**Policy debate headlines**

77th MFB annual meeting

The 1996 Michigan Farm Bureau annual meeting attracted national attention for its debate and resulting policy stance on reducing Michigan's deer population. ABC World News Tonight correspondent Ron Claiborne (left) interviewed Northwest Michigan Farm Bureau member Bob Gregory at his Cherry Bay Orchards in Suttons Bay about the size and scope of the impact deer have on his operation.

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**Michigan's 1996 Young Farmer Achievement Award winner**

Diversity is the key to Kerlikowske's success

Michigan's 1996 Young Farmer Achievement Award winner, Ed and Tina Kerlikowske from Berrien Springs (Q), have been able to diversify their farm successfully. They have 21 acres of grapes, 10 acres of red raspberries, and the balance is rotational field crops.

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- Sugar beet growers announce sugar contract changes
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- Discussion Topic: Some farmers question accuracy of assessments
- Pioneer seed corn plant quietly confident in Constantine
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- Fire's push for resolution...
Liberal issuance of out-of-season shooting permits following:

- Liberal issuance of out-of-season block permits at

- Extension of the firearm deer season, for antler-sioility of sound scientific management of wildlife.

Proposal G, which was approved by Michigan voters in November 1996, extends the firearm deer season by an additional seven days conditional in that the deer are antlerless, provided the harvest of antlerless deer must be increased and the harvest of antlered deer is limited to one per deer season. The Natural Resources Commission must scientifically study the effects of baiting on overpopulation and disease then enact a quantity restriction that will help avoid these problems.

The NRC contends for deer hunting during firearm season.

- Any other technique to increase the antlerless harvest.

Finally, if Michigan's white-tailed deer population is not brought down to 1.5 million, Farm Bureau will call for another two-weeks killing, as liberal as possible, through a class-action lawsuit. We believe the following two questions must be resolved legally in order to protect agricultural businesses from further financial losses:

- Do private landowners have the legal right to manage overpopulation of wildlife on their land in order to avoid economic losses through destruction of their crops?
- If the NRC continues to limit the number of permits for the firearm deer, will the number of permits be reduced enough to allow for full compensation and provide for landowners who are unable to control the destruction of their crops? If yes, Jan. 1, 1999, the NRC is reducing the number of permits to 25 million below.

Michigan Farm Bureau members have stated they support
giving landowners in overpopulated areas, including those with agriculture, the ability to kill any deer they consider destructive. The state of Michigan should be obligated to
evaluate and initiate, if feasible, a class-action lawsuit against the state of Michigan for the loss of economic dollars.

Farmers have the ability, through a broad range of tools, to control pests — including insects, rodents, and even deer — that have the potential to destroy crops. The objective of pest management is not total annihilation — the goal is managed control. The DNR has admitted that 98 percent of deer killed were harvested and not harvested-crops. Farm Bureau believes farmers should have the ability to control destruction of ornamentals.

Hunting access to farmland can always be improved. Farmers and landowners who rent farmland to hunters must be protected from damage that can occur in the future.

In 1996, Farm Bureau policy recommended numerous measures the DNR could implement, including the following:

- Reduction of the firearm deer season, for antlerless only, prior to Nov. 15 and following Nov. 30.
- Limited issuance of out-of-season block permits at no charge to landowners in overpopulated areas, or to farmers with damage during that year.
- Limited issuance of out-of-season shooting permits to landowners in overpopulated areas. These permits must allow for the landowner to seek

Pioneer plans eight 
Bt corn seed varieties

Seed company Pioneer Hi-Bred International will be offering eight varieties of Bt corn for planting this spring, according to Patti Goldsmith.

The news follows a recent federal clearance for Monsanto's Bt crop. Bt crops can be designated as genetically engineered and Bt corn seed varieties.

Farm income expected to drop in 1997

The Agriculture Department said net farm income will likely drop to $46 billion in 1997, which would be the lowest level since 1982. The department said the decrease would come from lower grain prices, a department report said.

The Ag Department's recently increased world grain stocks would force grain prices to decline. USDA estimated crop receipts of $120 billion next year, below the $132 billion projected for this year. Livestock receipts will nearly double, up from $78 billion in 1996, but feed costs will increase this year, to $75 billion.

OMNIGATIONAL BRIEFS

Michigan Farm Bureau holds annual meeting

The Michigan Crop Improvement Association (MCIA) and Michigan Foundation Seed Association will host the annual meeting on Thursday, Feb. 20, 1997, at the Bastian Inn lodge in Frankfort.

MCIA holds annual meeting

The Michigan Crop Improvement Association (MCIA) and Michigan Foundation Seed Association will host the annual meeting on Thursday, Feb. 20, 1997, at the Bastian Inn lodge in Frankfort.

Small farmers exit hog business

Small farmers are getting out of the business, as this month marks the first time that farmers with more than 2,000 hogs control more than 96 percent of the nation's herd. While such sites account for just 3 percent of the total number of hog farms, they account for 51 percent of the hogs, says USDA.

The government outlay to farmers also is expected to decline next year, from $7.8 billion in 1996 to $6.4 billion in 1997, the nation's hog-herding herd is the smallest on record for Dec. 1, says USDA.

Pioneer Hi-Bred International will be offering eight varieties of Bt corn for planting this spring, according to Patti Goldsmith, who described the news as the "central" event of the company's growers meeting.

Farmers are not likely to change their planting plans for the upcoming season, Goldsmith said.

The news follows a recent federal clearance for Monsanto's Bt crop. Bt crops can be designated as genetically engineered and Bt corn seed varieties.

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STATE ISSUE

Subdivision Control Act

Status: Passed the House and Senate on Dec. 12.

- Changes the name of act to "Land Division Act"
- Allows certain land divisions to be exempt from meeting plating requirements (i.e., new review by local government, drain commission, road commission, public health department).

The following land divisions are exempt from meeting the plating requirements:

- Division of a parcel or tract that results in the following (Defines a parent parcel or parent tract at that parcel or tract which is lawfully in existence on the effective date of the amendatory act):
  - 4 parcels for the first 10 acres or fraction thereof
  - 1 parcel for each whole 10 acres in excess of the first 10 acres
  - Up to a maximum of 11 additional parcels

- For each whole 10 acres in excess of the first 10 acres

- If the parent parcel is 20 acres or larger, 2 additional parcels are permitted if either of the following occur:
  - A new establishment is built and none of the previous parcels have a driveway access to a previously existing road
  - One of the above resulting parcels comprises not less than 60 percent of the area of the parcel or parent tract

Division of all new parcels created after the effective date of the act if all of the following are met:

- At least 10 years have passed since the parcel or tract was recorded

The following examples do not result in more than the following number of parcels, whichever is less:

- 2 parcels for the first 10 acres or fraction thereof

- 7 parcels or more of the resulting parcels comprise not less than 60 percent of the area of the parcel or tract being split

The following land divisions are also exempt (not included in the above number of exempt parcels and approved by the local government):

- Each parcel does not have a width or area less than required by a local ordinance
- Each parcel has access to a public or private road via a driveway or easement
- If the parcel is a division of an existing parcel, proper approval is given for on-site water supply and sewage disposal
- Adequate guarantees for public utilities

The property may be located within the vicinity of a farm or farm area. Generally accepted agricultural and management practices may generate noise, dust, odors and other associated conditions may be used and are protected by Michigan Right to Farm Act.

Current Law

The following land divisions are exempt from meeting the plating requirements:

- Land divisions that do not cumulatively create more than 4 parcels every 10 years, each of which is 30 acres or less in size.

Continued on page 4

Number of "Exempt" Parcels that Can Be Created — Subdivision Control Act — SB 112

Scenario 1 — Land remains as 1 parcel under the same ownership for 20 years.

<table>
<thead>
<tr>
<th>Parent Parcel Size (acres)</th>
<th>CURRENT LAW (4 additional parcels away 10 acres)</th>
<th>Initial exempt parcels</th>
<th>Redefinition of remaining parcel after 10 years</th>
<th>Redefinition of remaining parcel after 20 years</th>
<th>TOTAL for 20 year period under SB 112</th>
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</tbody>
</table>

Don't cheat your wheat...
See the difference in yield!
Better root systems
Healthier Plants
Easier Harvesting
Increased Profits from Increased Yields
Proven Performance
For more information see your local ACA dealer or call Grower Service Corporation at Lansing: 800-882-0010

Increase Wheat Yields
Now is the time to treat wheat with ACA to gain your advantage. ACA can be incorporated on your fall fertilizer starter or topdressed in the spring to boost your yields.

Michigan & Ohio Yields
ACA treated wheat has shown an average of 7.1 bushel/acre yield increase over the past eight years with a low of 4.98 and a high of 13.16 bushel/acre.

RATIONAL ISSUE

Deferred Payment Contracts

Recently, the Internal Revenue Service took action against a farmer who sold grain under a deferred payment contract. The IRS maintained that when calculating the Alternative Minimum Tax they may over, the farmer must claim the income in the tax year the deferred payment contract was signed rather than the year in which the income was actually received.

Farm Bureau opposes the IRS action on income received under the deferred payment contract is treated for income tax purposes. Farmers face wide swings in income due to weather, markets and other factors that are beyond their control. Farmers use deferred payment contracts to balance income fluctuations by selling a commodity in one year and delaying payment until the next year. The IRS action can result in additional tax liabilities for farmers.

Farm Bureau believes the IRS has taken a position that is inconsistent with the intent of Congress and the historical treatment of deferred payment contracts. Farmers use deferred payment contracts specifically to allow farmers to use the cash basis method of accounting and farmers have used deferred payment contracts for years without a similar problem ever arising.

Congressman George Nethercutt will introduce legislation that will: introduce legislation when the new 105th Congress convenes to clarify that deferred payment contracts can be used by farmers for both their regular and Alternative Minimum Tax calculations. Michigan Congressman Nick Smith (R-Addison) has cosponsored the bill. A similar bill will be introduced in the Senate. Michigan's U.S. Senator Spencer Abraham has announced he will cosponsor the Senate bill.

Action Needed: Please contact your U.S. Representative and ask him/her to cosponsor the deferred payment contract bill to be introduced by Congressman George Nethercutt.

MFB Contact: Tim Goodrich, ext. 2040.

STATE ISSUE

Uniform Condemnation Procedures Act

S.B. 778 amends the Uniform Condemnation Procedures Act. It requires the Michigan Department of Transportation to pay for the entire parcel if the remainder is adversely affected by the purchase of a portion of the parcel. The Department would be given the option to not receive title on the remaining parcel. It also allows the Department to seek a variance if the remaining parcel were nonconforming with local zoning.

In addition, the bill allows the Department access to tax returns and documents pertaining to the assessment of the property in question before entering into negotiations with the property owner. This information must be kept confidential.

Title could not be withheld from the agency unless there was a disagreement over necessity.

An MFB amendment was adopted in the House Transportation Committee to give the landowner records, within 50 days, all the money currently deposited in escrow when there is a court dispute over just compensation. Currently, the landowner must wait until the rate is transferred or until the time of possession by MDOT to receive the money deposited in escrow.

Status: Public Act 474 of 1996. The bill has immediate effect.

MFB Contact: Tim Goodrich, ext. 2048.

STATE ISSUE

Diesel Discount

S.B. 746 revises the motor carrier fuel tax by raising it from 15 cents to 21 cents per gallon. The diesel discount will continue for miles driven in the State of Michigan. In addition, it repeals the 25c per bill diesel fuel sticker fee.

In effect, a commercial trucker will pay 9 cents at the pump and pay an additional amount on their quarterly reports to equal 21 cents. In addition, a credit will be given for the 6 percent sales tax paid on gas purchased in Michigan.
**STATE ISSUE**

**Subdivision Control Act**

continued from page 3

Number of "Exempt" Parcelsthat can be Created - Subdivision Control Act - SB 112 Scenario 2 - remaining land is divided into 90 acre parcels after 10 years and then each 90-acre parcel is divided 10 years later to maximize number of exempt divisions

<table>
<thead>
<tr>
<th>Parent Parcel (4 additional parcels allowed over 10 years)</th>
<th>Initial exempt divisions</th>
<th>Remaining parcel after 10 years</th>
<th>Remaining parcel after 20 years</th>
<th>TOTAL for 20 year period</th>
<th>Allowable exempt divisions</th>
<th>S.B.112 Exempt Divisions Allowed - 160 Acre Example</th>
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</table>

NOTE: All calculations using 2 acres as lot size. Two bonus lots allowed under S.B.112 are included.

- land divisions that create parcels larger than 10 acres in size
- land divisions that transfer property from one parcel to another contiguous parcel

Potential number of exemptions S.B. 112 S.B. 112 may minimize the total size of a subdivision by allowing parcelization of land parcels that are less than 10 acres in size.

Potential number of divisions S.B. 112 allows each remaining parcel to be exempted by platting. However, S.B. 112 may now accelerate the creation of a large number of building sites without an opportunity to consider the full public and community impact of that development.

Rather than minimizing the number of land divisions exempt from the platting requirements, S.B. 112 allows a much larger number of small parcels to be exempt from platting in the future than allowed under current laws (20 parcels under S.B. 112 versus 4 parcels under current law). Another bigger loophole has been created which exempts land divisions S.B.112 could allow for exempt divi-
sions to accumulate over time. For example, after platting one parcel off of a 120 acre parcel parent, the ability to create 16 exempt parcels will remain. In another 10 years, the new remaining parcel would be eligible for another 10 parcels. A development creating 24 home sites could be reviewed without full review by appropriate public agencies.

In addition, while all parcels less than 10 acres in size will have to meet a 4.1 depth to width ratio, S.B. 112 exempts parcels 10 acres or larger, unless a local zoning ordinance applies. The 10 acre "bowling alley" lots and "zero lot line" lots present today could still be created under S.B. 112.

**MFB Contact:** Scott Bertietext, 269-444-7248

**STATE ISSUE**

**Youth Employment Standards Act**

**Act (detasseling)**

R ep. Odenier introduced HB-5752 on April 23, 1996. The bill was referred to the Committee on Committees and Detasseling. The bill was moved to the Senate on Nov. 13, 1995 on a vote of 60 Yeas and 38 Nays. The bill was sent to the Senate Agriculture and Forestry committee where it was reported on Dec. 5, 1995. The Senate passed the bill on Dec. 13, 1995 on a vote of 26 Yees and 11 Nays. The bill has been presented to the Governor and he has 14 days to sign or veto. It is expected the Governor will sign the bill.

The bill expands the hours a minor 16 or 17 years of age may be employed in FARMING OPERATIONS INVOLVED IN THE PRODUCTION OF SEED OR IN agricultural processing for greater periods of time than current law allows. The definition of "FARMING OPERATIONS INVOLVED IN THE PRODUCTION OF SEED OR IN agricultural processing for greater periods of time than current law allows."

**MFB Contact:** Howard Kelley, ext. 2044.

**STATE ISSUE**

**Employeremployee vs. landlord/tenant**

Recently the Senate Agriculture and Forestry Committee took testimony on the fire bill package concerning Employer Rent-Free Housing. Robert DeBlyon, a Farm Bureau member and vegetable grower and processor from Zeeland, was the only person present representing rental tenants. The Senate Agriculture Committee. DeBlyon also testified before the House Ag committee at which time the legislation in both chambers is the same. DeBlyon is the farmer who took the issue of the Employer provider housing to court and won, thus establishing the legal relationship of Employer / Employee vs. Landlord Tenant law. The bills were sponsored by Senator North, chair of the Agriculture and Forestry committee, and Senator McManus. Co-spon-

sors of the bills include Senators Gatz, Geoghen and Schotte. Laws to be amended include the Public Health Code, the Revised Judgments Act of 1961, Landlord Tenant Act; Trust in renting act and the Michigan consumer protection act.

- SB 1158 - EMPLOYEE HOUSING (McManus) includes employer's provision of rent-free housing to employees from truth in renting act.
- SB 1159 - EMPLOYEE HOUSING (McManus) defines employer's provision of rent-free housing to employees from landlord-tenant relationships act.
- SB 1160 - EMPLOYEE HOUSING (McManus) defines employer's provision of rent-free housing to employees from landlord-tenant relationships act.
- SB 1161 - EMPLOYEE HOUSING (North) includes employer's provision of rent-free housing to employees from Michigan consumer protection act.

**MFB Contact:** Howard Kelley, ext. 2044.

**STATE ISSUE**

**Youth Employment Standards Act**

**Act (detasseling)**

Rep. Odenier introduced HB-5752 on April 23, 1996. The bill was referred to the Committee on Com-
Each day we light the way for you and other farmers across the state — providing the power that keeps you in business. But our commitment to you doesn’t stop there.

We have a 24-hour, toll-free number to answer your energy service questions. Plus, we’ve established a dedicated, toll-free number so we can respond to your questions about stray voltage. And, with 39 Customer Service Centers state-wide, we’re ready to serve you.

We’re also working with key agricultural organizations like Michigan State University Extension and the Michigan FFA on issues that impact your productivity and profitability.

We’re proud to serve 20,000 farms — more farms than any other utility in the state — and we’re committed to helping you succeed every step of the way.

For stray voltage questions call 1-800-252-VOLT

For other service questions call 1-800-477-5050

Consumers Energy
Count on Us
December-February farrowing intentions were reported as 101 percent and March-May intentions at 98 percent of the previous period. This level of intentions would result in 85 percent less than last year, and a 5-year average of 85 percent. While this may make the number lower at a lower rate, it also indicates that prices now fall will be near last year's prices.

The number of operations with hogs dropped 13 percent from 1995. Places with over 2,000 hogs accounted for 3 percent of the operations and 25 percent of the inventory. Operations over 5,000 head accounted for 35 percent of the total inventory. Contractions of these larger units accounted for 21 percent of the total U.S. hog inventory.

Michigan breeding numbers were down 11 percent. Indiana held even, Illinois dropped 15 percent, Minnesota's herd was off 2 percent, and Iowa's numbers were down 7 percent. On the plus side were North Carolina up 14 percent, Kansas up 27 percent, Oklahoma up 16 percent, and Colorado up 15 percent.

I'm looking for forward pricing opportunities, after the sharp increase in futures due to the report. Hopefully the good things look pretty good due to other things. I'm interested to see some further increases in the fall contracts.

Monsanto Co. to split

The Monsanto Company has announced that it will spin off its chemical division to stockholders and become exclusively a life sciences company, focusing on agriculture, food, and health care markets.

Monsanto life sciences products are generally herbicides, food ingredients, drugs, and technology products. Monsanto will continue to make Roundup weedkiller and the Nutrasweet sugar substitute, even though those products are chemicals. Monsanto also plans to create "nutraceuticals," which are more nutritious foods such as potatoes that absorb less oil and more valuable canola oils.

The chemical operations will become a separate company and marketing chemical products. The non-food operations will include nylon fibers, plastics and phosphates. The chemical division accounted for 41 percent of corporate sales last year.

Balanced budget backers growing

The likelihood of Congress passing a constitutional amendment to balance the budget is increasing, according to a story recently in USA Today. There's a strong case for Congress approving an amendment in 1997 and that enough state legislatures will ratify it to become part of the Constitution sometime in 1998. The American Farm Bureau Federation is a strongponent of the amendment. Supporters say this year's congressional elections have helped set up the right political environment for the amendment in both the House and Senate. Opponents say Republican losses in the House propels the amendment chances and puts its fate in doubt. If it passes, Congress, the amendment is off the table, and we will see how it all turns out. It could lead to 25 or more states, leaving the few last as national battlegrounds.

"We will pass hands in the states," said Vermont Gov. Howard Dean, who next month becomes chairman of the Democratic Governors Association. "We want a balanced budget amendment. Anything less is not a much help, there's no reason not to put it. I think even Democratic states will ratify it."
1996 Michigan State University
Corn Yield Trials

**DK471**
- 4th Place out of 62 hybrids, Monroe County - Early
  - 166.3 bpa @ 17.9%
- 9th Place out of 50 hybrids, Huron County - Early
  - 157.4 bpa @ 25.6%

**NEW!**
**DK477**
- 1st Place out of 50 hybrids, Huron County - Early
  - 135.5 bpa @ 22.0%
- 1st Place out of 50 hybrids, Montcalm County - Early
  - 164.4 bpa @ 25.9%

**DK493**
- 4th Place out of 49 hybrids, Huron County - Late
  - 127.0 bpa @ 26.7%
- 8th Place out of 49 hybrids, Montcalm County - Late
  - 166.7 bpa @ 24.0%

**DK527**
- 1st Place out of 70 hybrids, Ingham County - Early
  - 161.4 bpa @ 22.6%
- 2nd Place out of 70 hybrids, Kent County - Early
  - 160.9 bpa @ 20.9%

For complete details, see the Michigan State University 1996 Corn Yield Trials reprinted in this issue of Michigan Farm News.
Experts join forces to help boost dairy profits

Farm Credit Services has joined forces with Michigan Milk Producers Association (MMPA), AgriSolutions and Michigan State University (MSU) to sponsor a first-of-its-kind statewide conference for dairy producers dedicated solely to learning how to improve profits. Dairy Profit U., a one-day conference at MSU’s Kellogg Center Feb. 26, will focus on educating farmers about challenges the dairy industry can expect to face in the next 10 years, and how to position their operations to respond profitably to those shifts and changes.

Dairy industry experts from across the Midwest will present timely, insightful information that farmers can use now to start preparing their operations for increased profits. Following is a list of speakers and topics:

- Keynote speaker Dr. David Kohl, of Virginia Tech’s Department of Agricultural Economics, will examine “The Dairy Industry — Yesterday, Today and Tomorrow.”
- Andy Berry, national sales manager at AgriSolutions, will present “Financial Planning, Programs and Training — Curriculum Planning.”
- Keynote speaker Dr. David Beede, of Michigan State University’s Center for Dairy Profitability, will discuss “How Are Positioning Our Dairy Farm Business for the Future.”

Panelists will address the following topics:
- “Making your future more predictable. You may find better ways to run your farm, quality protection from Michigan’s largest farm insurer.”
- “Consumer prices. Delegates voted to decouple Class I and Class II products (fluid milk, yogurt, butter) from Class III and Class IV products (cheese, butter, and milk powder) to reduce wide swings in milk prices. Delegates ultimately went on record supporting the federal order reorganization.”
- “Herd control is the taking of antlerless deer during the regular firearm season. The deer season is limited, so it’s best to register early.”
- “Dairy Profit U. offers dairy farmers with the opportunity to continue education and access to industry experts’ advice and consultation.”
- “The Dairy Outlook for the Next 10 Years.”
- “Making your future more predictable. You may find better ways to run your farm, quality protection from Michigan’s largest farm insurer.”
- “The Dairy Outlook for the Next 10 Years.”

For more information and to register, call John Diland at MMPA at (989) 572-5826.

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January 15, 1997
Yield monitors glean unexpected lessons

Prices drop during fourth quarter of Marketbasket Survey

Consumers got a break at the supermarket line during the fourth quarter of 1996, according to the American Farm Bureau Federation’s latest informal survey of retail food prices. Farm Bureau’s Marketbasket Survey showed a 52-cent drop in selected items from the third quarter.

American farmers paid $2.527 for 16 select items on the survey during the fourth quarter, down from the third quarter’s $2.579 figure. It marked the first decrease of the year as food prices edged higher during the first three quarters. The cost of Farm Bureau’s marketbasket is $1.96 higher than a year ago.

While pork products were a big factor in price increases earlier in the year, they also contributed to the drop during the fourth quarter. A pound of bacon, which jumped 68 cents during the first three quarters, dropped 23 cents this quarter. Shoppers paid $2.944 for bacon this quarter, compared to $3.177 during the third quarter. A pound of pork chops cost $3.27, down 9 cents.

Ken Nye, director of Michigan Farm Bureau’s commodity and environmental division, isn’t surprised by the downward in bacon prices which normally fall this time of year. "Bacon is still somewhat of a season product," said Nye. "It is a summer-demand product. The high demand for bacon is still for sandwiches. We are out of the bacon, turkeys and hams season.”

Nye said the trend is changing somewhat with fast-food restaurants such as McDonald’s and Burger King adding bacon to many of their popular items.

Of the 16 items surveyed nationwide, seven jumped in price during the third quarter. Following a trend of the past year, dairy prices increased during the fourth quarter. A pound of cheddar cheese increased 22 cents to $5.31. A gallon of whole milk, which jumped 13 cents during the third quarter, slowed down a little this survey with a 4-cent increase to $5.58.

The higher milk and cheese prices partially reflect increased grain prices farmers had to pay during the past year. Other increases included ground chuck, $1.56 per pound, up 13 cents; mayonnaise, $2.56 per 8-ounce jar, up 12 cents; sliced roast turkey, $2.77 per pound, up 8 cents; eggs, $1.10 per dozen, up 4 cents; and cereal, $2.62 per 10-ounce box, up 1 cent.

A five-pound bag of flour represented the sharpest price decrease during the fourth quarter, dropping 27 cents to $1.17. Other decreases included: Russet Potatoes, $1.55 per 5-pound bag, down 24 cents; apples, 90 cents per pound, down 18 cents; whole Pyrex, 91 cents per pound, down 6 cents; white bread, $1.09 per 20-ounce loaf, down 6 cents; corn oil, $2.36 per 32-ounce jar, down 6 cents; and vegetable oil, $2.17 per 23-ounce jar, down 6 cents.

American Farm Bureau, the nation’s largest general farm organization, conducts the quarterly marketbasket survey to help track retail food prices to ensure they are in line with prices received by the nation’s farmers and ranchers.

While grocery prices have gradually increased throughout the year, the farmers’ and ranchers’ share remains steady. The farm value of each food dollar spent at the grocery store totaled an average of $1.63 per dollar spent during the fourth quarter, down 23 cents. Labor, at 35 cents, is the largest component of the consumers’ food dollar.

Volunteer shoppers from 35 states participated in this latest survey in mid-November. With the 62-cent drop, the $32.27 figure represents the second highest average since the survey started in 1989. The third quarter average this year was $32.79.

You expect to see corn rootworms, northerns, maybe southerns. But are you at risk for the aggressive western as well? One insecticide controls them all, more consistently. Whenever they hit, COUNTER LOCK’N LOAD: Longer-lasting, safer to handle. Count on it.

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Figure 1 — This yield map, documenting damage in a corn field, prompted the landlord to take measures to reduce the local deer population.
New Wave Cooperatives increase producers' bottom lines

Workshop at Frankenmuth to focus on value-added co-ops for Michigan producers

A group of farmers in North Dakota is using its own wheat to produce pasta. Another group in Minnesota is turning soybeans it grows into building material.

In both cases, the farmers formed a cooperative that turns out a value-added product that increases their return on investment.

"The New Wave Cooperative concept of producer ownership of value-added agricultural processing facilities is a way for producers to expand their income potential beyond the farm gate by channeling processing profits back to the farm," explains Michigan Farm Bureau Commodity Specialist Bob Bethell. "The number of new-wave cooperatives has increased dramatically in the northern plains area and particularly in the Minnesota/North Dakota region with over 22 value-added ventures formed in the last several years."

"These new cooperatives put the farmer in control of what is taken from the farm and placed before the consumer," says Jim LeCureux, Michigan State University Extension agricultural agent. "This is a major leap forward in promoting the concept of producer ownership of value-added agricultural processing facilities, and producers are working in Minnesota and North Dakota, and as a cooperative can be financed and operated."

"The original model for all of these ventures is the American Crystal Sugar Company which was purchased by a sugar beet farmer in the early 1970s," says Bethell. "The organization has been very successful in continuing with the recent completion of the $261 million producer-owned Pro-Gold corn sweetener facility."

The conference will focus on what constitutes a value-added cooperative, how it functions, how well cooperatives are working in Minnesota and North Dakota, and how a cooperative can be financed and operated.

"The conference model for all of these ventures is the American Crystal Sugar Company which was purchased by a sugar beet farmer in the early 1970s," says Bethell. "The organization has been very successful in continuing with the recent completion of the $261 million producer-owned Pro-Gold corn sweetener facility."

The conference will cost $9 if registration is made by Jan. 10. Registration can be made by calling Michigan Farm Bureau at 800-292-2960.

More information about value-added cooperatives can be obtained from LeCureux at 517-269-6099.

The conference is being sponsored by MSU Extension, the Michigan Department of Agriculture and Michigan Farm Bureau.

Renaissance zones could attract value-added processors to central Michigan

It's an attempt to revitalize the economies of several areas in Michigan. Gov. John Engler recently designated several areas across the state as renaissance zones. While this designation brings about tax breaks that may attract new businesses and boost prosperity in the zones, it's a special plus for Gratiot and Montcalm counties. Farmers and other citizens in these two counties hope that the new designation will attract agricultural processors to their area.

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### Renaissance zones could attract value-added processors to central Michigan

### Workshops at Frankenmuth to focus on value-added co-ops for Michigan producers

### New Wave Cooperative concept

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Michigan's 1996 Young Farmer Achievement Award winner

Continued from front page

and matched it to the market." he says. "We shipped as far as from the very tip of Florida to right into the East Coast and all over." Challenges of a young farmer today

Ed and Tina, along with Tina's parents, have faced many challenges in making their operation successful. Both agree that land availability will play an important role in the future growth of their business.

"We're under pressure from development of housing," Ed illustrates. "It seems like everybody from the city wants a little piece of property that's a scenic view where they can put their $250,000 house and call it home.

"If you see something that wasn't farmed last year or during the season," Tina notes, "he'll go find the owner and ask him what he's doing with it, if he'd like to rent it or maybe even sell. It's a pretty big issue. We know quite a few people around here -- if land comes available, it's taken up just like that.

Advice for young farmers

"One thing I guarantee is that I hope I never lose the ability to listen to my elders," he says. "I've gained more knowledge from them than I did through four years of college or anything else or any book they can possibly give you. It makes me upset to see some of the young farmers just looking at the older farmers as obstacles when they should be gleanings years and years of experience they've had from them."

"The biggest thing is to start slow, start at a crawl and then eventually get a little base underneath yourself," Kerlikowske suggests.

"If you have no family background or a person that you can get information off," he advises, "I would probably recommend going to work for an operation that deals in what you would like to do. If you're going to go into fruit production or vegetable or dairy, whatever it may be, you can gain invaluable knowledge from ground level."

"I've got a four-year degree in horticulture," Ed adds. "At first I really didn't know how much of that was going to help. But I'm doing quite a bit. I really enjoy when my husband comes home and says, 'I have a new idea.' It's really exciting -- seeing him look into that and asking me what I think. And it feels really good to be involved and to be a part of it."

What about the future?

"Although the American farmer of today is the most technologically advanced that's ever been in history and is producing far more than they ever have before, we still never quite close to a situation where if we had a couple of bad seasons nationwide, we'd be in a world of hurt," Ed's wife, Tina, who started working for the Kerlikowske family farm in the produce stand, intends to continue growing that portion of the business into their retail shop and other markets in the area.

"I want to eventually have kids and grow our own labels," she jokes. "I want to be as involved as possible. I love working quiet a bit. I really enjoy when my husband comes home and says, 'I have a new idea.' It's really exciting -- seeing him look into that and asking me what I think. And it feels really good to be involved and to be a part of it."
Farmland values rose 7 percent during the past year, according to the Agricultural Statistics Service. American farmland, excluding Hawaii and Alaska, carries an average price of $890 per acre.

A small sampling of increases among Midwestern, Plains and Mountain states include Iowa, up 6.9 percent to $1,442 per acre; Wyoming, 7.5 percent, $566; Nebraska, 6 percent, $652; South Dakota, 5.5 percent, $319; Montana, 4.5 percent, $289; and Minnesota, 4.2 percent, $976.

After inflation, U.S. farmland values were up 4.4 percent.

As advertised, a major shift of the jet stream in mid-December from troughing across central sections of North America to a west to east zonal configuration has resulted in mild, spring-like weather during late December and early January. Average temperatures for December included much below normal readings early in the month and much above normal readings late, with monthly means generally showing positive departures of 2-4°F above normal. Much of this positive departure was due to abnormally warm nighttime minimum temperatures, which in turn were associated with cloudier than normal conditions. Precipitation for the month was generally above normal, due mainly to an active storm track across the region.

In contrast to much of the Upper Peninsula where snowfall was heavy (similar to adjacent sections of the northern Great Plains and Upper Midwest where winter conditions so far have been severe), the majority of precipitation across Lower Michigan fell in the form of rain or mixed rain/sleet/snow.

The official NOAA long lead outlook for January and the 90-day January-March period is basically unchanged from last month, calling for near equal probabilities of below, near, and above-normal temperatures and precipitation. In other words, climatology. Besides a tendency for warmer than normal temperatures across southern sections of the country and for wetter than normal conditions across sections of the southwest and southern Great Plains, the equal probabilities forecast also applies to much of the remainder of the country.

Both statistical and dynamical computer forecast tools continue to hint at steady warming of the equatorial Pacific region into the coming summer, however, possibly leading to El Nino conditions by this Fall, and even to forecasts of milder than normal temperatures across northern sections of the U.S. for the winter of 1997/98.

### Michigan Weather Summary

<table>
<thead>
<tr>
<th>City</th>
<th>Temp (°F)</th>
<th>Precip (in)</th>
</tr>
</thead>
<tbody>
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<tr>
<td>Marquette</td>
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<td>Alpena</td>
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<tr>
<td>Port</td>
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</tr>
</tbody>
</table>

*All data based on historical averages.
Air bags: Should you worry?

**Air bag safety tips**

To minimize the risk of injury from an air bag:

- **Always wear your seat belt.**
- **Sit far away from the air bag as possible and don’t lean forward on your seat.** Safety officials recommend 12 inches as a safe distance from the wheel or passenger-side dash.
- **If the steering wheel dashboard or the passenger-side door are moved forward or back, position it as far from you as possible and aim it at your chest, not your face.**
- **If you’re in the market for a new car, try several to see which one ‘fits’ best, allowing you to sit farther back.**
- **Never place a rear-facing infant seat in the front of a car with a passenger air bag.**
- **Make sure children younger than 12 sit in the back seat and are buckled in or strapped into a child seat appropriate for their age and weight.**

Source: National Highway Traffic Safety Administration

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**Risks to adults**

But data on the potential harm to adults have been harder to come by. One major reason is that the crash tests used for adults are based on what’s known in the industry as a “50th percentile male” — a 5’10”, 165-pound male dummy without a seat belt, positioned with the car’s seat in the middle slot. Under those artificially average circumstances, air bags work extremely well to prevent serious injury at the standard crash-test speed of 30 miles per hour. But the regulations currently don’t require automakers to test new cars for people who are shorter or taller than this standard — despite the fact that more than 40 million women in the United States are 5’3” or shorter.

When testing began, seat belt use in the United States was low, only about 15 percent of the population. These days, use is up — on average, about 70 percent of Americans buckle up. This means that, in many cases, an air bag may not need to inflate as much force as it was originally designed to.

Now that more cars on the road are equipped with air bags, the patterns of injuries related to the devices are becoming clearer. An analysis of 18 adult drivers killed by air bags since 1990 showed that 15 were women under 5’7”. One passenger, a 98-year-old woman, also died. The critical factor is proximity. Because shorter drivers, as well as passengers, tend to sit farther forward, they are closer to the bag when it deploys — at speeds up to 200 miles per hour. Hunching forward over the steering wheel, as even some people of average height do, has the same effect.

“When the air bag comes out, it’s bunched up in a little ball, like a fist,” says Judge Bolens, Ph.D., of the National Center for Injury Prevention and Control. By sitting farther forward, people make contact with the bag while it’s still balled up, before it has time to inflate fully and cushion the impact of the crash. The inflating bag is also more likely to hit shorter people in the head instead of the chest.

**What to do**

Experts agree that the best way to minimize injury and maximize air bag safety in a crash is to wear a seat belt. Air bags are meant to provide supplemental protection in front-end collisions. Wearing a belt keeps you from being thrown forward, toward the deploying air bag, as the car jobs to a stop. Of the 18 adult drivers mentioned above, 10 were not wearing seat belts. Two other drivers apparently had slammed forward or blacked out from illness before the crash and were therefore closer to the air bag when it deployed.

It’s also important to sit as far back in the seat as possible, to give the air bag room to inflate. The recommended distance from the wheel or passenger-side dash, Dr. Bolens says, is about 12 inches.

Some news reports have recommended that shorter drivers purchase seat belt extenders — small blocks that attach to the car’s pedals — so that they can ride the seat further away. But these devices are designed for people with disabilities and are available only through companies that have authorized them.

The design of a car can also make a difference. Shorter drivers in the market for a new car may want to try out a few to see how they “fit.” In addition to differences in design, like how deeply the pedal is set, some car have tilting steering wheels that can be pushed away from you, or seat that can be raised for better visibility. Experts advise that tiltable steering wheels be positioned so that the inflating air bag will not hit you in the chest, not the face.

Safety officials also warn that people shouldn’t try to disable an air bag in their own. Federal regulations prohibiting car dealers and mechanics from de-activating air bags are being reconsidered. Newer models of some vehicles without a rear seat, like pick-up trucks, come with an on-off switch for the passenger air bag, so that a child can ride in front safely.

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**Source:** National Highway Traffic Safety Administration
**Vegetables: Gimme Five**

Potatoes, tomatoes, onions and iceberg lettuce. The four most popular vegetables in the United States often end up as french fries, potato chips, tomato sauce on pizza, and ketchup, lettuce and onions on Big Macs and Whoppers.

Don't get us wrong: There's nosuch thing as a bad vegetable. Most are loaded with fiber, vitamins and some minerals. All are low in fat. And all but the beans and lentils are virtually fat-free (the avocado's fat is mostly monounsaturated, the least harmful kind).

But more important, researchers find that people who eat more vegetables are healthier. Which vegetables do what?

**Rooting for benefits**

So far, researchers only have clues. For example:

- **People who eat more vegetables rich in beta-carotene have a lower risk of cancer, including colon, lung, and possibly bladder, esophagus, larynx, mouth, pancreas and throat. That doesn't mean beta-carotene is a protecter. Researchers now think that beta-carotene could simply be a marker for other phytochemicals that apparently go together.**

- The **whole fiber** — and possibly the **flavonoids** — in some vegetables may cut the risk of heart disease.

- **Starch is less common among vegetable cases, possibly because of the vegetables' potassium.**

- **People who eat spinach and other leafy green vegetables, that are rich in a carotenoid called lutein, have a lower risk of blindness due to macular degeneration, a deterioration of the retina.**

- **Because no one's yet been able to prove cause-and-effect, experts keep it simple: Just eat more vegetables — three to five servings a day (plus two to four servings of fruit) — and you're bound to get whatever it is that's good for you.**

**How they're scored**

Each vegetable's "score" (at right) was determined by adding up its percent of the Daily Value for two vitamins, three minerals, carotenoids and fiber. The fiber numbers are brand new, as published by the U.S. Department of Agriculture. Instead of including vitamin A in the score, the major carotenoids were added up: alpha-carotene, beta-carotene, lutein, lycopene and beta-cryptoxanthin. Some are converted into vitamin A by the body; some are not.

Certainly it's too early to say which, if any, protect against cancer, blindness or other illness. And it, says, lutein and not the others turn out to be protective, a score that includes the other four may give a false reading of a vegetable's value.

Nevertheless, the uncertainty and imprision of a carotenoid measure was chosen because carotenoids are more likely than vitamin A to prevent diseases like cancer. (If nothing else, the vegetables that are rich in carotenoids are good sources of vitamin A.)

**So, how'd they do?**

- **The top bananas (Scores greater than 100)**
  - No matter how you rate vegetables, two groups always elbow their way to the top: the leafy greens, like spinach, kale and Swiss chard, and the deep orange-yellows, like sweet potatoes and carrots.
  - Most of these vegetables are important sources of vitamin C and carotenoids. (That's why researchers use "carotenoids" as a marker for other phytochemicals that are often present.)
  - Some vegetables are also high in fiber. The fibernumbers are brand new, as published by the U.S. Department of Agriculture.

- **The also-rans (Scores less than 50)**
  - The most impressive: Half a cup of cooked broccoli has 48 percent of the Daily Value for carotenoids (48 points), plus 97 percent of the Daily Value for vitamin C (97 points), 9 percent for fiber (9 points), 10 percent for folate (10 points), 7 percent for potassium (7 points), and 4 percent each for calcium and iron (4 points). That gives it a score of 179 points.

**Vegetable scores**

<table>
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</table>

**Source:** Nutrition Action Healthletter, December 1996

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**Vegetables that rate between 5 and 9 percent of the Daily Value (DV):**

- Lettuce, romaine (1/2 cup), red (1/2 cup)
- Spinach, raw, cooked (1/2 cup)
- Tomato, whole (1/2 cup)
- Squash, summer (1/2 cup)
- Zucchini, raw (1/2 cup)
- Broccoli, raw (1/2 cup)
- Spinach, raw (1/2 cup)
- Red bell pepper, chopped (1/2 cup)
- Tomato, red (1/2 cup)
- Tomato, yellow (1/2 cup)
- Tomato, orange (1/2 cup)
- Tomato, beef (1/2 cup)
- Tomato sauce (1/2 cup)
- Ketchup (1/2 cup)
- Lettuce, iceberg (1/2 cup)
- Lettuce, romaine (1/2 cup)
- Spinach, raw (1/2 cup)
- Tomato, whole (1/2 cup)
- Squash, yellow (1/2 cup)
- Squash, summer (1/2 cup)
- Broccoli, raw (1/2 cup)
- Spinach, raw (1/2 cup)
- Red bell pepper, chopped (1/2 cup)
- Tomato, whole (1/2 cup)
- Tomato, red (1/2 cup)
- Tomato, yellow (1/2 cup)
- Tomato, orange (1/2 cup)
- Tomato, beef (1/2 cup)
- Tomato sauce (1/2 cup)
- Ketchup (1/2 cup)
- Lettuce, iceberg (1/2 cup)
- Lettuce, romaine (1/2 cup)
- Spinach, raw (1/2 cup)
- Tomato, whole (1/2 cup)
- Squash, yellow (1/2 cup)
- Squash, summer (1/2 cup)
- Broccoli, raw (1/2 cup)
- Spinach, raw (1/2 cup)
- Red bell pepper, chopped (1/2 cup)
- Tomato, whole (1/2 cup)
- Tomato, red (1/2 cup)
- Tomato, yellow (1/2 cup)
- Tomato, orange (1/2 cup)
- Tomato, beef (1/2 cup)
- Tomato sauce (1/2 cup)
- Ketchup (1/2 cup)
The United States has the highest death rate from fires of all developed countries. Space heaters, fireplaces, wood-burning stoves, electric blankets, Christmas lights, overloaded electrical circuits — all together make winter the season for home fires. Don't think that all electrical circuits are totally safe; all too often these make a win-win situation for home fires. Don’t think that all electrical circuits are totally safe; all too often these make a win-win situation for home fires.

The survey found patients who had received a new diagnosis or diagnosis of a major health problem, and patients who traveled a considerable distance for their care were most likely to remember and follow what their doctor had discussed with them.

A "2" rating means twice as much extinguishing capacity as a "1," but it's not always the heavier the better. The extinguisher — but it's not going to buy a model too big to handle. The C models have no rating.

In general, an "all-purpose" extinguisher (labeled ABC) is safe for use on all common household fires. The best choice to hang in the kitchen, however, is an extinguisher labeled BC. Mount the device away from heat sources, preferably near an exit.

To make sure all family members know how to use the extinguisher (for instance, it should be aimed at the base of flames). Make sure any extinguisher you buy is simple to use and easy for you and your family to lift and remove from its wall mounting. It should have some kind of safety catch to avoid accidental firing. And there should be an easy-to-read pressure gauge — remember to check it occasionally to make sure the pressure has not dropped too low. If it needs to be refilled, check the instructions on the side or look in the back pages under "fire extinguishers."

Words to the wise: Don't let a fire extinguisher make you overconfident. Use it only when you're sure that everyone has left the house and someone has called the fire department. And use it only if the fire is small and your back is in a safe exit. If any one of these conditions isn't met, or you're simply not sure whether you should stay to do battle, just get out — fast. And close the door behind you.

Source: University of California at Berkeley Wellness Letter, January 1987

Whatcha say, Doc?

Patients frequently don’t remember what their doctor tells them, according to a Mary Clifft study. The study focused on the results of general medical exams given to 956 patients. Researchers collected information from both patients and physicians about health problems and cardiovascular risk factors uncovered in the exams. They found that patients, surveyed at home after the exam, did not remember 60 percent of health problems diagnosed by their physician, including 54 percent of their most important diagnosed health problems. Some of the most frequently diagnosed health problems not reported by patients included hypertension, colorectal polyps, obesity, osteoarthritis and tobacco abuse.

Study author Dr. Sheila Schein believed the low level of agreement between physician and patient is due to a number of factors — misinterpretation of medical terminology used by doctors, "selective listening," and denial of the presence of health issues such as obesity and tobacco use. Also, patients and physicians may differ in their perception of the importance of a health problem.

Don’t let a fire extinguisher make you overconfident. Use it only when you’re sure that everyone has left the house and someone has called the fire department.
Knee replacement surgery can relieve pain and restore mobility

Your knees. Over a lifetime, these hard-working joints helped you walk, jump, dance — even climb a mountain.

But years of wear, tear, injury and perhaps arthritis have taken their toll. At first, one or both of your knees ached a bit after a long walk or lively tennis match. Now, simple, everyday activities are painful. Rest and medication are no longer effective.

Once, painful knees would have sidelined you permanently. That may not be true today. Knee replacement surgery now helps more than 137,000 Americans get back on their feet each year. It may be the treatment you need to resume an active, pain-free lifestyle.

### Cartilage cushion

Your knee is an engineering marvel. More than a simple hinge, it has one of the widest ranges of motion of any joint in the body. Not only does it bend, but it also slides, glides and swivels. In addition, it absorbs the force of up to seven times your body's weight when you use it.

To do all this requires a symphony of bones, muscles, tendons, ligaments and other tissues working together.

The bottom end of your thigh bone (femur) rests atop your shin bone (tibia). When you bend your knee, the ends of these two bones move against each other, much like a hinge. In between is a cushion of cartilage — tough, shiny-white tissue that keeps the bones from rubbing together.

Ligaments connect the thigh and shin bones, while muscles and tendons stabilize the joint and enable it to move. Your kneecap (patella) helps protect the joint and anchors important tendons.

### Replacing diseased tissue

Time, injury and disease can affect all of these parts. Pain, swelling and stiffness can result.

But since the 1970s, knee replacement surgery has offered people with chronic, debilitating knee pain a chance to resume an active lifestyle. Also known as total knee arthroplasty (arthroplasty), the procedure has become as successful as hip replacement surgery — one of the century's best-known medical advances.

<table>
<thead>
<tr>
<th>Healthy knee</th>
<th>Osteoarthritic knee</th>
<th>Artificial knee</th>
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<td>Scope for your thighbone and shinbone, and high-density plastic to replace eroded cartilage within the joint and on your kneecap.</td>
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Knee replacement surgery can repair damage from osteoarthritis and other inflammatory conditions. The artificial joint has metal alloy caps for your thighbone and shinbone, and high-density plastic to replace eroded cartilage within the joint and on your kneecap.

X-rays of an osteoarthritic knee before and after knee replacement surgery.

Knee replacement surgery involves removing or resurfacing parts of your thighbone, shinbone or kneecap, and putting in a prosthesis made of metal alloy and high-density plastic. Pain relief comes from replacing the diseased bone or tissue with the new knee parts.

While most who undergo knee replacement surgery are age 60 or older, surgeons occasionally replace knees in people who are younger. However, the active lifestyles of younger people may cause greater wear and stress on the artificial knee, requiring it to be replaced in the future.

### Common causes

The most common reason for surgery is osteoarthritis, which causes a gradual deterioration of the cartilage between the thigh and shin bones. Without the shock-absorbing cartilage, the bones begin to rub together, causing pain.

Less common reasons for knee replacement include:

- Rheumatoid arthritis — An inflammation of the tissue surrounding your joint, rheumatoid arthritis can cause deterioration of cartilage and other parts of the joint.
- Post-traumatic arthritis — This type of arthritis results from a knee injury and can cause debilitating pain even years later.

### Realignment and replacement

Before recommending surgery, your doctor may advise you to first try pain medication, physical therapy, anti-inflammatory medication, avoiding activities that cause pain, and, if necessary, losing weight. If these aren't effective, surgery may be an option.

The procedure is performed by an orthopedic surgeon, a doctor who specializes in the musculoskeletal system. The operation lasts about two hours and is done under spinal or general anesthesia.

Much of the operation focuses on getting your joint ready for the new knee. After making an incision, your surgeon moves aside your muscles, kneecap and connective tissues. Before the area is ready for the prosthesis, diseased bone must be removed.

Your existing connective tissues are realigned and will continue to hold the joint together after the prosthesis is in place. Leg bones damaged by arthritis may also need to be realigned.

The prosthesis usually consists of several parts not directly connected to each other. One of the largest is made of metal alloy and attaches to the end of your femur where diseased bone has been removed.

Another major component, also of metal alloy, resembles a tray on a pedestal. The surgeon attaches the pedestal of the tray into the shaft of your shinbone. The platform of the tray has a surface of high-density plastic. It provides a resting place for the metal component attached to your tibia. The plastic acts as the new joint's cartilage.

The replacement may also include another small component — a circular piece of plastic that attaches to your kneecap to replace cartilage or damaged bone.

### Return to activities

After surgery, you'll stay in the hospital about five days. During this time, you'll undergo physical therapy to help you get used to your new knee. You'll also receive antibiotics to prevent infection and anti-coagulant medication to prevent blood clots.

When you return home, you'll likely need crutches or a walker for about six weeks, and then a cane for another three to six weeks. But after your recovery period, you should be able to resume many of your favorite activities, including:

- Walking
- Dancing
- Golfing
- Swimming
- Bicycling

### New lease on life

Follow-up visits with your doctor are important. Infrequently, problems such as wear, infection and loosening can occur with your new knee.

However, for most who undergo surgery, new knees are a new lease on life. Six years after surgery, about 95 percent of those who have had knee replacement surgery are pain-free and have experienced no breakdowns of their new joint.

If your knee is keeping you on the sidelines, surgery may be one way to get you back on your feet and back into life.

An artificial joint includes, among other components, metal alloy caps for your thighbone (top piece) and shinbone (bottom piece). High-density plastic on the shin component replaces lost cartilage.

Surgons can use a bone cement (methyl methacrylate) or a cementless prosthesis. The cementless prosthesis has a roughened, porous surface that allows the bone to grow directly into and around it. Mayo Clinic surgeons prefer using bone cement to anchor the parts of your new knee in place. They believe cemented prostheses have less chance of early loosening and developing other problems. New methods of manufacturing and applying the cement may also improve outcomes.

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Discover... The Synchrony® STS Yield Advantage
Here are the seed companies offering varieties of STS soybeans that are available across the Midwest for the 1997 season. Purchasing STS seed is the first step in the Synchrony STS seed/herbicide system.

### Purchase STS soybeans

<table>
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<tr>
<th>Step 1</th>
<th>Purchase STS soybeans</th>
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<td>AgraTech Seeds Inc.</td>
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<td>Champaign Landmark, Inc.</td>
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<td>Chemgro Fertilizer Co. Inc.</td>
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<td>Co-op Seed, Inc.</td>
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<td>DeKalb Plant Genetics</td>
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<td>Delta and Pine Land Company</td>
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<td>Diener Bros. Seeds</td>
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<td>Pierson Seed Producers, Inc.</td>
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| Step 2 | Purchase and apply Synchrony STS herbicide |

plus your favorite postemergence grass herbicide like Assure® II, from your DuPont Authorized Retailer.

| Step 3 | And now two to three more bushels per acre! |

Choose your favorite STS varieties, with exactly the traits and maturity you want...and join in the success! Enjoy what farmers across the Midwest have experienced—a proven yield advantage of two to three more bushels per acre last year from the Synchrony STS seed/herbicide system.

Enjoy clean fields, stress-free beans...and a proven yield advantage of two to three more bushels of beans per acre.
Great Lakes Grazing Conference

You can graze dairy and beef cattle successfully, why not follow deer, buffalo or even chickens?

Discussion about that question is one of the sessions of the Great Lakes Grazing Conference Feb. 17-18 at the McCamly Plaza Hotel in Battle Creek.

Conference registration is $40 for the first person and $25 for each additional person from the same farm if payment is made before Feb. 5. After that date, the price goes up $10. The fee does not include meals ($35 for breakfast, lunch and dinner) or lodging.

The conference will begin at 8 a.m. the first day (Monday) and conclude before noon the second day. A commercial trade show will be a part of the conference.

The discussion about deer, buffalo and chickens is one of the concurrent sessions Monday of the conference. Look for "Broadening Your Horizons." Other topics that morning will be grazing basics — pasture renovation, paddock design, water systems, getting started in grazing — and mastering pasture resource management.

The afternoon program will review past pasture management practices being used in other parts of the world. Dairy and livestock graziers will also relate how they managed to cope with weather extremes ranging from drought to excessive mud in the past several years.

The evening program will consist of a panel of livestock graziers and pasture management experts discussing the future implications of grazing and pasture management for livestock production.

Tuesday's program will have three concurrent sessions on sheep, beef and dairy management.

The session for sheep producers will focus on contracting lambs, working with creditors when financing the flock and stockpiling for forage in winter grazing. It will also include an update on reducing the incidence of parasites in pastures.

The beef production topics will be having and managing stockers and what creditors need to know about financing the beef herd. There will also be discussions on the merits of tricking part of the beef herd to other farms for winter grazing when there is a forage shortfall on the home farm.

The dairy session will focus on raising calves on pasture and grass feeding in the parlor and in the pasture. It will also include a discussion on the value of pelleted feed.

Conference registration and meal costs should be sent to Grazing Conference, OSU Extension, Box 1268, Mt. Vernoh, OH 43050-1268 by Feb. 10. After that date, call 814-397-0403 for registration information.

For lodging, call the McCamly Plaza Hotel at 888-622-2659 or 616-563-7500.

For more information about the conference, write to Ben Bartlett, MSU Extension, U.P. Experiment Station, Box 168, Chalmers, MI 49816-0160, or call him at 906-554-5800. #

Clinton wants fast-track trade authority

One of the Clinton Administration's first legislative initiatives for 1997 will be to seek renewal of its fast-track trade negotiating authority, which allows expedited congressional ratification of trade agreements with no amendments.

The initiative is expected to be marked by heated debates regarding the administration's ability to negotiate labor and environmental trade issues. Those issues have killed two previous attempts to pass fast-track legislative proposals.

The White House wants a "swath" fast-track bill — one that could be used to negotiate several free trade agreements and would allow those accords to include labor and environmental provisions.

Critics of that approach say the immediate goal should be more simple — adding Chile to the North American Free Trade Agreement.

Senate Majority Leader Trent Lott (R-Miss.) supports fast track, but he is concerned about fast-track authority that would open the door to environmental and labor parl. 

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New "Gene-Stack" corn hybrids represent giant technology leap

For the first time in plant breeding history, corn hybrids are nearing commercialization that "stacks" genes by biotechnology, giving the hybrids the ability to possess multiple beneficial traits including resistance to different types of herbicides, diseases, insects and even poor soil conditions.

"The genes that have been carefully selected and implanted in these hybrids are like defense shields. They protect the plant under assault from insects and disease or when incompatible herbicides are used. The breakthrough here is that several genes can now be put into one high-yielding hybrid," says Michael Martin, research director for ICI/Garst, based in Slater, Iowa.

Combinations of different stacked traits in hybrids are being field-tested by ICI/Garst. Pending final yield results and approvals from all companies involved, ICI/Garst expects to release a hybrid that resists the intlinotilinone-binding (IMI) herbicides from American Cyanamid and the glufosinate-ammonium-based herbicide, Liberty, from Agrii. "Hybrids with more than one herbicide resistance conferred by biotechnology represent the next evolution of herbicide-resistant plants and a positive breakthrough in crop management tools for farmers," says Stephen G. Duke, weed scientist at the Agricultural Research Service in Stoneville, Miss., and editor of the recently published book, Herbicide-Resistant Crops.

"ICI/Garst is developing these gene-stacked hybrids to give farmers more management options and control flexibility. Our main objective is to maintain yield integrity and keep the seed affordable," says Col Seccombe, president of ICI/Garst. Pricing of the new stacked hybrids has not been finalized, but Seccombe says the economic benefits to the grower will be maintained.

With the new technology, a hybrid may be loaded with several traits — for example, having both the ability to resist certain herbicides as well as certain diseases like gray leaf spot or tolerant soil conditions such as high pH. "We're tailoring products for specific market niches and needs," Seccombe says.

Another principle combination is inserting the herbicide-resistance gene in a high-yielding hybrid that also resists European corn borers by incorporating Bacillus thuringiensis (Bt) genes. ICI/Garst plans to test its own novel strain of Bt in a hybrid that is also resistant to Liberty herbicide. The company is referring to this combination as "BTE." The company is calling the process of incorporating more than one genetic trait into a hybrid, "G*STAC," which stands for "Garst State of the Art-Crops." Growers are likely to see this on company seed bags in the future.

ICI/Garst will make the transition to Garst Seed Company in 1997. Liberty is a registered trademark of Agrii.

G*STAC is a trademark of ICI/Garst. BTE is a trademark of ICI/Garst (Garst Seed Company).

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Congratulations to Michigan's Young Farmer Award Winners

Young Farmer Achievement Award

Ed Kerlikowske, Jr., of Benton County received the Young Farmer Achievement Award. Kerlikowske also will receive $500 in cash from Dodge Truck, a $1,000 product certificate from Great Lakes Hybrids, a Carhartt jacket courtesy of Blue Cross Blue Shield and an all-expense paid trip to the American Farm Bureau Federation annual meeting.

Kerlikowske and his wife, Tina, own and operate a 285-acre produce and fruit farm. Kerlikowske is active in Farm Bureau activities serving as Young Farmer and policy development chairman and has participated in the Lansing Legislature and Washington Legislative Seminars.

CRP contracts extended

According to an analysis conducted by USDA, conservation reserve program (CRP) contracts on approximately 12.4 million acres of land that were to have matured on Sept. 30, were extended for one year. That accounts for 87 percent of the 14.3 million acres that were scheduled to expire on Sept. 30.

Because of the extensions, contracts on 21 million acres of CRP land will now mature on Sept. 30, 1997. Previously, USDA expected that 1997 expiration would have targeted 14.3 million acres, and said it is an area that needs updating.

Ways and Means Chairman Archer targets ethanol

There are a growing number of reports that Ways and Means Chairman Bill Archer (R-Tex.) is targeting the ethanol tax credit for elimination or modification. When asked if he would be willing to eliminate some tax breaks for corporations, Archer called the tax credit "anachronistic" and said it is an area that needs updating.

Farm Bureau has written a letter to Chairman Archer stressing the importance of ethanol tax credits to farmers and consumers and stating AFBF's support for continuation of the credits.

Discussion Meet Winner

Ingham County's Steve Cheney rallied his way ahead of 50 other young farmers in Michigan's Young Farmer Discussion meet at the 1996 state annual meeting.

Cheney competed against five other finalists discussing the topic, "Is our nation's trade policy in the best interest of American agriculture?"

For winning the contest, Cheney will receive a $75 savings bond compliments of Monsanto, $500 compliments of Dodge Truck, $1,000 Great Lakes Hybrids products, and an expense paid trip to Nashville, Tenn., for the American Farm Bureau Federation annual meeting.

Cheney was born and raised on his family's hog farm in Mason. He currently works with the Michigan Soybean Association and other agricultural organizations as well as being president of the Ingham County Farm Bureau and chairman of the Young Farmer Committee.

Outstanding Young Ag Leader Award

Ostia County Farm Bureau President Joseph Marhoefer earned the distinction of Michigan's 1996 Outstanding Young Agricultural Leader Award through his efforts not only in his county Farm Bureau, but in other agricultural organizations such as 4-H, local FFA Alumni president, member of Pheasants Forever, and Trustees, and active in the local church.

Marhoefer and his wife, Liza, are owner/operators of a 200 hog operation on 280 acres near Blodgett. He is responsible for herd health and daily operations, feed trials, field test plot and manure application plots. They have three children: Timothy, 8; Daniel, 7; Thomas, 5.

For his achievement, he will receive $500 from Dodge Truck, $1,000 worth of products from Great Lakes Hybrids Inc., an all-expense paid trip to the American Farm Bureau national annual meeting, and a Carhartt jacket from Blue Cross Blue Shield of Michigan and MFB.

Karnal bunt found in Georgia

The Agriculture Department recently announced the causal agent of the wheat fungus Karnal bunt was found in wheat from seven counties in Georgia. The affected counties are Morgan, Houston, Green, Jackson, Jasper, Johnson and Macon.

Nine states are now affected, including Missouri, California, New Mexico and Texas, where areas of those states are quarantined to prevent movement of infected wheat. Other states where positive wheat samples have been found include Alabama, Oregon, Tennessee and Washington.

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As farmland values rise, some farmers question accuracy of assessments

W ith farmland values on the rise and proportionally escalating property taxes, landowners keep a sharp eye on their pocketbooks. Farmland values for tax purposes vary around the state, making some producers wary of property values determined by tax assessors.

The average value of farmland in Michigan was $1,470 per acre in 1996, up $141 per acre or 11 percent from 1995 levels, according to the USDA's Economic Research Service. This latest dollar figure represents a 46 percent increase from 1990, when the average value was $900.

Nationwide, farmland values rose 7 percent during the past year. Demand for land is up because of favorable commodity prices and alternative uses for land (such as development), according to a study by Michigan State University agricultural economists Steve Hanson, Ralph Hepp and Lynn Harvey. Therefore, they say the price of land has also increased. Still, farmers want to be sure their assessments are fair.

Assessing Michigan farmland

In Michigan, property taxes are based on a series of classifications. Land is placed in one of six classifications: residential, commercial, industrial, timber cutover and agricultural. Land is displaced in one of six classifications: residential, commercial, industrial, timber cutover and agricultural. Land is displaced in one of six classifications: residential, commercial, industrial, timber cutover and agricultural.

The use-value assessing program puts some agriculturalists in that class, rather than agricultural. The use-value assessing program puts some agriculturalists in that class, rather than agricultural. The use-value assessing program puts some agriculturalists in that class, rather than agricultural. The use-value assessing program puts some agriculturalists in that class, rather than agricultural. The use-value assessing program puts some agriculturalists in that class, rather than agricultural.

“...and local government activities, rather than a millage...”

Some states basing assessments on its current use, as it couldn’t be used for any other purpose, “I would submit that one of the major differences in those states is that they don’t have the diversity of agriculture — the diversity in soils and climate that we have,” Nelson says. "But in some states it seems to be working fairly well.” These states often use common base crop for agricultural use-value assessing. A soil type that would produce 100 bushels of corn is worth less than land that can produce 200 bushels of corn.

While thoughts on the subject vary, Nelson thinks use-value assessing is not the answer for Michigan. "In this state it could work, except then we layer in the specialty crops, which some states do not have at as extensive as we do. It becomes fairly complex,” he says.

Gene Thornton, director of legislative affairs for the Michigan Townships Association and an assessor himself, also believes that use-value assessing probably wouldn’t work in Michigan, especially with Proposal A in place. This law limits the increase of the taxable value to the Consumer Price Index (rate of inflation) or 5 percent, whichever is lower. "If I take my potato farm and don’t sell it, but I change the use from a potato farm to a rental housing development, it’s limited to what the increase in assessment could be,” he explains.

According to Thornton, it’s not just development that could present problems. “Simply changing the crop on the land, going from a potato farm to a cranberry farm — cranberry land may sell for ten times what a potato farm might sell for — but I couldn’t change the assessment more than the rate of inflation or 5 percent a year.”

Long-term solutions

Several programs in Michigan are designed to protect property owners from unfair assessments. Proposal A, the Homestead Credit Act, Public Act 116 and Public Act 198. Some believe these programs, coupled with Michigan's assessment system, provide a fair property tax structure. Others think adopting a use-value assessing program would be better. "One of the things that may need to be done is a review of law procedures,” Nelson says. "A review of the law might take a look at adding another classification such as rural-residential or recreational land, because some of those may be lumped into agriculture land now.”

According to Nelson, selling ag land for development should not affect the price of that farmland. "It will, in fact, affect it because of supply and demand,” he says. "We’ve got to do a better job separating that land that is agriculture, but very soon will become developed.”

As a result of Proposal A, land that is classified as agriculture is levied six mills school operating, versus all other classes except residential. "Classification becomes critical,” Nelson says. "I think some assessors have taken a second look at what they have classified as agriculture. Maybe or perhaps not appropriately...”

In that case,” he continues, "if the land would otherwise qualify for A. 136, the Farmland and Open Space Preservation Act, you could then file for a claim for ag exemption, which takes you back to the six mills.”

Nelson says it’s important to remember property taxes are a function of both the property’s assessment and the millage rate. The law allows local governments to tax 15 non-voted mills and the rest, of course, are voted on.

Nelson says Farm Bureau members should act if they think their land has been unfairly assessed. "Members could get involved in two ways: one is to approach the board of review with good documentation, and number two is to serve on the board of review,” he says.

Discussion Questions

1. Is Michigan's current assessment system fair? What changes, if any, are needed?

2. Do the six land classifications used by assessors in Michigan adequately represent land uses in the state?

3. How can farmers ensure land is fairly assessed within their communities?

4. Is there a better way to fund schools and local government activities, rather than a millage? What type of tax revenue system would fairly spread costs over those who benefit from them?
Pioneer seed corn plant quietly confident in Constantine

Plant recently receives ISO 9000 quality recognition

According to Garner, each year 4,200 detasslers are hired from area schools. "We're working help. According to Garner, each year 4,200 detasslers are hired from area schools.

 Garner: "You've got Nebraska dealing with under 2 percent unemployment and southeast Iowa at 3.5 percent. What we're looking for is people who didn't realize they wanted a job."

"There's about 40 contractors that will use some of our tools, our payroll system, and we'll actually do the transporting," explains Garner.

"They have approved boxes, G2K drivers and they have to meet all the criteria that goes with it. We also hire 150 people to run the mechanical detassling equipment."

According to Garner, sweet corn presents a unique challenge to avoid cross-pollination in producing. At least 17 different varieties of high quality seed corn are produced in southwestern Michigan. If you have a field of sweet corn adjacent, anything over five acres, you've got to be a quarter of a mile away, which doesn't sound like a lot, but at times it can be," notes Garner. "But a sweet corn patch with just a few plants is a big issue. Knowing where those are, identifying them early to try to either time it so we miss the problem or work with the cooperators and growers on how we resolve it so that the grower doesn't lose seed."

New quality registration for all Pioneer plants

According to Spice, all 19 seed corn production facilities achieved ISO 9000 quality system registration recently.

ISO 9000 is a series of internationally recognized standards for quality management systems that's becoming increasingly popular among companies worldwide. Registration is something like a 'seal of approval' for the way a company ensures quality. Companies pursuing ISO 9000 registration must analyze and document the way they ensure quality and meet 20 standards for business operations. Then they must undergo an audit by an outside, independent authority to prove that they follow their documentation and have met ISO 9000 standards. Registrations apply to the way the company operates, not to a specific product or service.

"Pioneer was the first seed company to get the registration," explains Spice, who headed up the Constantine plant's registration in the widely accepted system. "It's not trying to define what quality is, it's just saying that if you're going to produce a quality product, control your quality, you're going to have to show how you do it. For instance, in the calibration of equipment, we weigh so much corn. How do you know you're weighing the right amount of corn for your tests? What are your standards? You have to define them and how you maintain those."

Achieving the ISO 9000 designation wasn't an easy task, says Spice. "You have to really be able to document how you do your work, how you control your quality, how you calibrate your equipment and your documents, how you train your employees, what your quality standards are and what you do if you're outside those standards."

"We'd like to be able to show through ISO and our quality system that we can self-register or certify our corn," hopes Garner. "There's a potential savings there. I don't know if it will be possible through ISO per se, but it's helpful to change the seed certification industry's views of what's needed to certify seed. So it'll probably come back and achieve that goal."

ISO 9000 is a series of internationally recognized standards for quality management systems that's becoming increasingly popular among companies worldwide.
Sheep industry loses checkoff

Industry leaders announce steps to phase out lamb, wool promotion

S

heep industry leaders announced they will begin the phase-out of the sheep industry's 65-year old promotion program. The announcement came on the heels of the long-awaited but still unofficial word from USDA indicating the sheep industry checkoff, held Oct. 1, failed by a slim margin.

Statistics indicate USDA is still in the audit process on the second referendum with final official word to be withheld until sometime after the first of the year.

But American Sheep Industry (ASI) president and Colorado rancher Steve Raftopoulos said USDA has indicated the results are in.

"The producers of this country have spoken and we will respect their decision," said Raftopoulos, adding ASI has no plans to spearhead a second checkoff plan. "I am deeply disappointed that the nation's producers have chosen not to invest in phase out lamb, sheep and wool promotion."

Raftopoulos said USDA's board of directors at the January American Sheep Industry Convention announced steps to wind down and close the promotion activities of the American Sheep Industry Association, Raftopoulos said. That plan will be put before ASI's board of directors at the January American Sheep Industry Convention in Nashville, Tennessee.

"It is our job to responsibly carry out lamb and wool promotions that have immediate, hard-hitting benefits for the industry and to get the best bang from those last dollars invested in product and industry promotion, education and information," he said. "I anticipate the long-term programs will be terminated in favor of more short-term impact projects. We must move aggressively to do what we can to strengthen the industry's ability to deal with issues on the farm and in the marketplace."

"It is time to hold those groups accountable. They stated support for a national organization and support of promotion," Raftopoulos said. "Our only option is go. I look forward to the options these groups will put on the table to protect the domestic industry's ability to compete in the marketplace."

"There are critical issues the growers will watch," he said. "We want a voice in the decisions and we want to see adequate funding to make a difference in the industry."

"I look forward to the optionsthat these groups will put on the table to protect the domestic industry," Raftopoulos said. "This is a 'no' vote means no programs. I look to the opposition for an answer."

Raftopoulos called on the groups who opposed the referendum to find a better alternative to the checkoff they adamantly opposed.

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Beck 5405...2nd in Branch Co.(Late)-3 Yr. Avg.
Beck 5405...1st in Cass Co. Irrigated (Late)-3 Yr. Avg.

1-800-937-2325 Atlanta, IN 46031
Purchase of Development Rights Workshop Scheduled

Friday, Jan. 31, 1997 1:00-4:00 p.m., Kellogg Center East Lansing. This workshop is sponsored by the Michigan Farm Bureau in an effort to educate landowners about the upcoming application period for the purchase of development rights under the state's Purchase of Development Rights (PDR) program. For more information, call 517/373-3328, Fax: 517/335-3131.

European Commission approves gene-modified corn

The European Commission is apparently finding it difficult to argue with mounting scientific evidence that crops produced through biotechnology are safe. Wednesday, the commission conditionally approved an application from Ciba Geigy AG to market its gene-modified corn. European Farm Commissioner Franz Fischer said marketing of the biotech corn will be allowed "with some labelling conditions." The go-ahead was given after three European Union scientific panels said there were no reasons to reject the new corn. "There's not much alternative than to follow the scientific advice," Fischer told the Reuters news service.

USDA Announces Milk Market Price Initiatives

Continued from front page...

What is a purchase of development rights program?

A purchase of development rights program is a voluntary program, through which the local unit of government in cooperation with a local conservation district may acquire development rights from property owners to preserve or protect certain resources or environments. In Michigan, the Purchase of Development Rights program is administered by the Department of Natural Resources in cooperation with the Michigan Department of Agriculture. The Farmland and Open Space Preservation Act, Part 361 of the Natural Resources and Environmental Protection Act, PA 493 of 1994 (formerly PA 116 of 1974) provides funds for the purchase of development rights, usually defined as the difference between the fair market value of the property and its agricultural value. This program allows landowners to sell development rights to the state in order to preserve the property from being developed for non-agricultural uses. In this way, the property is permanently preserved for future agricultural use, and the landowner retains all other rights to the land including fee ownership. According to Scott Boreen, MFB associate legislative counselor, the recent amendments to PA 116 allow for PA 116 lien fund monies to be utilized for the purchase of development rights of farmland only. Through this voluntary program, interested property owners may nominate their farmland parcels for purchase of development rights by submitting an application form to the DNR. All applications must be approved by the local unit of government in order to be considered. Submitting an application does not bind the landowner to an eventual sale; it simply allows the land to be eligible for consideration and possible selection.
Managing Farm Costs

by Dr. Sherrill B. Nott, Department of Agricultural Economics, Michigan State University

A s you close out the books on 1996, income tax reporting is probably your main concern. No doubt about it, returns have been filed. But after putting all that work for the tax collector, why not make the records work for you? Also, tax records are a good place to start in managing costs.

Managing Costs

Step one in cost control is to know what your cost levels are. The federal tax form (Schedule F) includes a list of cost items. It’s a good place to commence. Make a new list with the cost items having the biggest dollar amount on the top. The smallest amount should be on the bottom.

Step two is spending management time, deciding how to control the cost items which are the largest. This is why you do Step two first. Go to the top of the list. If you are busy, you may make it only part way down the list. But by starting with the biggest items, your scarce time will have been spent on the key items.

Give some thought in the management team the responsibility of being a knowledgeable purchasing agent. This means being tolerant of correct comparison shopping. It means providing telephone time, and time to take facilities to find out alternative prices. Encourage the purchasing agent to mail out bid requests for items that have goods and services you can specify.

Step 4 is recognizing different approaches are needed to control different cost items. This work for buying standard familiar. But controlling real estate taxes may mean understanding how local government works. Some costs may be beyond your immediate control, so if so, don’t waste time on them. Lease payments you’ve already contracted for are an example.

Cost of Production

We’d like to sell farm products for more than it costs to grow them. Do you know what it costs to grow each of your products? Figuring cost of production requires more than time filing because quantities, as well as dollars, get involved. Also, some cost items that are not tax deductible are often considered. Unpaid family labor and interest on not worth are examples. Adjusting for prepaid expenses may be needed if tax filing is done on a cash, instead of accrual, basis.

The basic formula is to divide the total dollars by the number of total product grown. If you have 10,000 acres of corn to sell, and your total production is $2.00 per bushel, if you had $20,000,000 costs of production, the cost of production is $2.00 per bushel. If you calculate the same for 1996, remember remember. In this year, even though corn was a complete crop, yet the bushels are reported in January, and the bushels are reported in December 1996, there should be considered in costing the bushels. Farmers often try to state the actual crop grown for a given calendar year and match it with the costs incurred by that year’s crop. Once this corn example, understand, how will you handle warm weather which is planted one year and harvested the next? Remember, suggested above you have a Schedule F to mark up as a worksheet.

The basic formula works well if the farm primarily sells one product, like milk, or apples, or hogs. If small amounts of income result from related products, their value or value can be subtracted from total costs assigned to the product primary. For example, the income from call costs can be subtracted from dairy farm costs before calculating the cost of producing milk.

Cost Accounting

Now considering, the reality of a farm that produces several things may multiply the same total value. A hog farm growing corn, wheat and beans is an example. The hogs, sheep, and hay are sold, but while the animal’s fur is the hog’s. We now have an allocation probability of what costs to assign to which items. This problem is best solved by going to cost accounting, or profit center accounting. Some call it enterprise accounting.

The goal of enterprise accounting is to show the income and expenses associated with one price of your business. Production expenses would be allocated to the crop, such as corn or one could be. The costs can be then especially paid per acre or per bushel. Livestock is often reported per head or per cow. You might want to charge your 1997 bookkeeping system will be cost accounting with your monthly financial entries.

You should first convince yourself the end result of enterprise accounting are worth the effort. A good start is to look back at 1996. There’s a couple things worth trying. First, set up a spreadsheet, either on paper or your microcomputer. List the crop grown on the bottom. Don’t ask the list your expense categories from your income tax forms. For instance, you might have total sales expense. Split that table into crop costs you’ve grown across the year. Then move your fertilizer, and so on. An hour or two per day for 3 or 4 days should build a picture of your individual enterprise costs.

The Findpack Option

A second option is to contact your Michigan State University and arrange to use computer software called Finan, Year End Financial Analysis. It's part of the Findpack financial software. Dr. Robert Gast, Department of Management, and other agents with the software entries and interpretation of results. You begin by entering the income and expenses from the tax forms or farm bookkeeping system. These are combined with inventories for the beginning and ending of 1996. Then choose the whole farm with enterprise analysis alternative. This lets fertilizer dollars, for example, be allocated among the crops grown. In a few hours your management teams could work through your 1996 records allocating the pieces to your various enterprises.

Finan will print you a whole farm statement with profit margins for each crop. Profit center set up, an enterprise report of the income and costs are given per acre of crop or per head of the hogs. Thereafter yields are allocated. It allows internal transfers so expense for feed to the livestock is shown as income to the crop entering. Price is a farm growing crop.

With this information, you will know whether your cost per bushel, or per pound, or per ton, or per hundredweight is more or less than the price received. Cost accounting can show you whether corn or beans are the most profitable on your farm. It can show you whether it’s more profitable to buy feed or grow it for livestock.

Either the worksheet or Finan will give you insight as to where your current bookkeeping system is for cost accounting. Either will show that, allocating incomes and costs will be more accurate, if done close to the time when the money is handled. But, there are some things, such as electricity and building repairs, whose allocation will have to be estimated regardless of when they are paid. For these, perhaps it’s just as well to allocate the allocation once only a year.

Summary

Cost management can be done in several ways. Enterprise, or cost accounting, is ultimately the base from which to manage your farm costs. If you use a microcomputer tax your financial statements, say, 1997, may be the year to get into cost accounting. Knowing your economic returns and it’s the first step in controlling them. It will put you in a better position to continue making profit in the future.

Distinguished Service to Agriculture Awards

The second recipient of the Distinguished Service to Agriculture award is Dr. John "Jake" Ferris. Dr. Ferris came to Michigan State University's Department of Agricultural Economics over 40 years ago. During that time he has authored more than 1,000 publications and given hundreds of workshops across the state to Michigan producers to help improve their marketing skills. He was also instrumental in the completion of supporting research for the $70 million livestock initiative, currently underway at MSU and has been responsible for his weekly crop and livestock market outlook for many years.

The recipient of this award has long been supported by the Michigan State University’s Agriculture Extension Office and has been recognized for his efforts in providing leadership for the creation of the non-profit, non-profit, set-aside and early elementary educational programming for the middle grades.
Sugar Beet Growers Association Announces Sugar Contract Changes

In a cooperative effort kicked off in October between Michigan Farm Bureau, Michigan State University Extension and Michigan Farm Radio Network, the Michigan Sugar IMmate and Forage Information Exchange (MIGRE) will assist Michigan producers in securing grain and forage resources. The free listing will carry the names of sellers and truckers willing to haul immature grain and forage.

To be placed on the MIGRE listing, sellers should call (517) 432-1935 or MSU and ask for the MIGRE market monitor or call (800) 960-5129 at Michigan Farm Bureau. Growers can also call their county Farm Bureau or MSU Extension officer to be placed on the list. The table below lists sellers and truckers who have already provided information for MIGRE.

<table>
<thead>
<tr>
<th>Seller</th>
<th>Company</th>
<th>Amount</th>
<th>Notes</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mike Alton</td>
<td>Midland</td>
<td>10,000 bu.</td>
<td>24% moisture</td>
<td>(989) 432-8502</td>
</tr>
<tr>
<td>Dennis Buress</td>
<td>Texas</td>
<td>5,000 bu.</td>
<td>30% moisture</td>
<td>616-977-8689, after 4 pm.</td>
</tr>
<tr>
<td>Randy Carter</td>
<td>Co-op</td>
<td>5,000 bu.</td>
<td>10 lbs.</td>
<td>313-335-4352 early Sat. and Sun. distance driving available or 10 pm.</td>
</tr>
<tr>
<td>Dale Day</td>
<td>Fargo, ND</td>
<td>15,000 bu.</td>
<td>Trucking available within 25 miles</td>
<td>713-649-4217</td>
</tr>
<tr>
<td>Dave Zoch</td>
<td>McConnellsport, NY</td>
<td>5,000 bu.</td>
<td>25-30% moisture</td>
<td>716-833-4018</td>
</tr>
<tr>
<td>Wendell Evans, Trumbull</td>
<td>6,000 bu.</td>
<td>51% moisture, 14% mix</td>
<td>50 lb test trucking</td>
<td>(989) 964-2685 (8 a.m. or 7 p.m.)</td>
</tr>
<tr>
<td>John Schneider, Dewitt</td>
<td>30 acres</td>
<td>25% moisture</td>
<td>517-649-3641</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>Michigan Sugar Company</td>
<td>8 acres</td>
<td>14% moisture</td>
<td>517-649-3641</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Seller</th>
<th>Trucking available</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wendell Evans, Trumbull</td>
<td>50 tons alfalfa</td>
<td>906-356-6290</td>
</tr>
<tr>
<td>Keith Gonsa, Texas</td>
<td>ton on hay</td>
<td>616-527-3888 after 4 pm.</td>
</tr>
<tr>
<td>Dave Gonsa</td>
<td>Grand Ledge</td>
<td>88 acres corn silp</td>
</tr>
<tr>
<td>Bob Knoblock, Valparaiso, IN</td>
<td>1,700 lb.</td>
<td>No trucking</td>
</tr>
<tr>
<td>Wendell Evans, Trumbull</td>
<td>50 tons alfalfa</td>
<td>906-356-6290</td>
</tr>
<tr>
<td>Wendell Evans, Trumbull</td>
<td>1,000 tons soybeans</td>
<td>906-364-8685</td>
</tr>
</tbody>
</table>

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Alaska August 28 - September 8
Austria, Italy & Switzerland Tour September 10 - 18
Branson by Bus October 13-18
For detailed itineraries and reservations, call Mon. - Fri. 8 a.m. - 5 p.m.

&page 23 of 54

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Wick pressure-treated columns are backed for 50 years against decay and insect damage. That's why we sell Wick buildings. They're constructed with roof and wall steel screw-fastened for added strength and structural integrity. And these colored panels Are tough. Bulbina have been around for awhile. That's why we sell Wick buildings. Let's learn more about Wick buildings. Contact us today.

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FARMERS

● Livestock
● Feed ingredients
● Milling

HOMEOWNERS!

● Loans by phone
● Loans by phone

We Buy

- Damaged Grain
- and or late. Call anytime, early or late.

Call anytime, early or late.

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Wanted To Buy

- Standing timber of all kinds. Call R. H. Rehkopf Bu, Michigan.
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Technology That Yields™

1996 CORN SILAGE PERFORMANCE RESULTS

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<th>HYBRID</th>
<th>YIELD</th>
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1996 YIELD PERFORMANCE RESULTS

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Adjusted Gross Income calculated with the price of corn at $3.00 per bushel and drying costs of $.02 per point of moisture. Yield is represented in bushels/acre at 15.5% moisture.

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