintain drainage ditches for agricultural purposes," she said. "The ruling clearly points out that the federal government should comply with the same regulatory requirements as any other landowner."

## Tractor and Combine Sales Up in 1993

Reports from the Equipment Manufacturers Institute show that farm tractor sales gained momentum last spring after suffering through a relatively slow winter. Unit retail sales of tractors rated at 40 or more horsepower went on to post a gain of nine percent for 1993, reversing a two-year decline.

Combine sales also improved early in the year, but a flood-related slowing in the second half limited the rise for all of last year to 2 percent. These gains enabled farm machinery and equipment manufacturers to increase production and employment levels, and buoyed prospects for further sales gains this year.

The year-over-year improvement in unit sales was paced by gains for larger tractors. Two-wheel-drive tractors with over 99 horsepower rose more than one-fifth to reach 19,000 units. At 3,300 units, sales of four-wheel-drive tractors were up nearly 25 percent. However, sales of these large tractors were still well below the 1989-91 average.

In contrast, smaller tractors with 40 to 99 horsepower were fairly steady performers. At about 35,500 units, sales were up nearly 3 percent from the previous year and near the average for 1989 through 1991.

Combine sales appeared to be making a comeback through much of 1993 after suffering a 20 percent drop the previous year. For the year, the number of combines sold came in at 7,860, about 2 percent higher than the year before, yet nearly 20 percent below the 1989-91 average.

Farmers also faced higher prices on machinery and equipment, which likely had a moderating effect on sales. The USDA's index of prices paid by farmers for tractors and self-propelled machinery averaged nearly 4 percent higher during 1993 as compared to a year earlier, and the index for other machinery and implements posted a similar gain.

### EPA Regs to Push Prices Higher

The relentless rise in farm machinery and equipment prices is likely to extend into the future, in part because of standards now being written by the Environmental Protection Agency (EPA) to regulate emissions from off-road machinery.

This action was prompted by a study authorized by the Clean Air Act Amendments of 1990, which concluded that off-road engines and vehicles make a significant contribution to air pollution.

The EPA is developing new standards for compression-ignition engines, which will affect many engines built for use in farm tractors and combines. These regulations pertain only to new engines and manufacturers will be required to certify that EPA standards have been met.

Implementation is staggered across different engine size categories in order to utilize existing emission-control technology for larger engines currently used in on-road vehicles and to spread out the development costs associated with smaller engines.

Compliance is required first for engines which range from 175 to 750 horsepower and

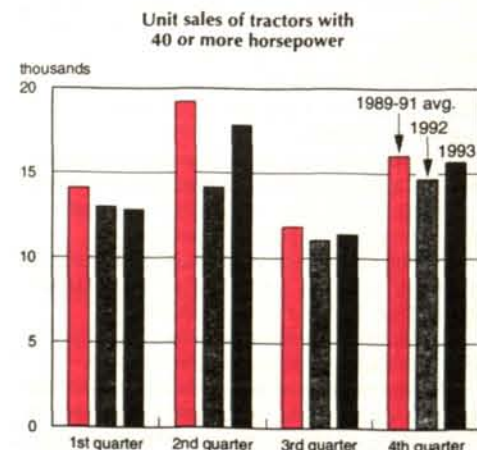
are manufactured after Jan. 1, 1996. The new standards for engines of 100 to 174 horsepower will go into effect Jan. 1, 1997, while new engines ranging from 50 to 99 horsepower must be in compliance after Jan. 1, 1998. New engines rated over 750 horsepower must meet the new standards by Jan. 1, 2000. A USDA report indicates a unit cost increase - on average - of about \$170 for farm-use engines is likely.

### 1994 Outlook

Projections by analysts at the U.S. Department of Commerce indicate that the value of shipments by farm machinery and equipment manufacturers is expected to grow between 4 and 5 percent this year. The expected gain is supported by a number of factors.

Due to reduced levels of grain stocks stemming from last fall's disappointing harvest, farmers aren't required to set aside (idle) any of their acreage in 1994 in order to qualify for most farm income and price support programs. Along with higher crop prices, this will provide the impetus for an increase in planted acreage that will help to encourage new equipment purchases. In addition, some analysts believe a tightening in the market for used farm machinery is also underpinning an increase in sales of new equipment.

The level of capital expenditures for tractors and other machinery and equipment, though improved from the mid-1980s, remains well below the 1979 peak. According to USDA data, expenditures totaled approximately \$8 billion in both 1991 and 1992.



(Data for last year is not yet available, but the gains in tractor and combine sales suggest an increase is likely.)

In comparison, expenditures were estimated at \$11.7 billion in 1979 before declining to \$4.6 billion in 1986. While the lower level of expenditures came about as part of the farm financial crisis of the early 1980s, more recent emphasis on reduced/conservation tillage practices has also been cited as a contributing factor, particularly for tractors.

Machinery purchases are easily deferred and the adversity experienced by U.S. farmers from early 1980s to the present - falling asset values, high interest rates, drought, flood - has left the survivors with a more conservative attitude towards new acquisitions.



## Consumers Power Company Donates to MSU's Ag Tech

Consumers Power Company in Jackson recently donated \$5,000 to the Michigan State University Institute of Agricultural Technology (IAT) in recognition of the Institute's 100th anniversary celebration. The presentation was made by Paul Elbert (right), Consumers Power senior vice president, to MSU Provost Lou Anna Simon.

Attending the presentation was Elton Smith (left), former Michigan Farm Bureau president and IAT alumnus. Smith is the co-chair of the IAT Century Fund-Raising Committee.

The anniversary celebration, open to IAT alumni and the public, will take place March 12 at the MSU Kellogg Center. Details about the observance can be obtained from Clifford Jump, IAT director, by calling (517) 355-0190.



## Clinton's \$1.5 Trillion Budget - What You See Isn't What You'll Get!

The Agriculture Department is one of only eight departments and agencies that gets less in the 1995 budget than is estimated for 1994, under President Clinton's proposed \$1.5 trillion budget for fiscal 1995.

Other departments and agencies getting less in '95 are Defense, Energy, Labor, State, Corps of Engineers and the General Services Administration. Despite claims of spending cuts and deficit reduction, the 1995 budget of \$1.519 trillion is larger than the estimated 1994 budget of \$1.483 trillion, which in turn is larger than the 1993 total of \$1.408 trillion, according to *Associated Press*.

Rep. Robert Andrews, a second term Democrat from New Jersey, calls claims of congressional debate on the budget the biggest hoax in American politics. In a recent *Wall Street Journal* article, Andrews said almost 50 percent (49.7) of the budget is spent on entitlements, which can only get debated if some-

body moves for amendment. Such amendments would then be assigned to a committee and would not even be heard, if the chairman didn't want it to happen.

## MSU's CAT Alerts Can Help Growers Make the Best of Crop Growing Conditions

Coping with the weather during the coming growing season, and new pesticide use regulations and registrations, are likely to be among the interests of growers going into the new year.

Regardless of what develops during the 1994 crop year, producers will find helpful information each week in the Michigan State University Extension *CAT Alerts*.

This printed digest of agronomic information is compiled by Crop Advisory Team (CAT) members who are experts in field crop, vegetable, fruit and landscape production.

Each *Alert* is mailed to subscribers 24 hours after each CAT meeting. The cost of a *CAT Alert* subscription is \$25.

The CAT meetings will begin in April or early May.

Each CAT consists of agronomic researchers and Extension specialists who "meet" with MSU Extension field agents via weekly telephone conference calls to discuss the status of pest and crop development across the state.

Campus CAT members are drawn from departments such as entomology, botany and plant pathology, crop and soil sciences, horticulture, forestry, fisheries and wildlife, and the Extension agricultural weather office.

The *Alert* provides growers, agribusiness operators and consultants with predictive information about managing crop insects, weeds and diseases; crop fertility requirements; the weather outlook, and changes in pesticide regulations based on agent reports and requests for advice.

CAT sessions will be held each week through midsummer and then every other week into the fall until insect activity declines. If unusual growing conditions develop, special editions of *CAT Alerts* will be published to address the concerns.

People interested in *CAT Alerts* should specify which edition they wish to receive - field crops, vegetables, fruit and landscape - and send a check, made payable to Michigan State University, to *CAT Alerts*, 11 Agriculture Hall, MSU, East Lansing, MI 48824-1039. Be sure to include the address to which each *CAT Alert* should be sent.

More information about the publication can be obtained by calling (517) 355-0117.

## INS Issues Rules on Replacement of "Green Cards"

13

Immigration and Naturalization Service (INS) has issued its final rule on replacement of "green cards." After Sept. 20, 1994, the exclusive card for permanent resident aliens will be INS Form I-551.

All prior documents, such as Form I-151 (the original "green card"), AR-3, AR-103 and other older INS cards, will become invalid, according to American Farm Bureau Labor Specialist Elizabeth Whitely.

Lawful permanent resident aliens who hold cards other than an I-551 must apply to INS in person, on Form I-90, at an INS office. Photographs, fingerprints and evidence of prior INS registration will be required. There will be a \$70 fee for the replacement card.

Between now and Sept. 20, INS will revise its rules with respect to acceptable INS documents for the purpose of completing Form I-9. After Sept. 20, employers will no longer be permitted to accept many of the

INS documents currently being used by aliens, including Form I-151. INS estimates that about 1.5 million invalid older cards are presently in use and will have to be replaced.

There are also thought to be many counterfeit I-151's and other cards in use. Part of the purpose of the replacement program is to invalidate these counterfeit documents. INS considers Form I-551 more difficult to counterfeit than the documents it replaces.

However, employers of lawful permanent resident aliens holding cards other than Form I-551 should alert them to the need to immediately apply for a replacement card.

Employers will not be required to reverify permanent resident aliens who used older cards to complete for I-9 and who remain continuously employed after Sept. 20. However, employers will no longer be permitted to accept the older cards from workers whose status must be verified or reverified after Sept. 20.

## TAKE THE BITE OUT OF DENTAL CARE COSTS



Member dental insurance is the affordable way to assure that you and your family receive the dental care services you require — even when sudden and costly needs arise.

Measure the rates against your annual dental care bills and consider the advantage!

Single \$18 per month • Couple \$32 per month  
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TO RECEIVE ADDITIONAL INFORMATION AND A BROCHURE/APPLICATION, PLEASE FILL OUT THE COUPON BELOW OR CALL DIRECT 1-800-292-2680 EXT- 323A

Please mail to: Michigan Farm Bureau  
Membership Services  
P.O. Box 30960  
Lansing, MI 48909

Please Print

Name

Address

City

State

ZIP

Phone

County



# - Michigan Farm News Classifieds -

**01**  
**Farm Machinery**

10,000 BUSHEL GRAIN bin, in bin dryer, stirrator, sweep auger. Call 1-616-623-2556.

BELTED CHAIN and parts. Broekema Beltway Inc. Factory Phone 1-612-384-7701

F-2 GLEANER, diesel, ng., 2078 hours, 1516 sep. hours. 15' flex head, 4-row Black corn head, dummy head with Sund. Call 1-517-695-9857.

FOR SALE: John Deere 7000, 6 row drill with plateless units and insecticide hoppers. Call 1-517-453-2383.

FOR SALE OR TRADE: Approximately 25 pieces of farm equipment due to change in farm operation. St. Johns area. Call for flyer. 1-517-834-2576.

**01**  
**Farm Machinery**

NEW AND USED irrigation and manure spreading equipment. Pumps, travelers, agitators, PVC and aluminum pipe. Call for listing. We deliver!

Plummer Supply, Inc.  
1-800-632-7731.

NEW HOLLAND 1038 stack-liner bale wagon. Unloads single bales and retrieves stacks. Excellent condition! \$12,500. New Holland 316 baler. Excellent condition! Call 1-517-652-9624.

PIXALL PULL: Pix 1 row bean picker, good condition. 1-216-482-2276

PRESSURE CLEANER: Factory direct. 2000 BSI Honoa, 5.5hp, Blackmax series, 50' pressure hose, gun and wand. Chemical injector, 5 spray tips. \$798.99 delivered! Call 1-800-257-4774. Full catalog available.

**01**  
**Farm Machinery**

USED VALLEY CENTER pivots and other makes with related equipment. Call any time, toll free.

1-800-248-8589

HESSTON 560 two row beet harvester. Field ready! Call 1-517-684-4461 evenings.

**02**  
**Livestock Equipment**

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.

**03**  
**Farm Commodities**

CHESTNUT TREES: Now from out of the past for you, a real favorite. Enjoy and market real chestnuts. Bigger and better than you remember. Wholesome, nutritious! State Inspected: Large selection, sizes and prices to fit your needs. Any quantity available, but a four tree minimum. Every farm has a place for these valuable trees. Also offering English/Carpathian and Black Walnuts, nuts or timber. Planting suggestions with your order. Order soon, Spring planting. Brochure and price list, 1-616-637-7038 or 616-637-7450.

Tree Farm  
66645 107th Avenue  
South Haven, MI 49090

FOR SALE: 1993 Shelled corn 22-24 percent in harvester. Will deliver anywhere reasonable. Irish Farms, 1-517-770-4342

IDAHO'S BEST ALFALFA delivered any where to you! Ida-Best Hay Company, 1-800-558-2378. Ask for Darren.

ROUND BALES HAY, \$10. Work harness, 24" collar, \$200. Work harness (pony), silver studs, 14" collar (collars), \$400. Sleigh harness, \$800. Call 1-906-478-3312.

**04**  
**Livestock**

BORDER COLLIE PUPS: Registered working parents. Born 1-8-94. Female, \$350. Males, \$250. Dale Ledebuhr, 1-616-467-6109. Sturgis MI. Please call before 8am or after 8pm.

EMU'S: The livestock of the future. Now hatching and taking orders for chicks. Call Mid-Michigan Llamas & More. 1-517-662-2165

FREE CATALOG: Wholesale prices. Broiler and pedigree laying chicks, turkeys, ducks, guineas, goslings. Reich Poultry Farms Marietta, PA 17547 Call 1-717-426-3411

LLAMAS: Three young males, grey or carmel. Halter trained. Fine wool! \$500 each, \$1400 for three. Horton Bay Llamas. 1-616-582-7473.

PUREBRED Yorkshire, Hampshires and F-1, boars, 200-400 pounds. Open Gilts, also bred Gilts with Realtime and Sonoray. Information and percentage lean cut. Call 1-517-649-8988.

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.

ROCKY MOUNTAIN ELK, "Livestock of the Future". Whole herd tested. Taking deposits for 1994 calfs. Traverse City, MI. Imperial Elk Ranch 1-616-946-5922

YORKSHIRE SPOT and Hampshire F1 Boars. Ready for service. 906 EXY Avenue, Vicksburg, MI. Call 1-616-649-2803.

**05**  
**Help/Position Wanted**

HERDSPERSON/Assistant herdsman for northwest Michigan 130 head dairy. Housing, benefit package. Position available mid March. Call 1-616-588-2435 or 1-616-547-9195 to request application and interview.

**05**  
**Help/Position Wanted**

CARETAKER COUPLE: Maintenance and caretaker couple for small estate located in northern Oakland County. Duties include; grounds and lawn maintenance, repairs, limited seasonal house cleaning. Must have experience. Furnished caretaker house available. This is a full time position. Good wages. Excellent opportunity! Please send your work history and other pertinent information to: MFN, Box 6, File A, Stanton, MI 48888.

HERDSMAN NEEDED for 130 cow Central Michigan Dairy Farm. Must have recent experience in all aspects of dairy operation. Will consider leasing or purchasing your cows. Wages, benefits and housing negotiable. 6 days per month off and 2 weeks paid vacation after 1 year. Send letter of application and resume to: Zeeb Farms, 2840 Herbison Rd, Bath, MI 48808. (Confidentiality assured)

**06**  
**Agricultural Services**

BIRD FERTILIZER SERVICES. 1100 N Irving, Greenville. Fertilizer, chemicals, seed, lime, feed. Soil testing, truck spreading and custom spraying. Call 1-616-754-3684.

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.

HONEY BEES: Restock your hives with Nuc's. Available mid April. Full range of patented pollination also available. Call 1-616-429-0719.

HONEY BEES for pollination for fruit and vegetables. Call 1-517-872-2914, Cass City.

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.

STARTERS, alternators, generators. Rebuilt for cars, trucks and tractors. Diesel and heavy duty work. In business since 1970. Armature Rewind and Rebuilding, Bay City. 1-517-686-3450

**07**  
**Auctions**

DOMESTICATED ELK & DEER AUCTION, March 13, 1994. 2105 245 Road, New Castle, CO 81647. People who are interested in an alternative livestock venture should attend this auction. There will be many high-quality elk and deer for sale. All are welcome to join the Annual Elk Meeting, March 12 in Glenwood Springs. For more information, call Garfield Livestock Market, Inc. Porter Toft, 1-313-876-2006 or Dan or Mary Roderick, 1-303-876-2636.

MERRITT AUCTION SERVICE Now booking Farm Auctions. Sales managing, complete set up, clerks, cashiers, tents. Four Auctioneers! Call Greenville, 1-616-754-9437.

**08**  
**Building Materials**

BUILDINGS: Canceled orders. Two Quonset Steel Arch Buildings, 42'x78' and 51'x94'. Selling for balance owed. Brand new! Call Larry at our factory, 1-800-866-2534. Serious inquiries please. Arch Building Systems, Inc.

**09**  
**Real Estate**

20 ACRES: Hillsdale County. OK'd for mobile or build. Paved road! \$25,000. Some woods, Terms. (F-781) Faust Real Estate 1-517-263-8666

400 ACRES of well drained beautiful farm land. Farm borders river for approximately 1/2 mile. Great hunting! 3 good barns, machine shed, 3,000 bushel grain storage, 2-car garage and a nice well maintained farm house. Call 1-906-478-3421.

80 ACRE WHOLESALE NURSERY growers of Evergreens, Trees, Shrubs, Perennials. Complete setup includes house, 3 barns, Air-ream office, 15 polyhouses, equipment, nursery stock, marketing system. Terms! Great location! Southwest Michigan for 27 years, major highways, large cities nearby. Appointment to see how "money grows on trees". Michigan Farm News, Nursery Business, P.O. Box 6, Stanton, MI 48888.

AGRICULTURAL LAND for rent in Romulus, Wayne County. 45 acres, Huron River Drive, just north of Eureka. Call 1-517-548-6646 weekdays for information.

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Call **1-800-968-3129** for details





09

Real Estate

**FORMER DAIRY FARM:** 118 acres, Oceana County, near Lake Michigan and Stony Lake. Four bedroom farm house, oak kitchen, original woodwork, several newer barns. Sell all or part, \$189,900.

Roger Simon  
Vollmer Inc., Realtors  
1-616-894-5611

**LUTHER, MICHIGAN:** Ten square acres on county road, nice building site, wooded with small marsh on one corner. Little Manistee River and state land nearby. \$10,000. Call 1-313-634-4909.

11

Wanted to Buy

**BUYERS OF STANDING** timer and veneer logs. **Devereaux Sawmill, Inc.** Pewamo, MI. Call 1-517-593-2552.

**CENTRAL MICHIGAN METALS:** Buyers of all grades of scrap metal. Call Kevin Ferguson, 1-517-386-2409 or 1-800-835-1170. 1215 East Maple Road, Clare, MI 48617

**WANTED:** Old motorcycles, snowmobile and off road vehicles. 1965 and older. Call JD, 1-517-678-0583.

12

General

**DEBT RESTRUCTURING:** 8 years practice representing Michigan family farmers. Specializing in reorganization! Experienced in many agricultural issues, including PA116 requests. Attorney Daniel Kraft, 1-517-485-0985.

**FOR SALE:** Complete equipment for making maple syrup. Large stainless cooker, fire pots, 3 stainless bulk tanks. Much more! Call 1-517-635-7813. Marlette, MI.

**FRENCH STUDENTS** in Agronomy are searching for farms which would accept them as apprentice for 1 or 2 months next summer. For more information, write to: Coralie Mouton, ASIS, 113 rue J. d'Arc, 54000 Nancy, France.

**AFFORDABLE** Dental Insurance is here! For just a \$5 co-pay per visit you'll have routine exams, x-rays, cleanings and more covered at 100%! Call your local county Farm Bureau office or 1-800-292-2680 for more information.

**HORSE DRAWN** bob sled, walk behind beat lifter, plow, cultivator. Harpoon and grapple hay forks, antique fanning mill, Zenith wringer washer. 100 used cement blocks, page wire fence, steel post, farm gates. 1-517-652-8140 evenings.

**KENCO HIGH SPEED** mulch layers. Call 1-618-634-2587.

**HARDY OUTSIDE WOOD FURNACE:** Eliminates fire danger, odor, inside mess. Heats home, domestic water, pools. Burns 12 hours! Stainless steel construction, easy installation. 1-800-743-5883. **Jamboree Acres Distributor**

**ARE YOU GETTING** a fair deal from your current propane supplier? Let Farmers Petroleum Cooperative, Inc. quote your LP gas needs. Call 1-800-579-3637 in Caro or 517-882-2822 in Lansing.

**PERMANENT STEEL BUILDINGS** No seconds. State of the art manufacturing. Monthly specials. Call Nick 616-754-0643.

12

General

**PORTABLE COMMERCIAL** sawmill. Cummings diesel engine, right hand, two 56" blades, air set dogs, hydraulic log turner and deck, electric control booth, two blade edger. \$15,000 firm. Call 1-810-694-2281.

**PRESSURE TREATED** fence posts, hi-tensile fence supplies. Installation crew available.

Nevill Supply  
1-517-386-3517  
1-517-386-2382

**INTRODUCTORY OFFER:** \$60 per ton; animal bedding made from recycled newspaper, chopped not shredded. More absorbent-less flies-less odor. 70# bales.

Clean Future  
1-517-876-6051  
Turner, MI

**SET OF FIVE TIRES:** P235/75 R15 M&S, only 2,500 miles, \$300. Two trailer house axles, one with brakes, tires included. \$300. Call 1-517-839-0059.

**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.

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Cecil, Ohio  
419-399-4777

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**WEST MICHIGAN BARN RESTORATION.** We repair or replace foundations of all kinds, roofs, floors, beams, sidewalls and doors. Structural Straightening and painting. No Sunday calls. 616-924-4151.

14

Antiques/Collectibles

**WORLD WAR I AND II Military Relics wanted:** Leather Flight Jacket Samani Swords Squadron patches Metals and badges Daggers and Knives Also buying Old Wooden Airplane Propellers, Tobacco, Cigar cutters. Also any Cigar advertising, Fruit jars, antique telephones, oak wall phones and candlestick phones. Call **THE CASPIAN SEA**, Greenville, MI 616-754-9224 or 616-754-8892, or stop in. We are located in the center of town across from FMB bank, next to Haan's bakery.

15

Special Events

**BRANSON, MISSOURI:** April 14-17 and April 21-24, \$299.00 each. All trips include shows, transportation, lodging and meals. Algoma Snow Train with optional casino, March 11 and 12, \$120.00 each. Holland Tulip Festival, May 11, \$29.00 each with dinner.

**HAINES TOURS**  
Route 3, Gladwin, MI 48624  
1-517-426-7725

**GOING TO FLORIDA?** SAVE with theme park discounts for Disney, Sea World, Busch Gardens, Universal Studios and more. Call your local county Farm Bureau office or 1-800-292-2680 today.

16

Financing

**CALL Home Refinance Loan Specialists LIVE 24 HOURS.** Cash in 7 days. Bankruptcy OK. Call 1-800-223-9699 (616 area only) or 1-616-285-3243.

**FOR DISPLAY AD INFORMATION CALL 1-800-292-2680 EXT. 3201**

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**Tracks Make Their Way to More Farm Equipment**

15

**THE TRACKMAN COMETH** - A Gehl skid steer loader forges through a muddy quarry on Trackman endless rubber tracks from Goodyear. Gehl recently joined the growing list of agricultural and industrial equipment manufacturers offering a Trackman as original equipment or retrofit. Trackman provides better maneuverability, traction and less damage to terrain than wheeled vehicles, according to Goodyear.



Farm and industrial equipment manufacturers are making tracks to a product that makes their equipment more maneuverable, versatile and environmentally friendly.

The Gehl Co. is the most recent addition to the growing list of equipment manufacturers to endorse and use Goodyear's Trackman endless rubber track. Gehl offers Trackman on its line of skid steer loaders.

Manufacturers endorsing Trackman as original equipment or as a retro-fit through their dealers are: J I Case, Melroe and Mustang.

"We also are working with a number of other manufacturers such as Kinze Mfg., Christianson Inc., Byron Enterprises, Kelderman, DeSheppers, Gilbert & Riplo and H&S Co.," said Rob Andrew, marketing specialist with Goodyear. "Goodyear's rubber track keeps their equipment on the job in conditions that would sideline conventionally wheeled vehicles."

Trackman fits over conventional rubber tires as a retrofit and is installed by letting air out of the tires, slipping the track onto the vehicle and reinflating the tires. It also can perform as either friction or positive drive on OEM undercarriages.

**EPP Spending in '95 About the Same as 1994**

The 1995 budget puts spending for export subsidies at about \$1 billion, unchanged from the estimated level of 1994, according to *Knight-Ridder News*. However, actual EPP spending for fiscal 1995, which begins in October 1994, could be much lower, if the Uruguay Round of the General Agreement on Tariffs and Trade (GATT) takes effect next year.

Under the GATT deal, the U.S. and its primary foreign competitors would drastically cut agricultural export subsidies, but there is some question of whether the new GATT rules will become effective in July 1995, as originally intended, or be moved up to January 1995. EPP expenditures could be reduced more, if the earlier date prevails.

Since the Export Enhancement Program was enacted in 1986, USDA has spent between \$500 million and \$1 billion a year on export subsidies to combat export subsidies paid by foreign competitors, primarily the European Union.

**1993 Michigan State University Corn Yield Trials**

**North Central Michigan Average of Huron, Montcalm & Mason Counties Early Trial Highlights\***

Brand	Hybrids	% Moist	1993 Yield	\$ Value/Acre**	1993 DeKalb Adv/Bag***
DeKalb	DK381.....	19.1	161.7	\$386.79	
	DK401.....	19.3	149.0	\$355.51	
	DK471.....	22.6	168.3	\$384.90	
	DK485.....	24.8	167.0	\$370.91	
	<b>Average</b> .....	<b>21.4</b>	<b>161.5</b>	<b>\$374.52</b>	
Pioneer	3861, 3921, 3876, 3751, 3769.....	21.4	154.5	\$358.67	\$50.37
Northrup King	N2933, N2409, N2879.....	20.8	143.1	\$334.93	\$123.96
Great Lakes	GL450, GL471.....	23.6	152.3	\$343.63	\$ 96.99
Asgrow	RX433, RX497.....	23.7	151.2	\$340.80	\$105.77
Cargill	2927, 3427.....	21.4	152.5	\$354.25	\$ 64.07
Ciba	4070, 4172, 4120.....	20.5	136.6	\$321.01	\$167.12
Callahan	C725, C729, C7425X, C7435X, C7434X, C7337.....	21.8	146.0	\$337.40	\$116.31
	Amcom	PSX3333, PSX4747.....	22.5	134.3	\$307.54
Golden Harvest	H2331, H2349.....	22.8	161.0	\$367.24	\$ 23.80
<b>PLOT AVERAGE</b> .....	<b>21.7</b>	<b>147.4</b>	<b>\$341.08</b>	<b>\$104.90</b>	

\* A complete listing of University Yield Trials are available from your DeKalb DSM.  
\*\* Value = \$2.50/bushel and .03/PT. drying charge to 15.5%.  
\*\*\* 3.1 acres planted/80,000K bag.

**517-892-1114**



# 16 Orchard Farmer Keeps out Deer with Underground Fence

John and Martha Torrice display the components to their deer control system. Their idea qualified them for American Farm Bureau's national "Farmer Exchange" contests.

Tired of suffering heavy losses from deer damage to his 100-acre orchard, northern New York apple producer John W. Torrice literally took his battle against the offending animals underground – with the help of his two dogs.

"Dogs and deer are natural enemies," says the Oswego farmer. "Deer don't go where dogs roam free."

In New York state, it is illegal for dogs to chase deer in their own habitat, but if private property is enclosed by a fence, it is no longer deer habitat, reasoned Torrice.

"When I thought of this idea, I got in touch with our Department of Environmental Conservation right away to make sure that it would be legal," Torrice explained. "We were told the invisible fencing constituted a fence, that once the orchards were fenced in, they were no longer deer habitat and, therefore, legal."

Using a modified subsoiler, Torrice buried a copper stranded wire at the rate of 1,500 foot an hour. The wire does not carry electricity, just a harmless radio signal developed from a transmitter located in his barn.



His dogs were then outfitted with special collars containing battery-operated receivers, which give an electronic signal when the dog gets within 30 feet from the

fence. A mild shock is received if he gets even closer.

The dogs are kept year around in the orchards, and have access to food and hous-

ing. If a dog must be taken out of the orchard for any reason, such as to the vets, Torrice said the collars are removed and the dog is taken out in a pickup or van to discourage the dogs from running through the invisible fencing.

The dogs are allowed to roam free in the orchard, thus discouraging deer from feasting on fruit buds and damaging new plantings, which had been costing Torrice between \$10,000 and \$15,000 a year.

The Oswego farmer says the system has many applications, such as orchards, ornamental nurseries and Christmas tree farms, to name a few. He says it eliminates the need for visual fencing, the fence line does not have to be weed-free and there is no need to harass or destroy deer.

Torrice said the only problem they've encountered with snow and cold is that batteries must be replaced more often on the dog collars, and more dogs are needed to cover the same acreage as the snow gets deeper. Typically, however, Torrice estimates that two dogs should be able to cover 50 to 60 acres.

The fence should have a 15- to 20-year life and is virtually maintenance free. The only regular expense is replacement of dog collar's batteries every three or four months. That costs about \$35 per dog, per year, according to Torrice.

The installation costs were also considerably cheaper, says Torrice, noting that conventional deer fences would have cost him nearly \$40,000 to enclose his 120 acres of orchards. With the invisible fencing, labor and material, Torrice figures he's invested only \$3,900 for his system.

By discouraging the presence of deer, the expense of deer harassment is reduced as is the need for corrective pruning of the trees. Trees more quickly reach their full productive potential, and the increased production cuts unit cost.

"This system costs us one cent per day for power, 40 cents per day per dog for food, and nearly \$75 per dog per year for shots and vet visits," Torrice said. "Annual cost for this system for two dogs is \$880. Compared to the \$15,000 in deer damage we were getting, we think this is good investment."

### System Legal in Michigan

According to Michigan Department of Natural Resources's George Burgoyne, chief of the Wildlife Division and Herb Burns, chief of the Law Enforcement Division, although no one in Michigan is currently doing it, the invisible fencing technique would be permissible under existing law in Michigan.

Despite reservations of just how successful the dogs would be in keeping deer out of orchards, Burgoyne encourages producers who are considering this approach to contact their local DNR officials or the nearest DNR regional/district office so they can monitor the results.

"I would certainly be interested in having our field people be aware of any farmers wanting to try and to be involved," Burgoyne said. "I would want our biologist to be aware of the experiment so that we can keep an eye on it. If it looks like it does well under certain circumstances, but not others, we'd want to be aware of that."

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